NAJ Summit

10th – 13th June 2022



Event Guide

Welcome

The NAJ Summit is an unmissable experience for members and supporters, whether you are a valuer, retailer, supplier or designer. Come together to network, learn and reconnect.

Taking place from the 10th-13th June, the four-day programme of events will feature the Valuers' Conference hosted by the Institute of Registered Valuers, the Retail Jewellers' Congress hosted by the JET Business Network, a one-day Supplier Showcase, two-day Gemstone Market and a Members' Gala Dinner featuring the return of the NAJ Awards.

> "One event for the whole jewellery community



"The one event for the whole jewellery community, the NAJ Summit brings the sector together to deliver an experience where business leaders can find genuine insight and access expertise for people, profile and profit to flourish."

Gary Wroe | NAJ Chair

Benefitting from six events, each with their own identity, as an attendee you can access each event, setting your own agenda at your own pace.

Experience the NAJ Summit

The programme has been designed for all of the sectors of the jewellery industry, and we believe the Summit is the most inclusive event yet.



"The Summit takes the NAJ's best events and puts them all together on one weekend. The Valuer's Conference and the Retail Jewellers' Congress have a proud history and excellent reputation, and new for 2022 we will have the NAJ Awards here too."

Heather Callaway | Vice Chair

Welcome. Please don't hesitate to say hello if you get the chance.

Gary Wroe
NAJ Chair

Heather Callaway
NAJ Vice Chair



It’s good to get together

The NAJ Summit 2022 will be the Association’s second Summit after its debut in September 2021.

With many events now returning to the trade calendar, the Summit welcomes back friends new and old, and at a time when the feel-good can be fully enjoyed.

> “A great weekend! Our priority was the retailer congress but with the opportunity to attend the Valuers’ Conference too, it made us realise the opportunities to further our knowledge and education. We’d love to bring more of our team next time.”
>
> *Sophie Guess*

What’s on?

RETAIL JEWELLERS’ CONGRESS

The Retail Jewellers’ Congress, hosted by the JBN

This one-day event, hosted by the NAJ’s JET Business Network (JBN) has a strong reputation for delivering practical and valuable business insights for retail business owners and leaders.

As well as hearing from a variety of speakers on the members' chosen topics, they get to develop relationships beyond their regional group – and for those considering membership it's a unique opportunity to sample the JBN to see if it’s right for you and experience first-hand the shared knowledge, expertise, experience and community these retail jewellers enjoy.



Boodles Chairman Nicholas Wainwright spoke in 2021

SIX changes for 2022

1) June not September

Make the most of the venue with its extensive grounds and outdoor courtyard at a friendlier time for retailers.

2) Friday start for Valuers’ Conference

Avoiding unnecessary timetable clashes – you won’t have to choose between the valuer or retailer sessions but be able to enjoy both.

3) One-day Supplier Showcase

We’ve protected the Sunday afternoon for you to enjoy the Showcase at your leisure.

4) Members’ Gala Dinner feat. NAJ Awards

The pinnacle of the four days and another reason for members to attend and experience the full programme.

5) Registration readiness

The team will greet attendees in the hotel reception to help make the check-in as stress-free as possible.

6) Free retailer passes for the Showcase

The Supplier Showcase also have a limited number of retailer guest passes available (application required).



The Valuers' Conference hosted by the IRV

Whether you have just joined the jewellery trade or been in it for more years than you care to mention, the 33rd Valuers' Conference is the event for you. This popular conference provides opportunity for all to expand their knowledge and make new contacts and friends.

The event is a friendly and welcoming affair, but not a relaxing one – the business sessions are very demanding, and attendees work hard to benefit fully from all that's on offer. Each year the conference welcomes back many familiar faces and, indeed, many new ones.

The programme for the conference benefits from a mix of main keynote presentations on all three days and practical hands-on workshop sessions plus lecture-based masterclasses on the Saturday and Sunday covering topics that will help attendees – whether they are a valuer or not – to widen their knowledge and expertise.

However, the whole programme will benefit attendees' businesses and their customers.



On Saturday 11th June, the conference features the Valuers' Dinner, a three-course meal (dress code smart casual). The theme for this year's dinner will be "What's in your Pocket?" – attendees are invited to bring along an item that they feel will interest the diners at their dinner table – the only restriction, it has to be smaller enough to fit into your pocket!



After dinner the David Wilkins Trophy will be presented to this year's winner as part of an informal Presentation of Awards Ceremony. The ceremony will also recognise new Members of the Institute as well as those that have achieved Fellow status. CAT graduates attending who passed the 2021 examination will also be applauded.

The Valuers' Conference has a busy programme offering something for everyone no matter their experience

> "Very well organised and jam packed! Workshops were very relevant and well planned. *Stacie Tayler*



Members' Gala Dinner feat. Awards



After an enforced hiatus, the NAJ Awards make a welcome return to the jewellery calendar with headline sponsor Nivoda.

The Awards find a new home as part of the Members' Gala Dinner on Sunday 12th June and will be a chance to champion the extraordinary work and talent within our industry.

Categories of the Awards include:



- **Team of the Year**
  sponsored by TH March
- **Salesperson of the Year**
- **Designer of the Year**
  sponsored by Royds Withy King
- **Supplier of the Year**
- **Retailer of the Year**
- **Corporate Social Responsibility Initiative of the Year**

Ahead of the Dinner you will be able to see a shortlist of the companies and individuals on the NAJ website.

Don't forget your golf clubs!

On the afternoon of Saturday 11th June there will be a 9-hole golf competition, with the first tee time at 2.30pm. Register to save your place.

The Supplier Showcase and Gemstone Market



The Supplier Showcase and Gemstone Market is limited to just 30 suppliers resulting in a personable experience that the jewellery sector is so famous for.

The venue boasts a number of private rooms on-site for attendees to host business meetings, share their latest news on goods and services and even run training sessions.

The Supplier Showcase runs on the Sunday, with the Gemstone Market running on the Saturday and Sunday.

Supporting your PR

We'll push your brand and services through our print and digital channels as well as broader jewellery press. It's the perfect event to get noticed as we promote your brand before, during and after the Summit.





Organisation

Lapel Badges

Each attendee will have A6 sized lapel badges and we ask that you wear yours at all times.



Not only does it have your name, firm and town, it also indicates if you are a valuer, supplier, retailer, etc.

Attendees going to the Valuers' Conference workshops will have a note to remind them where they need to be at the back of their badge.

We have colour coded lanyards:

Suppliers [Green]	IRVs [Gold]	Retailers [Blue]	Everyone else [White]

Floorplans are provided within your attendee's pack, but additional copies will be available from NAJ information points.



Attendees enjoying a drink at one of the three dinners at the NAJ Summit; Friday evening BBQ, Saturday evening Valuers' Dinner or Sunday evening Members' Gala Dinner featuring the NAJ Awards.

Photos!

During the Summit Annabel Mather, regular photographer at the Valuers' Conference as well as an additional professional photographer will be taking photos – lots of them! They will be popping into all the Valuers' Conference workshop sessions, Retail Jewellers' Congress and Seminars to take photos, plus during the main presentations, as well as during our social events.

In accordance with GDPR all participants have been asked for permission to be photographed and/or videoed and their responses recorded.

