

# LOUGHBOROUGH 2010



THE  
N.A.G.'s  
INSTITUTE OF REGISTERED  
VALUERS'

# LOUGHBOROUGH CONFERENCE

Saturday 18 to Monday 20 September

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**Gem-A**  
THE GEMMOLOGICAL ASSOCIATION  
OF GREAT BRITAIN

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OF VALUERS  
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**Quantum Leap**  
SOFTWARE SOLUTIONS

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THE NATIONAL ASSOCIATION OF GOLDSMITHS' INSTITUTE OF REGISTERED VALUERS

*Setting Standards for Professional Valuers*

Registered Office: 78a Luke Street • LONDON • EC2A 4XG

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# THE "LEARN TO EARN" CONFERENCE

The 2010 N.A.G.'s Institute of Registered Valuers' Loughborough Conference  
*A must for the professional valuer/jeweller*

*WHETHER YOU'VE just joined the trade or been in it for more years than you care to mention, or are somewhere in-between, The N.A.G.'s Institute of Registered Valuers' Loughborough Conference is the event for you.*

*It is still the only event in the country that endeavours to appeal to all sectors of the trade: in other words, this event offers something for everyone involved in valuing/selling jewellery, silver, watches, clocks, gemstones, etc, not only from the UK and Ireland, but also the rest of the world.*

*This popular annual event provides opportunity for all to expand their knowledge and make new contacts and friends. The Conference is a friendly and welcoming affair, but not a relaxing one – the business sessions are very demanding and delegates work hard to benefit fully from all that's on offer. Each year we welcome back many familiar faces and, indeed, many new ones.*

*This is one of the Association's most successful events and if you have not been before we hope to see you this year.*

## THE CONFERENCE PROGRAMME

RESEARCH SHOWS that the market environment has changed, particularly in relation to valuations, and there are new and different opportunities for delegates to capitalise upon the worth and professionalism they can offer to companies, organisations and individuals.

The Institute is confident that your participation in this Conference will assist you to benefit from these changes and therefore the theme of this year's Conference is **LEARN TO EARN**.

We have an array of main presentations and workshop sessions lined up covering topics that will help you to earn more from the services you offer.

In addition to the themed attractions we also have on offer workshops and main presentations to cover many other aspects of our trade.

Our programme also includes our regular "Happy Hour" (our discussion session).

The programme will also include brief presentations from the candidates standing for the vacancy on the **IRV Forum** and a report on this year's **Monitoring Exercise**.

At the time of going to press the Conference Business timetable is as follows (NB – *Please note this may be subject to change*):

### SATURDAY 18 SEPTEMBER (please note earlier start time)

13.20 – 13.30	Welcome
13.30 – 14.00	Main Presentation: <b>Geoff Whitefield</b> <i>Post Loss Assessment Update</i>
14.00 – 14.30	Main Presentation: <b>David Callaghan &amp; Peter Buckie</b> <i>Monitoring Report</i>
14.30 – 15.30	Main Presentation: <b>Alastair Dickenson</b> <i>Silver Guilt</i>
16.00 – 17.30	Workshop Session

### SUNDAY 19 SEPTEMBER

09.00 – 09.10	IRV Forum Nominee Presentations
09.10 – 10.00	Main Presentation: Chaired by <b>David Callaghan</b> <i>Let's Talk About – Shhh – You Know What...</i>
10.30 – 11.00	Main Presentation: <b>Peter Buckie</b> <i>Talk Talk – And It's Not About Mobile Phones!</i>
11.00 – 12.30	Workshop Sessions
14.00 – 15.30	Workshop Sessions
16.00 – 17.00	Main Presentation: <b>Don Palmieri</b> <i>New Techniques: Portable and Immediate Elemental Analysis</i>
17.00 – 18.30	Workshop Sessions

### MONDAY 20 SEPTEMBER

09.00 – 09.15	Main Presentation: <b>Edward Johnson</b> <i>Update on GIA: What We Can Do For You</i>
09.15 – 09.20	Announce outcome of IRV Forum Ballot
09.20 – 10.20	Main Presentation: <b>Alan Hodgkinson</b> <i>Visual Optics Revisited</i>
10.50 – 12.20	Workshop Sessions
12.20 – 13.20	Happy Hour
13.20 – 13.30	Close of Conference

## THE WORKSHOP SESSIONS

WE OFFER a total of **FIVE** workshop sessions spread over the Conference: one on Saturday afternoon, one Sunday morning, two Sunday afternoon and another one on Monday morning.

