

Make your hotel and car rental reservations NOW to attend the National Association of Jewelry Appraisers returns to Tucson for its 65th ACE©It Conference — on January 30 - February 1, 2026

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***Optional Expert Witness Workshop on Friday***

***The Annual Lois Berger Pearl Walk on Thursday***

***Color Vision Testing on Sunday***

For gem and jewelry appraisers there is no place like the NAJA in Tucson! It is the one venue that really offers the entire package. The week starts with practical appraisal presentations and professional relationship building opportunities and then continues with more chances to examine gems and experience the market at the shows.

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**Expert Witness Workshop**

January 30 from 10 AM to 4 PM ***On the Stand: Expert Witness Techniques for Jewelry Appraisers*** led by Robert James, FGA

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**Special Event at Tucson**

February 5, 11 AM to 12:30 PM, The Annual Lois Berger Pearl Walk - visiting pearl dealers led by Duncan Parker, FGA. Members only and it is free! Limited to fifteen attendees.

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**What to Bring**

Comfortable western casual. Bring your loupe, penlight & tweezers. Your 2025/2026 NAJA membership card for registration at local shows (i.e., AGTA).

***Program is subject to change!***

**Tucson Convention Center  
Conference Room - Maricopa Room  
260 South Church Avenue  
Tucson, AZ 85701-1614**

## **NAJA's 65th Annual Winter ACE©It Education Conference**

### **Jan 31 - Saturday**

- 7:30 AM Registration, Coffee Service  
Maricopa Room
- 8:00 AM Welcome and Conference Notes  
Maricopa Room
- 8:30 AM **Platinum Unveiled:  
Properties, Hallmarks and Appraisal  
Considerations** • Jenny Luker
- 9:30 AM **Beauty, Value, and the Power  
of Gemcutting** • Justin Prim
- 11 AM **Certified Hybrid Master Sets –  
Concept, Assembly, and Availability  
Details** • Guy Borenstein, FGA
- 1:30 PM **Colored Sones – Their Market  
and Price Trends** • Stuart Robertson, GG
- 3 PM **The Landmark Changes at Tiffany**  
• Lauren Abramowitz, GIA GG
- 4 PM **Taking the Fear out of Watch  
Appraisals Workshop**  
• Robert James, FGA

## **Tucson, AZ Jan 31 - Feb 1, 2026**

### **Feb 1 - Sunday**

- 7:30 AM Registration & Coffee Service  
Maricopa Room
- 8:00 AM Conference Notes & Updates  
Maricopa Room
- 8:30 AM **History of Platinum**  
• Duncan Parker, FGA
- 9:30 AM **Our Changing Industry**  
• Harold Dupuy, FGA
- 11:00 AM **Surprising Facts about Pearls  
You May Not Know**  
• Renee Newman, GIA GG
- 1:30 PM **The Luminescence of Diamond –  
The Science, Beauty, and Applications of  
a Little Understood Phenomenon**  
• Thomas Hainschwang, PhD
- 3:00 PM **Through the Lens: Discovering  
the Secret Worlds Within Gemstones**  
• Sammantha Maclachlan, FGA
- 4:00 PM **Eggs and Hammers: Art Deco  
Jewelry Innovation**  
• Celine Rose David, FGA

## Jan 30 – Friday

### **Expert Witness Workshop!**

#### ***On the Stand: Expert Witness Techniques for Jewelry Appraisers***

Robert James, FGA

All day workshop will provide a complete overview of how jewelry appraisers can expand their services to include expert witness and litigation consulting for attorneys and insurance offices. We will cover office requirements, expert witness fees, working with attorneys, investigation techniques, structuring the expert witness report for state and federal courts, deposition rules and procedures, trial rules, and procedures, and how to market your expert witness services to law offices and insurance companies. All attendees will receive:

- a copy of *Litigation and Expert Witness for Jewelry Appraisers* by Robert James FGA, GG
- other supporting handouts
- a QR code to obtain the slide presentation of the workshop

## Jan 31 - Saturday

### ***Platinum Unveiled: Properties, Hallmarks and Appraisal Considerations***

Jenny Luker

Learn about the world's most precious metal and how its unique qualities impact design and craftsmanship in fine jewelry. When a piece of platinum jewelry is properly engineered, it will exhibit superior wear resistance and ensure the security of diamonds and gemstones for generations. We will share information about the importance of proper alloy usage in platinum jewelry manufacturing and how it can impact long term

wear resistance and gemstone security. Finally, we will share an overview of the importance of proper hallmarking and identification for estate and new products alike, as platinum's value endures over time. Please join us to discover everything you need to know when appraising platinum jewelry.