Photographs and/or videos taken by participants at the Summit should be for personal use only and may not be distributed or published without the permission of those included in the photographs and/or videos. 'Personal use' includes putting photographs and/or videos on Facebook™ and similar networking sites, provided that the security settings on these sites prevent the photographs and/or videos from being viewed by the public at large.

NB: Delegates must not photograph and/or video any workshops/presentations without prior consent.

Social Media

We encourage attendees to share their participation at the Summit via social media platforms.

Please feel free to tag in the Association (@UKNAJ) and the Institute (@UK_IRV) where you feel appropriate.

We would also suggest you use the hashtag #NAJSummit for your posts.

Wifi

The hotel operates a free wifi service.

The Venue



Surrounded by 150 acres of peaceful parkland Staverton Park is a stylish and contemporary retreat in the heart of the Northamptonshire countryside, boasting a leisure club, spa and PGA European-tour standard 18-hole golf course on site.

The venue also presents itself as convenient to reach, with easy access from the M1, Birmingham Airport and West Coast Mainline, with a journey from London Euston to the venue taking just 90 minutes.



Attendees at the Summit are welcome to make use of the onsite facilities including the onsite beauty salon, gym fully equipped with cardiovascular and resistance training equipment, as well as a heated swimming pool, sauna and spa pool. Staverton Park also boasts a mature 18-hole Championship Golf Course.

How to find your way around

Also in your attendee pack will be a map of the ground and first floor plans.

Your self-service lunch will be served in the Restaurant while Saturday and Sunday evening dinners will be held in the County Suite.

There are several toilets located around the venue, as are refreshment stations. The NAJ Welcome desk is your main information point located in the mezzanine level directly above hotel reception.

All main presentation sessions for the Retail Jewellers' Congress and the Valuers' Conference will be held in the Taylor Suite at the rear of the building on the ground floor. Workshops and masterclasses will then be held in nearby syndicate rooms spanning the ground and first floor. Again, please refer to your map or ask at the Event registration desk where you will have collected your badges and event pack.

Attendees must book accommodation directly with the venue.

You will be required to leave card details to confirm your reservation and rooms are to be settled on checkout (charged at a preferential rate of £93 per night).

Discount code: NATI090622

Hotel Address:

Staverton Park Hotel & Golf Club
Daventry Road
Daventry
NN11 6JT

01327 220676

sales@stavertonpark.com



Booking and Fees

The Summit features a wide range of options for those interested in attending. Stay for the entire four days and enjoy everything the NAJ Summit offers or come for individual programmes - the choice is yours!

OPTIONS FOR ATTENDEES	FRIDAY 10TH JUNE		SATURDAY 11TH JUNE		SUNDAY 12TH JUNE		MONDAY 13TH JUNE	FEE TO ATTEND Early Rate (until 5th May)
	AFTERNOON ATTENDEE (includes Lunch)	DINNER	DAYTIME ATTENDEE (includes Lunch)	DINNER with wine	DAYTIME ATTENDEE (includes Lunch)	RECEPTION, GALA DINNER with wine	DAYTIME ATTENDEE (includes Lunch)	
Option 1: sessions on 4 days and 3 dinners								£465.00
Option 2: sessions on 3 days (F, S, S) and 2 dinners								£375.00
Option 3: sessions on 2 days (S, M) and 1 dinner								£325.00
Option 4: sessions on 1 day (any) - no dinners								£235.00
Option 2+: additional dinner (Sun)								£435.00
Option 4+: Gala Dinner (if attending Sunday OR Monday)								£295.00
Option 5: sessions on 3 days (S, S, M) and 2 dinners								£435.00
Option 5: + additional dinner (F)								£460.00
Option 6: sessions on 2 days (F, S) and 1 dinner								£265.00
Option 6: + additional dinner (Sat)								£320.00
Option 7: sessions on 2 days (S, S) and 1 dinner								£320.00
Option 7: + Gala Dinner (Sun)								£380.00

Non-NAJ members may attend for an additional fee of £50 on the prices quoted.

Notes:
- Fees to attend **DO NOT** include accommodation.
- All fees are subject to VAT at the current rate (20%).
- **Special rates** are available to Members of the **JET Business Network Group** and **Members and Fellows of the Institute of Registered Valuers**.
- Businesses sending **three or more** attendees are eligible for a **£50 reduction** on the third, fourth, etc., attendee.
- The fees above **increase by £50** from **6th to 23rd May** (standard rate).
- The fees above **increase by £100** from **24th May to 1st June** (late rate).
- The last date for bookings is **1st June 2022**.

To request a booking form:

email events@naj.co.uk
call 0121 237 1110 Option 6

50 free jewellery retailer tickets available for the Supplier Showcase. Application required!

If you are a jewellery retailer, apply now for a free pass to the Supplier Showcase on Sunday 12th June. Based on first come, first served basis. You may choose to then stay on for the Members' Gala Dinner (£65+VAT per ticket).

Email events@naj.co.uk



Programme Overview

FRIDAY 10TH JUNE

THE VALUERS' CONFERENCE			
17:30 - 18.00	Main Presentation		
18.00 - 23.00	Welcome BBQ / relaxed Dining		

SATURDAY 11TH JUNE

THE VALUERS' CONFERENCE			
09.00 - 10.30	Workshop & Masterclass Series 1 (Masterclass 1a & 1b)		
11.00 - 13.00	Main Presentation		
13.00 - 14.30	Self Service Lunch	13.30 - 18.30	GEMSTONE MARKET
14.30 - 16.00	Workshop & Masterclass Series 2 (Masterclass 2a & 2b)		
16.30 - 18.00	Workshop & Masterclass Series 3 (Masterclass 3a & 3b)		
19.30 - 23.00	VALUERS' DINNER		

SUNDAY 12TH JUNE

THE VALUERS' CONFERENCE			
09.00 - 10.30	Workshop & Masterclass Series 4 (Masterclass 4a & 4b)	9.00 - 18.30	THE SUPPLIER SHOWCASE Including, Find a Jeweller Masterclass and Marketing talks
11.00 - 12.30	Main Presentation		
12.30 - 14.00	Self-service Lunch		
16.30 - 18.00	Workshop & Masterclass Series 5 (Masterclass 5a & 5b)		
19.00 - 23.30	GALA DINNER INCLUDING THE NAJ AWARDS		

MONDAY 13TH JUNE

THE RETAIL JEWELLERS' CONGRESS			
09.00 - 09.15	JBN Welcome and Overview		
09.15 - 10.30	Session 1 & 2		
11.00 - 13.00	Session 3, 4 & 5		
13.00 - 14.00	Self-service Lunch		
14.00 - 15.00	Session 6, 7 & Close		

Join the conversation

#NAJSummit | @UKNAJ



Retail Jewellers' Congress

Grow your Presence, Grow your People, Grow your Profit — Part 2

Monday 13th June
Strictly for Retail Jewellers.



Retail members report that their two biggest post-lockdown challenges are centred on digital efficiency and growth, as well as hiring and maintaining staff. These are the same issues that were singled out pre-lockdown, suggesting the impact of COVID-19 has not changed core business concerns for independent retail jewellers.

Michael Donaldson, JET Business Network Facilitator says,

"As tempting as it may be to change the theme for the sake of changing the theme, the reality of the jewellery retail sector is that the main challenges have not changed - they remain Digital and People.