These sessions, the majority with a practical perspective, cover a number of topics and last 90 minutes each.

You, the delegate, choose the five sessions you wish to participate in. We shall do all we can to meet your request but please don't be too disappointed if we can't accommodate you as you would like. *Remember, the earlier you complete and return the booking form the better chance we have of accommodating you with your preferred choices.*

Delegates will be informed of any specific items required for participation in the sessions they've been allocated to and reminded nearer the time of the Conference to bring with them their eye loupes, gauges, etc.

*NB – Not all lecturers will be available for all five sessions so make sure you study the booking form carefully. Some sessions are for qualified gemmologists only.*

This year we have **20 lecturers** covering **18 topics/subjects**:

- **Peter Buckie**  
*Probate Valuation – It's Dead Easy*  
From being a member of the IRV Monitoring Exercise marking panel, Peter has had first hand experience of the diverse methodologies used and/or the 'guesstimates' employed when valuing for the purpose of probate. These often produce wildly inaccurate values and the intention of these workshops is to take delegates through the correct methodology in order to establish accurate justifiable values that HMRC accept in compliance with Section 160 of The Inheritance Tax Act 1984. It will be both a theoretical and practical workshop with jewellery pieces to discuss.
- **David Callaghan**  
*Furst Thorts R Knot Allways teh Bset*  
This year David's workshop will demonstrate the importance of "looking before you leap" by highlighting some of the potential pitfalls of rushing to an early judgement on any item. Amongst the illustrations to be

shown will be counterfeit hallmarks, the importance or otherwise of signature pieces, apparent and real damage to gemstones and one or two oddities he came across during his career. Also shown will be some original designs produced for *Hancocks* and, as usual, the programme will swing wildly from the useful to the absurd.

■ **Brian Dunn**

***Jewellery 1850-1950: The Dunn Valuing Methodology***

Brian's method for valuing antique and period pieces (if gem set): a different approach to market data comparison.

This is an update of the workshops Brian ran back in 2002.

■ **Eric Emms**

***Evaluating Additional Diamond Descriptions***

A practical session to discuss and assess how elements other than carat weight, colour and clarity affect diamond values. Eric and delegates shall examine and judge symmetry, proportions and fluorescence with reference to grading report descriptions.

■ **Doug Garrod & Claire Mitchell**

***Corundum: Treatments & Synthetics***

***Emerald: Treatments & Synthetics***

Doug and Claire are running two different workshops this year: two sessions on corundum and another two on emerald.

During the sessions delegates will be using observation techniques to separate natural, natural/treated and synthetic stones.

These workshops will be restricted to 12 delegates per session and are for **qualified gemmologists only**. NB: no basic gem testing will be taught.

■ **The Guild of Valuers & Jewellers (Chris Simpson & Paula Grenney)**

***Getting the Most Out of GuildPro***

The Guild of Valuers & Jewellers provides valuation services to over 700 jewellers nationwide and has been delivering valuation solutions to the jewellery trade for over 15 years.

At the centre of all their services is their valuation software, GuildPro, which they have designed to produce a consistent professionally prepared document regardless of the item being valued. As a comprehensive and effective business tool the Guild state that GuildPro is invaluable in speeding up the process and provides customers with the most advanced and professional service on the market today.

This workshop is primarily aimed at users of the system but may also interest delegates considering a software program to create their valuations.

The Guild has enhanced GuildPro over the years and it is important for users to understand what the system can do. All valuations carried out should be backed up with important information to justify the prices that are given and following the Institute of Registered Valuers' guidelines the GJV team will identify key areas within the system that will assist delegates in creating comprehensive working notes.

Other areas for discussion will include caveats (saving descriptions for future use), importance of using the MS Word output option including *notes to the schedule* and *letter of transmittal*.

Attendees will be encouraged to discuss any issues or queries they have faced in the past.

■ **Alan Hodgkinson**

***Visual Optics Revisited***

The participants on Alan's workshop will work with the 11 specimens provided and take a close examination of the principle on which this gem-to-the-eye method of gem identification works by way of confirmation, eg 'It is a ruby', or elimination, eg 'It is not a diamond'. Visual optics works on the very optical properties which a gem possesses, ie refraction, birefringence, dispersion, pleochroism, and very critically the B/D ratio – this index is obtained by dividing the birefringence by the dispersion, eg zircon (high) birefringence 0.06, dispersion 0.04. Therefore a B/D ratio = 1.5. As a result, the primary images forming on your retina will, at their widest separation, reveal the outer doubled primary image, red follows on with a gap equal to half the length of the inner primary red to violet. The light source can be any artificial light or penlight, or even the moon.