### ***Beauty, Value, and the Power of Gemcutting***

Justin Prim

In this talk, Justin will present a general introduction to the process of gemcutting as well as touch on some of the superpowers of the gem cutter, like subtly altering the color and shape through different cutting patterns. Beginning with an overview of faceting, Justin will walk us through each stage of the cutting process and explain the role that each step plays in the gemstone's final appearance and beauty. We will learn how to distinguish a well-cut stone from a poorly cut stone as well as discover how cutting can affect the gemstones' final color which plays a major role in the stone's final value. Finally, he will present the art of recutting and demonstrate how value can be added to a commercially cut gemstone by recutting it into something more beautiful, more colorful, and more valuable.

### ***Certified Hybrid Master Sets – Concept, Assembly, and Availability***

Guy Borenstein, FGA

Color grading has historically been the most challenging aspect of diamond grading. Lack of providers, extreme scarcity, and high costs prevented many traders from obtaining a master set for comparison. However, recent advances in lab-grown production and imaging technologies have helped remove this obstacle. By combining natural and lab-grown diamonds in a single set, the new Certified Hybrid Diamond Master Sets offer a precise and accessible tool for grading. This innovative product provides a reliable and affordable alternative to traditional natural master sets,

addressing longstanding industry issues of limited availability and high costs. This presentation will trace the journey from the idea's inception through the innovative research and collaboration of AI technologies to the final product, its features, and availability.

### ***Colored Stones – Their Market and Price Trends***

Stuart Robertson, GIA GG

This presentation will examine the market fluctuations in supply, demand, and price for the ten best known gemstone varieties of the last 20 years. We will also explore how the colored stone supply chain is evolving from a fragmented distribution channel of small-scale operators to a single channel system controlled by larger corporate miners that employ the invitation only auction model to sell material. What implications, if any, does this have for appraisers in the quest for unbiased pricing information for valuations? Let us look at the effect of the auction system on the wholesale prices of gems. Then we will wrap up with some highlights from the current popular gemstones positioned to outshine the rest in Tucson.

### ***The Landmark Changes at Tiffany & Co.***

Lauren Abramowitz, GIA GG

This will be a hands-on seminar! Four microscope setups along with TCO merchandise to see the stamping, logos, and trademarks to look for when appraising this branded jewelry. The new merchandise varies greatly from the past productions.

The design changes will be discussed; evaluation techniques and pictorial representation will be included if hands on merchandise are not available. There will be question and answer time throughout the presentation and discussion. Book raffles will also be included to expand your library.

## ***Taking Fear Out of Watch Appraisals Workshop***

Robert James, FGA

Join us for a powerful 2-hour workshop that brings the expertise of the USGI Certified Watch Professional program directly to your appraisal skill set. This focused session dives into the essentials every jewelry appraiser must know when evaluating modern and vintage timepieces. You will learn how to identify key movement types, recognize high-value features, detect common counterfeit indicators, and apply practical appraisal methodology used throughout the insurance and jewelry industries. This will include the specific insurance information that every appraiser needs to know. Whether you are expanding your appraisal services or sharpening your knowledge for client consultations, this workshop delivers clear, actionable training you can put to work immediately grounded in the same professional standards that have made USGI a trusted certified education provider.

**Feb 1 – Sunday**

### ***History of Platinum***

Duncan Parker, FGA

Platinum has been known for thousands of years, and has been used in jewels for centuries, but was only used in very small quantities until the beginning of the 20<sup>th</sup> Century, when a flame combining oxygen and acetylene was discovered to produce the very high heat required to melt the noble metal. We will explore the platinum group metals, their history, and their uses in jewels.