"What will change, however, is the expert speaker line up and the session content to help every retailer grasp the opportunities of digital and the challenges of leading their people."

> "As always a fabulous day with multiple takeaways that'll improve business.
>
> *Hugh Potter*

Speakers

The Truth about Social Media and How to REALLY win over your Audience



Mark Saxby

Using examples from more than 11 years of making sales through social media, Mark will bust myths and reveal what the jewellery industry needs to do to finally crack social media.

Mark Saxby is a former award-winning BBC and ITV journalist who set up one of the UK's first specialist social media consultancies, Status Social, more than a decade ago. He's trained more than 6,000 delegates in eight countries how to use social media to achieve their objectives - plus he's helped organisations generate more than £17.8 million in sales through social media.

Status Social has worked with organisations including Vision Express, Denby Pottery, Marriott Hotels, national retailers, and many SMEs including jewellers. Mark is a big believer that success on social media is all about winning others over using the tactics on offer to us on social media.



Leading a Multi-generational Workforce



Lucy Barkas

We are now in an unusual period in our workforce demographics which impacts leadership, recruitment, engagement, and team dynamics. With the most dominant generation beginning to exit, the boomers hand over the reins to the small but mighty GenXers, who are outnumbered by the millennials. We now see swathes of GenZ coming of age and making an impact. Each generation is driven by different wants, needs and values, but ultimately, we are all human. You will discover that you can be the bridge between generations for business success.

Lucy works with leaders and their teams to build organisations they are proud of. Author, podcast host and regular BBC Radio contributor, her clients include private clients to international conglomerates. She was the archetypal good girl, and followed the traditional path – head girl, uni, job, married, kids, career – all ticked off the list by the time she was 30. She was living the dream, except it wasn't bliss, nor a nightmare. She was coasting. By 35 she was divorced, left her job and sold her house and started again, and that's when she started living.

Growing your Presence in Diamonds



Howard Levine

In this talk Howard will cover the big questions being asked about laboratory grown diamonds:

Will laboratory grown diamonds replace natural mined diamonds? How can you introduce laboratory grown diamonds without damaging your natural mined diamond sales? Are laboratory grown diamonds more ethical and sustainable than mined diamonds or is it just greenwashing?

What is the difference in price and what will happen to prices in the future? What is the impact of laboratory grown diamonds on the second-hand market? How should ypu talk to your customers about laboratory grown diamonds? And ultimately, why it is important to offer your customers the choice?

As a representative on the council of management for the London Diamond Bourse and a VIP for the World Federation of Diamond Bourses, Howard Levine is well networked in the domestic and international diamond community. Founder of Diamnet, which itself lists more than 250,000 diamonds, Howard has recently launched the brand Hayes & Lake, which aims to introduce quality UK manufacturing with laboratory grown diamonds to the UK high Street.

> "Once again Congress inspired and lit that fire within to push myself a little more to be a better business and better boss.
>
> *Harriet France*

Grow your High Street Presence; our investment in our own bricks and mortar jewellery stores

JBN Membership Panel

Many would think, and some might say, it's madness to have made a significant investment in bricks and mortar stores in these times of vacant units, declining footfall, increased online shopping, declining jewellery purchases, AND during a global pandemic. Yet three JBN members did just that!

In this session you will hear about their personal journeys from concept to completion as they cover the key questions of why did you do it? How did you do it? And, what has it done for your business?

There will also be an opportunity to ask questions at the end of the session to our panel of three jewellery retailers who have committed to their respective High Streets.

More speakers for the Retail Jewellers' Congress to be announced in the coming weeks…



Valuers' Conference

Main Presentations

These Sessions are for all Conference attendees to be enjoyed, taking place in the Taylor Suite.

Friday 10th June



Fings Wot I Bort!
David Callaghan
David's main presentation illustrates some of the unusual/beautiful/memorable pieces of jewellery he bought and sold during his lengthy career in the West End trade.

Saturday 11th June



Secrets, Sentiments and Skulls: the Mystery of the Locket
Rachel Church
In this talk, Rachel Church will look at the surprising world of the locket and the portraits and locks of hair they contain as well as much more surprising items.



Social Significance of Sentimental Symbolism in British Jewellery History
Hayden Peters
Since the early 18th century, Great Britain has built social identity through its symbols of love and piety. The jewels people wore as tokens of wealth and fashion also translated to trinkets of love, memory and nationalism. Learn about the influencers of jewellery symbols and why fashionable sentimental and memorial jewels represented the British Empire throughout the 18th and 19th centuries.




Behind the Scenes at an Auction House
Emily Barber and Kate Flitcroft
Emily and Kate will deliver an eagerly awaited update on Emily's popular 2021 masterclass looking at trends and jewels sold at auction.

Sunday 12th June



A Whiter Shade of Pale: a History of Platinum in Jewellery
Jack Ogden
This presentation will consider this often-neglected aspect of jewellery history, focusing on the nineteenth century, but closing with a brief look at the introduction of white gold alloys in the early twentieth.



Fabergé in London: Romance to Revolution
Hanne Faurby
The talk will touch upon the firm's operations, its skilled staff, royal connections and tailoring to its British customers giving an insight into the consumption of Fabergé's creations within Edwardian society

Workshops/Masterclasses

These workshops (W) and masterclasses (M) are open to all attendees at the Summit but places have to be booked prior to arrival via the booking form.

Title	Speaker(s)	M/W
A Guide to Production Methods and Valuation with Particular Reference to Alabaster & Wilson Jewellery	Stephen Alabaster	W
An Introduction to Valuing	David Byrne	W
In the Beginning	David Callaghan	M
Danger Zones	Rosamond Clayton	W
Visual Optics – the Hodgkinson Technique	Pat Daly	W
The Inspirational Life of Emily Wilding Davison	Alexander Davison	M
Sapphire, Ruby and Emerald. Gemstone basics, understanding their beauty and optimising your selection process	Anna Dighton and Flori Van den Brande	W
Synthetic Diamonds – Hiding in Plain Sight	Andrew Fellows	W
A Coloured Stone Dealer's View of Valuing Coloured Gemstones	Amanda Good	W
Take the Test!	Kerry Gregory	W
GuildPro – Making the Most of Your Valuation Expertise	Paula Grenney and Nick Hadler	W
Observing laboratory-grown diamonds	Julia Griffith	W
The Real Deal? Identifying Synthetic Coloured Gemstones	Juliette Hibou	W
Unleash Your Potential with Quantum Leap 2	Michael Inkpen	W
Mounted Diamond Assessment Refresher	Simon Johnson	W
That's a Biggin; Silver Items Associated with the Drinking of Chocolate, Coffee and Tea – History & Values	Steven Jordan	M
Fake or Fortune – a Gemmological Perspective	Tracy Jukes	W
Watches from the Inside Out: Is it Genuine or a Fake?	Ken Massow	W
Wristwatches and Their Parts		W
The Elephant in the Room: Identifying Ivory and its Simulants	Aurore Mathys	W
Photomicrography	Michelle McCormick	W
What is Behind an Acclaimed Contemporary Silversmith's Work – Process/Concept/Execution	Wayne Meeten	M
What Makes a Designer Artist Silversmith's Work so Distinctive		M
Cameos – Sometimes More than Just a Pretty Face!	Craig O'Donnell	M(D)
Valuing Asian Jewellery – Easy and Not so Easy	Pravin Pattni and Jaysal Pattni	W
CAT Pre-Exam Tutorial	Susan Pennington and Jackie Sanders	W
From CAT or FoAP to MIRV, the Journey Explained		W
Profit and Loss: Supply and Demand for Mourning Jewels in History	Hayden Peters	W
The 7 Value Factors of Pearls	Mehdi Saadian	W
A Step Back in Time	Philip Stephenson	W
Let's See How It's Made; Describe It and Value It Correctly	Barry Sullivan	W
Assessing Set Diamonds	Richard Taylor	M
Working as an Expert Witness		M
Synthetic Diamond: Managing the Risks and Embracing the Opportunities		M(D)
Setting the Story	Jo Whalley	M

M(D) are double Masterclasses

Speakers

Alphabetical by last name

We wish to point out that the views expressed by our guest speakers during the main presentations and/or workshop sessions are their personal views and may not necessarily reflect the views of the Institute/Association.