These workshops will be restricted to 10 delegates per session and are for **qualified gemmologists only**. NB: no basic gem testing will be taught.

■ **Tracy Jukes**

***The Perils & Pitfalls of Coloured Gemstone Evaluation***

A workshop session looking into the problems encountered with assessing coloured gemstones for valuing, how to visually assess stones quickly and spot treatments and synthetics, and how to price accordingly.

■ **Barbara Leal**

***The Three C's: Colour Communication Continued***

This workshop will discuss how to arrive at a numeric colour grade using the descriptive principles and addresses how cut and clarity affects the overall grade ascribed to the gemstone for appraisal purposes. It will be a 'hands-on' workshop with samples of coloured gemstones and jewellery on which to practise and aims to be 'a total learning experience' for novices and for mature valuers alike. It tackles the complex subject of colour communication using whatever grading system is preferred.

Delegates allocated to Barbara's workshops will be invited to send to her coloured stones (mounted or not) that they would like to have graded so they can be photographed, analysed and discussed during the workshops.

■ **Mike McGraw**

***Valuations – A Valuable Revenue Stream!***

The key objective of this workshop is to show that valuations, which for many jewellers has been a secondary service, can be a profitable revenue stream if shown the focus it deserves.

Starting with a fundamental question – "Is valuations a service or a business?"

Given that it can be both a significant opportunity and an unwelcome diversion depending on circumstances and the jeweller's strategy this question needs answering.

Then highlighting recent changes in the valuation's market which demand a different approach and higher degrees of professionalism. Moving on to consider what are the enablers and inhibitors to creating a viable valuation business delegates will be able to assess if there is a growing opportunity for them.

Assuming that there is a definite will, coupled with an opportunity to grow a profitable revenue stream, how can this be done? Taking into account who does the valuations, the true cost of providing the service, fee structures, promoting the service and developing the existing customer database within a jeweller's current business.

There is a good revenue stream to be had from valuations and this workshop will help delegates decide if they want to explore the opportunities for their business.

■ **Heather McPherson**

***Lost In Transmission***

Repeating the workshop sessions she ran last year, Heather will look at how dialogue with the client and the use of a letter of transmittal can prevent many of the problems that can arise in appraisal work.

She will also give guidance on family division, cash realisation/liquidation, and second-hand/antique replacement values.

■ **Pravin Pattni**

***Valuing Asian Jewellery: the “Easy” and the “Not so Easy”***

Delegates will be able to see the jewellery which is nowadays being sold in the Asian jewellery market, together with some interesting ‘one-off’ pieces. There will be jewellery which is more ‘tricky’ to value compared to the everyday Asian jewellery that the valuer encounters.

■ **Quantum Leap (Thom Underwood & Ian Jukes)**

***Discover Quantum Leap – Professional Appraisal Software (PAS)***

With Thom meet the Quantum Leap UK team - Distributor for PAS, Ian Jukes of IJS Ltd, Director of User Support, Michael Inkpen and Consultant, Adrian Smith.

PAS is designed for the independent jewellery valuer and shops seeking to customise their valuation services. If delegates have questions or have had concerns as to whether PAS will meet their valuing needs this is an opportunity to get the answers. A newly renovated and IRV compliant PAS will be demonstrated and questions are invited. Thom and his team invite delegates to find out if PAS is suitable for their business.

The team will demonstrate how easy it is to enter client and item details for all types of jewellery. Delegates will discover how to effortlessly create a valuation report for a variety of intended uses (insurance and probate) and how to attach digital images as well as scanned documents (eg diamond reports). Delegates will experience the powerful flexibility of the new UK version of PAS, allowing total control over how valuations are presented.

Delegates are invited to get control of their valuing business and keep control of their client data, and experience how this versatile, mature and fully independent valuer software can revolutionise a jewellery valuation business.

*Note: PAS was first published in the US in 1987 and subsequently introduced in the UK at the 1998 Loughborough Conference.*

***Quantum Leap – PAS UK User’s Group Meeting***

The Quantum Leap UK User’s Group meeting is regularly scheduled to bring existing PAS users together in order to update them on the features and improvements that have been implemented in PAS during the previous year. Naturally they also spend time enhancing users’ understanding of previously existing features and seek suggestions regarding how to improve the feature set PAS already has.