### ***Our Changing Industry***

Harold Dupuy, FGA

This session offers a comprehensive exploration of today's jewelry industry, which is navigating through challenging economic and geopolitical conditions. It provides a macro view of the jewelry industry, covering market size, competitive influences, custom jewelry, margins, pricing trends, the diamond market (both natural and lab-grown), and a brief overview of the U.S. manufacturing market.

By attending, you will gain knowledge about the recent changes, new trends, and, most importantly, what the near-term future of the jewelry industry looks like. This session is a must-attend for those who want to understand the current state and what lies ahead for the jewelry industry.

### ***Surprising Facts about Pearls You May Not Know***

Renee Newman, GIA GG

Before I wrote my latest pearls book, I thought the Persian Gulf was the world's oldest source of pearls. I did not realize that Mexico held that honor with pearls as least 8500 years old. I did not know either that natural pearls were so important in the late 1800s that many jewelers earned most of their income—as much as 80%—from the sale of pearls.

The presentation will include other unusual facts about natural pearls and South Sea, freshwater, and black cultured pearls. Some of the information will be current and practical. I will also briefly discuss hanadama and Aurora TEN-NYO pearls.

### ***The Luminescence of Diamond – The Science, Beauty, and Applications of a Little Understood Phenomenon***

Thomas Hainschwang, PhD

Everybody involved in gemstones is exposed to the effects of luminescence in some way or another. Many gemstones exhibit a glow when exposed to ultraviolet radiation, and of these diamonds are the ones with the most diverse, meaningful, and

attractive luminescence reactions. While an omnipresent phenomenon, only few know about the science of luminescence and to what extent this phenomenon is useful in the gemological testing of diamonds in all colors. This presentation combines amazing fluorescence images with the science of luminescence and gives an insight into the uses of fluorescence for diamond authenticity and treatment testing as well as diamond research.

### ***Through the Lens: Discovering the Secret Worlds within Gemstones***

Sammantha MacLachlan, FGA

Join Sammantha for a captivating journey into the microscopic world within gemstones. This session will explore the art and science of photomicrography—covering essential setup techniques, key observations that reveal a gemstone's hidden characteristics, and how these discoveries can be meaningfully applied in professional appraisals. Gain a deeper appreciation for the intricate details that lie beneath the surface and learn how microscopic insights can enhance both accuracy and storytelling in your appraisal work.

### ***Eggs and Hammers: Art Deco Jewelry Innovation***

Celine Rose David, PhD

Art Deco jewelry is not only made from platinum and diamonds set in perfectly openwork mountings. Some designers revolutionized the use of materials such as eggshells, while others hammered away at the anvil to create massive bracelets that were a far cry from lace-like jewelry. Between the beginning of Art Deco and the end of this period, the stylistic evolution was astonishing!

# Ways to Register

Name & Designation:

Company Name:

Address:

City, State, Zip:

Daytime Phone:

Email:

## Cancellation Policy:

Your registration fee will be refunded 100% if your written or emailed cancellation is received by January 15, 2026. Cancellations after January 15, 2026, there will be a service charge of \$150.

	Before	After	
	January 15, 2026	January 15, 2026	
Member	\$450	\$550	_____
Non-Member	\$675	\$775	_____
Color Vision Test	\$ 50 – February 1st, Sunday only		_____
Expert Witness Workshop	\$200 – January 30 <sup>th</sup> , Friday only		_____
	<b>Total</b>		_____

Payment Options:

1. Make your check payable to NAJA      Check # \_\_\_\_\_      \$ \_\_\_\_\_
2. PayPal <https://www.paypal.com/us/for-you/transfer-money/send-money> ([office@najaappraisers.com](mailto:office@najaappraisers.com))
3. Visa, MasterCard, Amex in the amount of      \$ \_\_\_\_\_

Credit Card:

Expiration Date:

CCV Code:

Zip code of credit card holder:

Signature:

The Annual Lois Berger Pearl Walk, Thursday, February 6th, 11: 00 AM for NAJA conference attendees ONLY!

No charge - please indicate if you wish to attend. Limited to 15 attendees on a first come-first serve basis. I will attend \_\_\_\_\_

For more information or to register contact:

## **National Association of Jewelry Appraisers**

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