Stephen Alabaster



A Guide to Production Methods and Valuation with Particular Reference to Alabaster & Wilson Jewellery

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*

Bringing with him pieces of jewellery made by Alabaster & Wilson, Stephen will invite attendees to assess age and materials, and also cost when first made vs modern day reproduction in both traditional or modern methods.

Stephen was enticed into joining the family business, Alabaster & Wilson, founded by his Great-Grandfather in 1887, which after many successful years of trading closed at the end of 2017, ensuring that the company would only ever have been run by members of the Alabaster family.

Emily Barber and Kate Flitcroft





Behind the Scenes at an Auction House

Main Presentation

Emily and Kate will deliver an eagerly awaited update on Emily's popular 2021 masterclass looking at trends and jewels sold at auction.

Emily Barber is Bonhams' Jewellery Director in the UK and over the past 25 years has been involved in the discovery and research of antique jewels and gems of historical significance, from the Renaissance to the 20th century.

Kate Flitcroft is an auctioneer and Senior Specialist in the Jewellery department at Bonhams. Before joining Bonhams, Kate was head of jewellery and silver department for an auction house, having previously spent ten years at another international auction house in London. Kate is also a regular expert on the BBC's *Antiques Roadshow*.

David Byrne



An Introduction to Valuing

Workshop

*The **purpose** of this session is to:*

- *offer **general interest***

Have you ever wondered what it takes to become a professional valuer? Do you know what training, experience and knowledge you need in order to provide your clients with a professional service? This workshop explains all that and more. And find out how the JET Foundations of Appraisal Practice course and the three-day Practical Valuation Techniques Tutorials are the groundings you need.

David is an independent jewellery valuer and tutor with over 25 years' experience. He is a Fellow of the Institute of Registered Valuers, a Fellow of the Gemmological Association and a qualified diamond grader.

David Callaghan



Fings Wot I Bort!

Main Presentation

David's main presentation illustrates some of the unusual/beautiful/memorable pieces of jewellery he bought and sold during his lengthy career in the West End trade.

In the Beginning

Masterclass

*The **purpose** of this session is to:*

- *offer **general interest***

David's masterclass traces the history of the first commercial pearl testing laboratory in the world dedicated to identifying the natural pearl from its "new" rival – the cultured pearl. It was soon to be known as *The Gem Lab* and pioneered many gem testing techniques commonplace in the world of gemmology today.

David has lectured widely both in the USA and UK and for over 20 years has been very involved in the vetting procedures for jewellery at antique and fine art fairs. He is a former vice-president of both the NAJ and Gem-A, and a past president of the Society of Jewellery Historians.

Rachel Church



Secrets, Sentiments and Skulls: the Mystery of the Locket

Main Presentation

Lockets have been worn since the Renaissance and are a wonderful vessel for romantic secrets, small sentimental objects or a way to show public appreciation. In fiction, as in life, they have served to identify bodies on the battlefield, lost orphans and hidden love affairs.

In this talk, Rachel Church will look at the surprising world of the locket and the portraits and locks of hair they contain as well as much more surprising items.

Rachel Church has written and lectured widely on jewellery history and design. She is the author of 'Rings' (V&A/ Thames and Hudson 2011 and 2017) and 'Brooches and Badges' (V&A/ Thames and Hudson 2019) alongside many shorter articles and contributions to catalogues. She worked as a curator at the Victoria & Albert Museum for over 20 years and since 2021 has been a freelance lecturer and jewellery researcher.

Rosamond Clayton



Danger Zones

Masterclass

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*

However careful the valuer may be, there will always be the moment when we drive through the red light!

Calling on experience when being instructed as an expert and events which have formed the basis for litigation, together with known difficulties which valuers have experienced with their clients, this masterclass endeavours to make valuers aware of the pitfalls and able to pre-empt the danger zones.

From early on in her UK valuation career, Rosamond joined and had training with the Academy of Experts. Her favourite work form is giving evidence in the High Court. Various experiences, together with the background to many of the court cases where she has been instructed as an Expert, have made Rosamond aware of what can befall people in the jewellery trade and valuers. It is easy to fall through the cracks into the basement!

Pat Daly



Visual Optics – the Hodgkinson Technique

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*

The Hodgkinson technique is a simple way to obtain optical information from transparent, faceted gemstones without the use of expensive equipment. It can be learned by anyone who handles them and is of particular benefit to those who have some understanding of their common optical properties.

Attendees will handle a range of common gemstones and see for themselves how the technique may be used to identify them. Pat is a gemmology instructor for Gem-A and was an independent valuer from 1984 until he retired from valuing at the end of 2019; he was one of the first valuers to become what was then an N.A.G. Registered Valuer back in 1987.

Alexander Davison



The Inspirational Life of Emily Wilding Davison

Masterclass

*The **purpose** of this session is to:*

- *offer **general interest***

Emily Wilding Davison was my great-great-great aunt and played an important role in the Suffragette movement back in the early 1900s. Whilst she is mostly known for her actions at the 1913 Epson Derby, I intend to delve deeper into her incredible story, touching on some of the many actions taken by herself and others to bring attention to their cause. My masterclass will give you some family background as well as detail the Suffragette movement's aims and objectives, and of course, include the jewellery that became recognised as symbols of Suffragettes. I will bring a small number of antique pieces from this era with me for attendees to examine. If anyone has any and would like to bring any Suffragette jewellery along, please do.

The Davison family jewellery and pawnbroking business was started by Alex's father Geoffrey, moving the family out of the East End of London to sunny Southend-on-Sea and dedicating himself to growing his business. Alex has been in and around the family pawnbrokers from as early as he can remember, firstly trying his hand on the bench to be like his brother.

Anna Dighton and Floriane Van den Brande





Sapphire, Ruby and Emerald. Gemstone basics, understanding their beauty and optimising your selection process

Workshop

*The **purpose** of this session is to:*

- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*
- *offer **general interest***

This workshop is aimed primarily at beginners and for individuals who wish to acquire some basic hands on, practical gemstone knowledge relevant to the current jewellery trade. We will be outlining three of the most popular coloured gemstones that as a student (JET, CAT, FoAP, etc.), bespoke maker or retail sales consultant you will be sure to have regular enquiries for: sapphire, ruby and emerald. From basic identification to key factors that contribute towards their beauty.