During this session Thom and his team will be covering new features including automated multiple item row insertion, bulk copying of worksheets/items, single/plural grammar automation, ‘on the fly’ editing of picklists, implementation of the MS Word styles feature with the use of master style templates to create different report layouts with minimal effort, and an exploration of the versatile new PAS features allowing for the automated insertion of context relevant text and images (static, image,

document, and report) throughout a valuation report.

*Note: PAS users are encouraged to attend this session. While this session is directed at existing PAS users all delegates interested in advanced PAS features are invited to attend. Non-PAS users would benefit from this session the most by having first attended the QL workshop session mentioned above.*

■ **Terence Watts**

***Valuing Knowledge Tutorial: The Valuation Process – A Personal Guide***

Terence is running this workshop (in connection with the N.A.G.’s Institute of Registered Valuers Monitoring Exercise – although everyone is welcome to attend) when he will discuss topics that everyone will find relevant to their day-to-day activities as a valuer.

■ **Geoff Whitefield & Haywood Milton**

***Customised Watches***

A repeat of last year’s workshops with some updates/ additional information. Geoff and Haywood share some helpful hints and highlight how importance it is to check, check and check again when it comes to many of the Swiss and luxury brand watches and jewellery currently available. Many watches etc fall victim to a variety of post sale alterations which can affect value significantly. The standard and quality of after-set work can be extremely convincing – do you know what to look for? Can it still be regarded as a genuine product? Can it be replaced in the same form? Should it be assessed on a traditional NRV basis? For example, genuine parts misused to create a hybrid; copy parts added to imitate the real deal; counterfeit parts and add-ons; after set gem attributes directly into cases and bracelets; incorrect dial/glass/ movement for model, the “cut ‘n shunt” of the watch world!

■ **Stephen Whittaker**

***So What’s Next?***

Stephen entertains delegates this year with an irreverent look at the current auction market and trends.

## MAIN PRESENTATIONS

■ **Peter Buckie**

***Talk Talk – And It’s Not About Mobile Phones!***

This presentation underscores the paramount importance of having dialogue with the client when taking in the valuation, as this pre-empts 99% of the problems that can occur subsequent to the provision of the valuation and thus averts possible client discontent and even legal action. Peter will share some of the more common problems encountered without such dialogue and go on to illustrate how they can be avoided by utilising the new N.A.G. recommended **take-in form** (to be introduced at the Conference).

■ **Alastair Dickenson**

***Silver Guilt***

We welcome Alastair, well-known silver expert from the BBC’s Antiques Road Show to his first Loughborough Conference.

This lecture includes some recent brilliant fakes including an octagonal cream jug and sugar bowl that sold at auction for £95,000 a few years ago. The presentation also includes a stunning seventeenth century gold spoon and fork that sold at auction for £51,000 in 1985. It covers fakes from the nineteenth century through to the present day.

Alastair’s presentation will explain how and why they were made and how to detect them.

▪ **Alan Hodgkinson**  
*Visual Optics Revisited*

After an interesting Victorian derivation involving a 905 carat diamond in Paris there will be a close examination of the principle on which this gem-to-the-eye method of gem identification works by way of confirmation, eg 'It is a ruby', or elimination, eg 'It is not a diamond'.

As delegates who attend his workshops will discover, visual optics work on the very optical properties which a gem possesses, ie refraction, birefringence, dispersion, pleochroism, and very critically the B/D ratio: this presentation will explain all!

▪ **Edward Johnson**  
*Update on GIA: What We Can Do For You*

We welcome Edward who is Director, GIA London to his first Loughborough Conference.

GIA London has been operating now for 10 years in the UK and Edward is pleased to be invited to update you on the institute's activities, both here and globally. The brief presentation will also highlight some of the services and resources, both free and for a fee, that are of use to appraisers in the UK.

▪ **Don Palmieri**  
*New Techniques: Portable and Immediate Elemental Analysis*

We are delighted to welcome Don, a jewellery appraiser, forensic expert, consultant, broker, President of Gemological Appraisal Association, Inc. and publisher of *Gemological Appraisal Association Appraisal Manual* and the *Palmieri Market Monitor* as a guest speaker to this year's Conference.

Through a Power Point presentation Don will illustrate how the appraiser can "speed read ID" the elements of precious metals, fakes and treatments of certain gemstones using a new detection application that is quick, thorough, and scientific in the ever-changing world of treatments, synthetics, and composite materials such as glass-filled rubies and emeralds.