Over the past twenty years Anna Dighton has worked both in jewellery retail, starting as a sales consultant, to working within the gemstone trade at the gemstone dealership A E Ward & Son Ltd. In this time she has accrued both experience and qualifications to facilitate her current role as a gemmologist, NAJ Institute Registered Valuer of jewellery and private jewellery consultant.

Floriane Van den Brande is a gemmologist at A E Ward & Son Ltd. While she has loved jewellery for as long as she can remember, her gemmology journey started fairly recently. In 2019 she took Gem-A's gemmology foundation course and fell in love immediately. Soon after, she started working at A E Ward & Son Ltd in Hatton Garden and completed the FGA. Testing and looking at gemstones under the microscope is one of her absolute favourite things to do and being able to work with gemstones every day is truly exhilarating.

Hanne Faurby



Fabergé in London: Romance to Revolution

Main Presentation

The story of legendary jeweller Peter Carl Fabergé is closely associated with the patronage of the Romanov family and commissions of Imperial Easter Eggs. Yet, the firm's creations captivated an international clientele. A London branch was in operation between 1903-1917 serving a cosmopolitan elite from its London premises but also via sales trips further afield.

The talk will touch upon the firm's operations, its skilled staff, royal connections and tailoring to its British customers giving an insight into the consumption of Fabergé's creations within Edwardian society.

Hanne Faurby is Project Curator of *Fabergé in London: Romance to Revolution,* a current exhibition at the Victoria & Albert Museum (V&A) running until 8th May 2022. She is also Co-Editor and contributor to the book *Fabergé: Romance to Revolution* (2021).

Andrew Fellows



Synthetic Diamonds – Hiding In Plain Sight

Workshop

*The **purpose** of this session is to:*

- *widen your **research** options*

A brief history of synthetics and the technology that is now out there to grow them, and the testing techniques that can be used to either indicate possible synthetics, or to identify them. Andrew will have samples of different forms and a selection of equipment to demonstrate.

Andrew Fellows is a gemmology and diamond lecturer, teaching on a BSc Gemmology and Jewellery Studies degree at Birmingham City University.

Amanda Good



A Coloured Stone Dealer's View of Valuing Coloured Gemstones

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- ***justify** your decisions*
- *offer **general interest***

A short talk followed by a practical session including louping of an assortment of coloured gemstones. Learn which factors of colour, clarity and cut determine the value of different types of stones. There will be a number of stones for inspection to underpin the information given in the short talk.

Amanda, FGA Dia Dip, has been a coloured stone dealer for over 40 years. She has travelled the world in her capacity as the Purchasing Director for a large gemstone company. She regularly travelled to Jaipur (to purchase emeralds), Bangkok and Idar Oberstein, and lived in Sri Lanka for two years where she was responsible for buying sapphires.

Amanda now works as a stock controller and buyer for G F Williams, one of the leading gemstone dealers in the UK.

Kerry Gregory



Take the Test!

Workshop

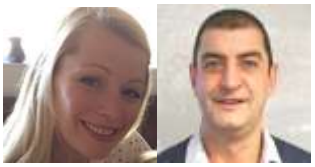
*The **purpose** of this session is to:*

- ***analyse** what you do*

Do you know your Arsenolite* from your Elbaite? When did you last test ***yourself?*** Do you beaver away working, valuing, and identifying gemstones and never check if you are “right”? How often do we get the chance to prove that we really know what we’re doing? In the first two-thirds of this workshop, you will get the opportunity to test in a practical and commercial setting a range of mounted gemstones that are found in modern jewellery. You get to prove that you get it right. The final third will be going over the answers, including practical tips and tricks on how to conclusively identify the materials. All attendees will be given a printed report of their accuracy in this practical test. (*You should not have any need to ID Arsenolite it is a toxic mineral and should not be in jewellery, but we liked the pun!)

Kerry Gregory, of Gemmology Rocks delivers real-life gemmology that rocks! With over two decades of professional experience in gemmology and diamonds, as well as three separate international gemmology qualifications she really knows her stuff. More importantly she knows how to distil this stuff into practical education that gets to the heart of what you need, every day, in your business, and makes it enjoyable and easy to develop and learn.

Paula Grenney and Nick Hadler



GuildPro – Making the Most of Your Valuation Expertise

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- ***develop** your business*
- *offer **general interest***

The Guild of Valuers & Jewellers have been supplying valuation software to jewellery valuers for the last 28 years and have developed the business to encompass a total valuation solution for jewellery businesses around the country.

Paula and Nick will be demonstrating GuildPro at the NAJ Summit, and whether you are already a user or are interested in a valuation software solution the workshop will be invaluable in showing you how to get the best out of the programme and produce first class documents with speed and personalisation.

Julia Griffith



Observing Laboratory-grown Diamonds

Workshop

*The **purpose** of this session is to:*

- ***justify** your decisions*
- *offer **general interest***

Join Julia Griffith FGA DGA EG for a hands-on session observing laboratory-grown diamonds. This practical workshop will give attendees the opportunity to handle an array of laboratory-grown diamonds and view tell-tale inclusions and features for themselves. Attendees must be proficient at using a 10x loupe and tongs

Julia Griffith FGA DGA EG is an enthusiastic educator within the gem industry who specialises in niche topics. Well-researched and often with a practical element — delegates will find her workshop useful as well as entertaining. Julia has recently launched her own interactive online gemmology school; The Gem Academy, and has launched her first course; the ultimate online course on laboratory-grown diamonds, which is being very well received by student and graduate gemmologists for its in-depth information, engaging lessons, and easy-to-use platform.

Juliette Hibou



The Real Deal? Identifying Synthetic Coloured Gemstones

Workshop

*The **purpose** of this session is to:*

- *offer **general interest***

This workshop will explore the various manufacture processes, and the key identification features and tests that gemmologists use to identify synthetic gems. Many minerals can be produced in a laboratory for use in jewellery, and we will more closely investigate synthetic corundum, spinel and beryl

Dr Juliette Hibou FGA, DGA, EG gained her PhD in Art History specialising in nineteenth-century French furniture in 2005 going on to spend four years as an Art History lecturer at Queen Mary, University of London following ten years as a curator at the Victoria & Albert Museum. In 2018, Juliette graduated with her Gemmology Diploma from Gem-A and was awarded the Anderson-Bank Medal, later becoming the proud recipient of the Bruton Medal for her Diamond Diploma in 2021.

Unleash Your Potential with Quantum Leap 2



Michael Inkpen

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*

Building a successful valuation business can bring with it problems. If the work is building up but there are not enough hours in the day the solution lies with dedicated appraisal software.

This workshop will cover setting up, basic usage, attaching images, downloading GIA reports and accessing GemGuide and Rap lists all from within the software. This workshop will be of interest to single handed valuers, multiple valuer practices and retailers who employ a valuer on their staff.

Michael was presented with the Institute's David Wilkins Award for Valuer of the Year in both 2011 and 2018.

An introduction to Thom Underwood in San Diego led to involvement with sales and support of Quantum Leap Professional Appraisal software in the UK and more recently in helping to test and bring to market its big brother Quantum Leap 2.

Michael continues to be a fulltime independent valuer with an office in Exeter, Devon.

Simon Johnson



Mounted Diamond Assessment Refresher

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*

This workshop is designed for all levels and aims to provide a refresher to allow attendees to check their diamond assessing skills of mounted goods with real natural diamonds.

You will be supplied with GIA graded jewellery items and asked to assess the diamonds for colour, clarity and size without knowledge of the report details.

GemVal Workshop

Workshops

*The **purpose** of this session is to:*

- ***analyse** what you do*

Sometimes it's difficult to know where to start when commencing your route into the wonderful world of valuations. What should my worksheet contain, look like, be stored as? How should I present my final valuation document?

These are all questions I struggled with at the outset of my journey but working with the IRV Registration & Review Panel I have devise a spreadsheet and MS Word document that ticks all the boxes to ensure you can present your analysis, research and justifications in an IRV compliant manner.

The GemVal system is completely free to use for all IRVs or IRV Student Members and this workshop is designed to talk you through the steps and stages and nuances of the system to help you on your journey.

It will enable you to produce a beautiful looking, compliant, valuation document.

Available and potentially useful for any level of valuer, GemVal has been successfully used to pass the submission and also integrated and used within established valuation businesses to improve existing systems and processes.

Simon is a Member of the IRV, jeweller, jewellery designer, NAJ Valuations Steering Group member and former Chair of the NAJ.

Steven Jordan



That's a Biggin; Silver Items Associated with the Drinking of Chocolate, Coffee and Tea – History & Values

Masterclass

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*

This masterclass will examine the history of the introduction of chocolate, coffee and tea into the UK. It will detail the various silver vessels associated with the preparation and drinking of these hot beverages. Example values and sources will be given.

Steven, an FGA, DGA, FNAJ and FIRV, is Managing Director of Hawksworth Valuations Limited, and has been associated with the jewellery trade since 1974. He became a Registered Valuer in 1989 and an independent valuer in 1993. Steven has sat on the Board of the Gemmological Association and the IRV Valuations Committee.

Tracy Jukes



Fake or Fortune – a Gemmological Perspective

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*

A practical workshop to help valuers and gemstone buyers. Learn how to determine real from fake and treated gemstone materials using just a loupe. Tracy will provide her workshop attendees with general gemstone pricing sheets and include reference to pricing for some of the more unusual materials.

We welcome back Tracy to our Conference for her 10th workshop. An FGA and with a degree in geology, Tracy has been in the trade since 1984, dealt with coloured gemstones since 1986 and now runs her business – E-Jewel Limited – which has been in existence for the last 21 years. She has a wide knowledge of gemstone values and travels all over the world to source stones direct from the cutters.

Ken Massow



Watches from the Inside Out: Is it Genuine or a Fake?

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- ***justify** your decisions*

Ken returns once again to offer his two popular workshops on watches – particularly the insides. He looks at fakes, genuine watches and condition report requirements in this workshop.

Wristwatches and Their Parts

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- ***justify** your decisions*

In this workshop, Ken will take attendees through wristwatches and their parts.

Ken is an FGA, DGA and FIRV and runs watch and clock workshops. He has spent over 60 years in the trade and is still doing bench work.

Aurore Mathys



The Elephant in the Room: Identifying Ivory and its Simulants

Workshop

*The **purpose** of this session is to:*

- ***justify** your decisions*
- *offer **general interest***

In 2018 the Government introduced legislation to support the protection of elephant populations, by banning sales of ivory that could contribute either directly or indirectly to poaching. With the Act likely to come into force this June, the dealing of items made of, or containing elephant ivory, will be prohibited, regardless of their age.

This poses a challenge to the jewellery and antique trade, which often results in rejection of anything that remotely looks like ivory. This hands-on workshop aims to provide clarification and help avoid costly mistakes, by offering an in-depth look at the identification features of different types of ivory and their main simulants.

Aurore Mathys, FGA is the latest addition to the Gem-A teaching team. Originally trained as a teacher, Aurore changed career to join the jewellery trade in 2018 as a pawnbroking appraiser. After successfully completing the JET certificate with the NAJ and the GIA AJP course, she studied her Gemmology Foundation and Diploma at Gem-A, from which she graduated with distinctions. She was also the proud recipient of the Christie's Prize for Gemmology in 2021, and her student project on New Caledonia jade was published in the Gems & Jewellery autumn edition of the same year.

Michelle McCormick



Photomicrography

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- ***justify** your decisions*
- *offer **general interest***

This workshop will begin with a talk and demonstration about how to capture inclusion photographs under the microscope. Images will highlight some of the important uses that a microscope has to a gemmologist and to an appraiser. Participants will then have the opportunity to look at gemstones under the microscope and using their own camera phones capture photos of gemstones exhibiting interesting features and inclusions. Microscopes and gemstones provided to use – please bring your own camera/ smartphone.

Michelle graduated from Birmingham City University with First Class BSc (Hons) Gemmology and Jewellery Studies and now teaches on this degree course. Michelle enjoys teaching diamond grading, gemmology theory and practice, advanced spectroscopy, jewellery and valuation.

Wayne Meeten



What is Behind an Acclaimed Contemporary Silversmith's Work – Process/Concept/ Execution

Masterclass

*The **purpose** of these sessions is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*
- *offer **general interest***

Wayne's work embodies a perfect union of rich heritage of centuries of outstanding British craftsmanship and design in metalwork with his very distinctive fine expressive surface textures and patterns.

The objects Wayne creates develop from feelings, experiences and memories, evoked or encountered in the past, and as he pursues his daily life.

Not defined by one emotion or another, he prefers to be open to exploring any moment that touches him, never looking for inspiration, but being open to letting it come from within. His work has been defined as "storytelling in an object or sculpture".

What Makes a Designer Artist Silversmith's Work so Distinctive

Masterclass

Wayne will take attendees through the making, what goes

into the process, design concept, ideas, marquette/model, techniques used and surprise elements.

He will also explain why design commands the price, level of detail, skill and refinement. Learning the Japanese language, studying T'ai chi ch'üan, form the movement, the philosophy, ethos of balance.

Craig O'Donnell



Cameos – Sometimes More than Just a Pretty Face!

Masterclass (double session)

*The **purpose** of this session is to:*

- *offer **general interest***

Cameos — hardstone, shell, lava, glass, ceramic and downright plastic! A trip through the recent history of cameos, their subject matter, materials and artists. From classical antiquity through the Renaissance and Victorian periods to modern day examples.

Craig is a BA and FGA and has been a fulltime valuer with SafeGuard Jewellery Valuation Service for over 15 years. He is passionate about jewellery and silver, which is backed up by his personal library of over 2,000 books on these subjects. As well as being a valuer, Craig is a silver specialist and Curator of the outstanding Assay Office Birmingham silver collection.

Jack Ogden



A Whiter Shade of Pale: a History of Platinum in Jewellery

Main Presentation

Platinum jewellery is usually considered to be a twentieth-century phenomenon, with companies such as Cartier bringing it to the forefront.

In truth, however, this intriguing and often intractable metal has a long history in jewellery, ranging from ancient Egypt and Pre-Colombian Ecuador through to the rapid advances in the eighteenth and nineteenth century with even beer and Coca Cola® playing a part alongside innovators such as Janety and Tiffany & Co.

This presentation will consider this often-neglected aspect of jewellery history, focusing on the nineteenth century, but closing with a brief look at the introduction of white gold alloys in the early twentieth.