▪ **Geoff Whitefield**  
*Insurance Replacement & Post Loss Update*

Following on from the popularity of this presentation last year Geoff has agreed to update delegates on this aspect of a delegate's business with particular reference to valuing obsolete wristwatches.

In addition to our main guest speakers we will also have a session on an important topic for all valuers – mark-ups.

## "HAPPY HOUR"

LOUGHBOROUGH WOULD not be Loughborough without our regular closing session on Monday morning.

"Happy Hour" (aka the Open Forum Session) provides time for general discussion on whatever valuation-related topics you, the delegates, want to discuss. As usual we have included a box on the booking form where we would like you to put forward a question, statement, argument or whatever for the IRV Forum, Valuations Committee and delegates to discuss.

All such comments will be published in the Conference Delegates' Folder so that everyone has advance notice of the topics to be covered.

*If you wish to put forward a topic you are expected to stay for "Happy Hour" to air your views and take part in the discussions.*

## THE NON-BUSINESS SIDE OF THE CONFERENCE

ON THE social side we have a **Welcome Reception** before dinner on Saturday. Following dinner (by the way, wine is included with dinner on both evenings) we shall ask **Margaret Wilkins** to present the **David Wilkins' Trophy** to this year's winner of the **David Wilkins Award**.

We shall also be holding a **Presentation of Awards Ceremony** to present certificates to those MIRVs who have achieved FIRV status.

After dinner on Sunday we are delighted that guest speaker **Don Palmieri** has accepted the Institute's invitation to give delegates an insight into what his life as an appraiser is like on the other side of The Pond.

A Licensed Pay Bar in the Holywell Park building is open from 6.30pm to midnight on Saturday and Sunday.

## MEET THE CONFERENCE SUPPORTERS

WE ARE grateful to the following for their support:

- **Bransom Retail Systems Ltd.**
- **Fellows & Sons Auctioneers,**
- the **Gem-A,**
- the **Guild of Valuers & Jewellers,**
- **T H March & Co Ltd,** and
- **Quantum Leap.**

We are grateful to **Fellows & Sons Auctioneers** for sponsoring participation in the Conference for the two top candidates in the N.A.G.'s JET 2 examinations held in October 2009 and May 2010 (one from each exam).

We are also delighted that **Bransom Retail Systems Ltd** will cover the cost for one lucky first-timer to attend the Conference: all first-timer delegates will have their names put into a hat and the winner's name will be drawn during dinner on Saturday night.

Once again the **Gem-A** will have a selection of gem testing equipment and books available for delegates to buy. In addition, this year delegates will also have a chance to examine the glass-filled/ composite rubies which are turning up in increasing numbers. There will be a selection of cut stones plus rough before and after treatment to examine.

All representatives from our supporters will be exhibiting in the **Holywell Park Building** on Saturday and Sunday evenings.

**Please remember delegates do not have to be N.A.G. IRVs. The Conference is open to EVERYONE involved in the jewellery trade.**

## THE CONFERENCE PACKAGE FEE

FEES ARE as follows:

**Burleigh Court – single occupancy in a Lodge Room** (three quarter sized double beds with en suite shower facilities) – *please note that there is only a limited number of these rooms available*

- **£405** (plus VAT) per delegate for N.A.G./IRV members
- **£500** (plus VAT) per delegate for non N.A.G./IRV members

**Burleigh Court – single occupancy in an executive double bedroom**

- **£440** (plus VAT) per delegate for N.A.G./IRV members
- **£535** (plus VAT) per delegate for non N.A.G./IRV members

**Burleigh Court – shared occupancy in an executive double/twin bedroom**

- **£395** (plus VAT) per delegate for N.A.G./IRV members
- **£490** (plus VAT) per delegate for non N.A.G./IRV members

The fees include the following:-

- **Saturday, 18**  
Two-Course Lunch, Welcome Reception, Three-Course Dinner with wine. Accommodation.
- **Sunday, 19**  
Breakfast, Two-Course Lunch, Three-Course Dinner with wine. Accommodation.
- **Monday, 20**  
Breakfast, Two-Course Lunch.
- All business sessions on Saturday, Sunday and Monday including tea/coffee breaks during mornings and afternoons.

## FEES FOR NON RESIDENTIAL OR DAILY CONFERENCE DELEGATES

For fees to attend on a daily basis (ie without accommodation) or to attend only part of the Conference please contact Sandra Page on (029) 2081 3615 and she will be able to inform you of the cost, depending on your requirements.