Dr Jack Ogden is a British historian whose 45 years of research have focused on the history of gems and jewellery, a subject on which he has written extensively and lectured worldwide.

Pravin and Jaysal Pattni



Valuing Asian Jewellery – Easy and Not so Easy

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*

For those valuers experienced in valuing of Asian jewellery this session is highly recommended. Pravin and Jaysal Pattni will bring some interesting items of jewellery which fall outside the norms of valuing Asian jewellery. Be prepared to be challenged if you attend this rare opportunity to see a selection of some "eye opening" Asian jewellery pieces.

Pravin has been in the jewellery trade since 1970. During these years he has executed several orders for prosperous Asian clients, and he is proud of the fact that he is one of the leading Asian jewellers in UK. With his son Jaysal, an expert in helping to create bespoke jewellery pieces and a Diamond Graduate from GIA, joining the business they are now a fourth-generation family business.

Susan Pennington and Jackie Sanders




CAT Pre-Exam Tutorial

Masterclass

Jackie and Susan, both CAT examiners, offer this masterclass for those students studying for the CAT exam taking place in October. It will assist students in preparation for the exam.

From CAT or FoAP to MIRV, the Journey Explained

Masterclass

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*

Attaining National Association of Jewellers MIRV status is the aspiration of many.

You may be considering enrolling onto the FoAP course. Or be in the midst of CAT or the FoAP qualification, or already be a CAT graduate. The next phase of the journey is to work towards your application for membership to the NAJ Institute of Registered Valuers.

This masterclass aims to perfect your valuation methodology, analyse your options, explore what will be expected, explain certain requirements, and hopefully assist and encourage you to attain your goal.

(MIRVs and FIRVs being reviewed this autumn are also welcome to attend.)

Hayden Peters



Social Significance of Sentimental Symbolism in British Jewellery History

Main Presentation

Since the early 18th century, Great Britain has built social identity through its symbols of love and piety. The jewels people wore as tokens of wealth and fashion also translated to trinkets of love, memory and nationalism. Learn about the influencers of jewellery symbols and why fashionable sentimental and memorial jewels represented the British Empire throughout the 18th and 19th centuries.

Profit and Loss: Supply and Demand for Mourning Jewels in History

Workshop

*The **purpose** of this session is to:*

- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*
- *offer **general interest***

Using primary resources of mourning jewels and fashion, this series will focus on the evolution of jewellery design from the 17th century onwards. It is the continuity of society's demand for mourning fashion, correlating with the Industrial Revolution and British social growth in the 18th century, to the technologies being used within popular jewels of the 19th century. This series offers insights into the lifestyles of the people who wore mourning jewels and those who made them.

Hayden Peters is a jewellery historian, lecturer and experienced designer.

An authority on the topic of mourning and sentimental jewellery, Hayden founded the Art of Mourning (www.artofmourning.com) in 2005 as his teaching platform to share knowledge and educate about this important part of history between the years 1517-1920. The website reaches thousands of international students and collectors daily, with over 900 articles detailing the history of early-modern society, politics, design and fashion.

Hayden has appeared on television, in international publications, museum installations, global touring and written for academic publications. collection.

Mehdi Saadian



The 7 Value Factors of Pearls

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- ***justify** your decisions*

This workshop will provide an in-depth look at the GIA 7 Pearl Value Factors™ for cultured pearls and how jewellery appraisers can apply this

evaluation system in their daily dealing with pearls. These criteria were developed by the GIA over a 60-year period of ground-breaking research on pearls and used by experts when evaluating pearls in the laboratory.

Mehdi received a BA in Business Administration, and Graduate Gemologist diploma from GIA in 2007. In addition to being an MIRV, he is a Member of the International Society of Appraisers, and a Practicing Associate of the Academy of Experts.

Philip Stephenson



A Step Back in Time

Workshop

*The **purpose** of this session is to:*

- *widen your **research** options*
- *offer **general interest***

Would you recognise a piece of pietra dura jewellery and how would you value it? What about Georgian paste set jewellery and mourning items? This workshop is for you. Philip will bring an eclectic collection from his stock for you to examine and arrive at a value.

Enthusiasm and a thirst for knowledge is all you need.

Now a veteran of over 25 valuers' conferences starting in the bleak corridors of Hazelrigg at Loughborough University, he is pleased to bring items from his extensive stock to our conference which will help delegates who attend his workshop to understand and recognise some of the more interesting pieces that may be presented to them by their own clientele.

Barry Sullivan



Let's See How It's Made; Describe It and Value It Correctly

Workshop

*The **purpose** of this session is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*

Identifying manufacturing methods is a very important factor when appraising an item before valuing it because the different ways it can be made have a very big influence on value. This workshop looks at identifying casting methods, rubber mould wax, CAD wax and handmade. There's an interesting mobile working piece that was printed in silver and can be made in gold too, compliments of Cooksons, following their invitation for two IRV members to visit their factory in Birmingham.

Barry is the Managing Director of Jewellery Advisory Services Ltd, based in Hatton Garden, London and has held this position since the company was first established. He has over 50 years of experience in various aspects of the jewellery industry and horological field.

He is an elected full practising member of the Academy of Experts (MAE) and in 2009 was elected a Fellow of the Institute of Registered Valuers (FIRV). Barry is the chair of the NAJ's Institute of Registered Valuers. He is also a CAT/FoAP Advisor, serves on both the NAJ's Valuations Steering Group and the NAJ's Professional & Technical Standards Steering Group as chair, and he is also a member of the NAJ's Education Steering Group.

Richard Taylor



Assessing Set Diamonds

Masterclass

*The **purpose** of all these sessions is to:*

- ***analyse** what you do*
- *widen your **research** options*
- ***justify** your decisions*
- ***develop** your business*

This short masterclass is a worthwhile refresher for individuals assessing set diamonds as well as a good introduction to anyone new to the challenge. It is also a taster of the NAJ practical course on assessing set diamonds which is now available.

Working as an Expert Witness

Masterclass

Acting as an expert witness is both an interesting challenge and a unique discipline that some may consider represents a potential additional income stream. This informal

masterclass will answer some frequently asked questions, explore the skills and expertise required and help you consider if it's the right direction for you as an individual or company.

Synthetic Diamond: Managing the Risks and Embracing the Opportunities

Masterclass (double session)

The prevalence of synthetic gem diamond in the retail market is inexorably increasing, this creates both risks and opportunities for the valuer and retailer alike. The risks must be understood and managed in a clear and transparent fashion. The opportunities and potential benefits realised again in a clear and transparent fashion. The threat the industry faces is simple: "our reputation and the trust our customers have in the products we sell".

Richard's long and varied career has covered many areas of the jewellery industry, including valuing, expert witness work, teaching, lecturing, designing, manufacturing and retailing. Many have benefited from his experience and knowledge not only in the UK but also overseas.

His qualifications include a PhD, BSc, FGA, DGA, RJDip and FHEA. His memberships include Fellow of the NAJ's Institute of Registered Valuers, Fellow of the NAJ and Practising Member of the Academy of Experts.

Jo Whalley



Setting the Story

Masterclass

*The **purpose** of this session is to:*

- ***justify** your decisions*
- *offer **general interest***

Jo's session will provide an overview of the history of gemstone mounting and setting, from the renaissance to the 21st century. We'll look at how developments in technology influenced setting styles, and we'll explore the many ways in which gems have been artificially enhanced in size, colour and lustre by the skilful art of the setter, from Western Europe to Southern Asia. The session aims to emphasise the difficulties associated with the valuation of set gemstones, as well as to highlight the risks associated with the care and repair of antique jewels.

Joanna, DipCons FGA DGA, is a freelance metals conservator and gemmologist working in the field of jewellery and precious metal objects.

Before heading the Metals Conservation team at the Victoria & Albert Museum, where she was employed for 28 years, Joanna's roles included Lead Conservator for the V&A's Jewellery Gallery as well as for the highly successful exhibitions *Bejewelled Treasures*, *Pearls*, *Maharajas*, *Art Deco*, *Tiaras* and *Art Nouveau*. Now a consultant, Joanna has advised on matters of authenticity for national and international museums as well as for private collections.

NAJ Awards



After an enforced hiatus, the NAJ Awards will make a welcome return to the jewellery calendar supported by Headline Sponsor, Nivoda.

The NAJ Awards champion extraordinary talent within the UK jewellery industry and highlight the business owners, teams and professionals going above and beyond for the trade and their customers.



Those shortlisted will look forward to the Awards Ceremony as part of the Members' Gala Dinner on Sunday 12th June.

- **Team of the Year**
  sponsored by TH March)
- **Salesperson of the Year**
- **Designer of the Year**
  sponsored by Royds Withy King
- **Retailer of the Year**
- **Supplier of the Year**
- **Corporate Social Responsibility Initiative of the Year**

"The NAJ Awards recognise and celebrate members doing extraordinary things. As a voice for the jewellery sector, we're determined to champion excellence wherever it is found, and these categories provide a diverse showcase for the talent within our trade."

Gary Wroe, NAJ Chair

Attending the Awards Ceremony

The NAJ Awards ceremony will take place at the Members' Gala Dinner at the NAJ Summit on Sunday 12th June. Attendees to the Summit can choose to include a ticket to the dinner as part of their order, or equally apply to visit the Supplier Showcase during the day and purchase a ticket to attend. However, registration must be made in advance in order for table plans to be produced.

Introducing Nivoda

Nivoda's mission is to provide a trusted marketplace for the jewellery industry, where people come to find everything they need to best serve their customers and strengthen their profits.

A professional online platform, Nivoda means you can say goodbye to high shipping fees and no longer need to spend time making payments, booking shipments or enduring the pain of buying internationally.

NAJ Summit Attendees can create a free account by visiting: **nivoda.net/register**

Contact

07723 003820

3rd Floor Rear Office 13
63-66 Hatton Garden
London EC1N 8LE



Supplier Showcase and Gemstone Market

With protected time in the programme, attendees will be able to visit the Supplier Showcase and Gemstone Market to meet current and potential suppliers of product and services.

New for 2022!

This year, jewellery retailers can apply for a Supplier Showcase only pass, which gives you access to the Showcase and Gemstone Market on Sunday 12th June, including the Better Business Marketing Seminars held on the same morning. To apply email events@naj.co.uk.

Supplier	Description
Clarity Jewellery	Based in Birmingham's Jewellery Quarter, Clarity Jewellery has been a trusted supplier to the jewellery retailers in the UK and Ireland for many years. *naj.co.uk/find-a-jeweller/detail/Clarity-Jewellery-UK-Ltd/175938* *07767 278800* *howard@clarityjewellery.net*
Hockley Mint	Established in 1953 in Birmingham's Jewellery Quarter, we value great design and are advocates for responsible mining and manufacturing. We create classic, elegant wedding and engagement rings, and provide an efficient and fast friendly service. This has enabled us to become one of Europe's largest jewellery manufacturers. *hockleymint.co.uk* *07761 746917* *Kevan.Jenkinson@hockleymint.co.uk*
TickTock Depot	South Coast watch distributor TickTock Depot provides UK and Ireland jewellery retailers with brands such as Iron Annie, Zeppelin, Bauhaus and Sternglas Zeitmesser. The latter of which is considered to be a brand that will go on to big things from its base in Hamburg, Germany. *ticktockdepot.co.uk* *07837 900281* *Info@ticktokdepot.co.uk*
Fei Liu	Fei Liu Fine Jewellery is an eponymous jewellery brand founded in 2006 by award-winning designer Fei Liu. The heart of each design is created from our headquarters in the historic Birmingham Jewellery Quarter. For 15 years, we have designed pieces to celebrate special moments and make each an everlasting memory. *feiliufinejewellery.com* *0121 233 1299* *online@feiliufinejewellery.com*
Diamnet	In today's ultra-competitive marketplace, where consumers come to your shop with extremely specific requirements, every retailer must be sure of finding exactly what their customer wants at the very best price. With just one account, DIAMNET gives bricks and mortar retailers access to a vast number of natural and laboratory grown diamonds from multiple dealers and cutters around the globe. *Diamnet.co.uk* *020 7404 4022* *howard@diamnet.co.uk*



Gemological Institute of America (GIA)	Established in 1931, GIA is the world's foremost authority on diamonds, coloured stones, and pearls. A public benefit, non-profit institute, GIA is the leading source of knowledge, standards, and education in gems and jewellery. Students around the globe turn to GIA for the knowledge, skills, and credentials that launch successful gem and jewellery careers. *gia.edu/gem-education* *020 7813 4321*
T H March	T H March are best known as the foremost brokers for the jewellery trade. Experienced in meeting the insurance needs of retailers, designers, manufacturers, makers, collectors, repairers and wearers. T H March also offers a wide range of commercial and personal insurance products to suit the needs and requirements of all kinds of people and organisations. *thmarch.co.uk* *0121 236 9433* *insurance@thmarch.co.uk*
Guild of Valuers and Jewellers	Based in the world heritage city of Bath, the Guild of Valuers & Jewellers is one of the UK's leading specialists in providing professional jewellery, watch and silverware valuation and registration services. Guild Valuations are offered through retail jewellery stores across the UK. *gvj.org.uk* *01225 788716* *info@gvj.org.uk*
The Jewellery Show	The Jewellery Show will be home to fine, luxury, silver and contemporary designer jewellery as well as loose precious stones, watches and retail technology and solutions. *thejewelleryshow.co.uk* *020 3978 1675* *a.balshaw@closerstillmedia.com*
Sierra Consultancy	Sierra Consultancy supports professional jewellery designers with easy-to-learn CAD software and training. Company director, Pooja is a goldsmith and jewellery designer by trade and recognises the growing role of technology in jewellery manufacturing. The business is the official 3DESIGN jewellery software reseller and support provider for the UK and Ireland. *sierraconsultancy.com* *07588 696691* *info@sierraconsultancy.com*
JewelCounter	JewelCounter is an integrated software, design, and product delivery solution created to assist independent and mid-size jewellery retailers in improving their business metrics. By using our digital and manufacturing services, retailers no longer need to invest in stock, order multiple quantities of a single design, or worry about coordinating with several people to get one high-quality delivery. Time can be invested effectively on sales and customer relationship management. *Jewelcounter.com* *07968 820504* *info@jewelcounter.com*





Organised by the National Association of Jewellers

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