## THE VENUE

LOUGHBOROUGH UNIVERSITY has become our home for this annual event – this is our 20th Conference at the Campus. It enjoys a central location and has ideal Conference facilities.

- Just one mile from junction 23 of the M1.
- East Midlands Airport is just eight miles away and Birmingham is a 30 minute drive.
- Central London is less than 90 minutes away by train.
- Loughborough train station is three miles away and there is a shuttle bus every 20 minutes from the station to the campus.
- Secure, patrolled site with controlled access and large, well lit car parks.  
Conference delegates will be accommodated in the University's **Burleigh Court** hotel. All rooms are en suite and equipped with:

- television and in-house movie channel, radio and telephone
- a large study desk with internet access
- hair dryer, trouser press, iron and ironing board
- tea and coffee making facilities
- varied and reasonably priced room service menu all evening
- full use of Burleigh Springs Leisure and Spa Centre

To find out more about the facilities visit their website at <http://www.welcometoimago.com/conference-venues/burleigh-court/bedrooms>.

## WHAT MORE COULD YOU WANT?

THE WHOLE Conference is informal and delegates can feel free to wear casual clothes (no need to wear suits and ties unless you want to). There is no special dress code for dinner.

The Institute hopes that the package they have put together will once again meet the needs of valuers and jewellers alike and is confident that this event will again prove very popular. They hope that everyone who attended in previous years will be able to come along again this year. They particularly look forward to welcoming those delegates who have not been before.

Delegates are asked to complete and return the booking form to arrive by **31 AUGUST 2010** at the latest. (If places are still available after this date late bookings will be accepted but at such a late date it may be difficult to allocate you to the workshop sessions of your choice. NB: no bookings can be accepted after 10 September 2010.)

Send the booking form together with your remittance to cover the appropriate Conference Package Fee to

**Sandra Page, Conference Organiser,  
27 River Glade, Gwaelod-y-garth, CARDIFF, CF15 9SP.**

If you have any queries please telephone or fax her on (029) 2081 3615 or e-mail [irv@jewellers-online.org](mailto:irv@jewellers-online.org).

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# LOUGHBOROUGH 2010

Saturday 18 to Monday 20 September

## BOOKING FORM

**NB: Booking acknowledgements will be sent by EMAIL**

Please complete all sections in **BLOCK CAPITALS**

<b>CONTACT</b>	
<b>EMAIL</b>	
<b>COMPANY</b>	
<b>ADDRESS</b>	
<b>POSTCODE</b>	
<b>TELEPHONE</b>	
<b>FAX</b>	
<b>MOBILE</b>	

The following individuals wish to participate in the Conference (*please give FULL NAMES, ie not just initials*):

Name	Special requirements, eg dietary ( <i>give details</i> )	First Conference?
		YES/NO*
		YES/NO*
		YES/NO*

Just as we identify "first timers" with a special sticker on their lapel badge we want to identify all delegates who have already attended FIVE OR MORE Loughborough Conferences. If this applies to anyone listed above please put an "☒" at the beginning of their name.

Please tick/fill in the appropriate boxes or delete as necessary:

1	I/We shall be arriving at the Conference:	<b>SATURDAY</b> ( <i>please state approx time of arrival</i> )		<b>OTHER</b> ( <i>please give details</i> )	
2	I/We <b>SHALL/SHALL NOT*</b> require lunch on <b>Saturday</b>				
3	I/We would like (a) <b>LODGE ROOM</b> room(s) ( <i>tick box if required – NB: limited number available</i> )				
4	I/We would like (an) <b>EXECUTIVE DOUBLE ROOM</b> for <b>SINGLE OCCUPANCY</b> room(s) ( <i>enter number required</i> )				
5	I/We would like to <b>SHARE</b> an <b>EXECUTIVE DOUBLE/TWIN*</b> room ( <i>tick box if required</i> )				
6	I/We shall be travelling home:	after the Conference finishes on <b>MONDAY AFTERNOON</b> and <b>SHALL/SHALL NOT*</b> require lunch			
		<b>OTHER</b> ( <i>please give details</i> )			
7	I/We shall be <b>DRIVING</b> to the Conference and would be willing to <b>CAR SHARE</b> with other close by delegates				

Please telephone the Conference Organiser on 029 2081 3615 to check the appropriate fee for the time you plan to attend if you cannot stay for the whole Conference or if you do not require accommodation.

### TOPICS FOR DISCUSSION

I/We wish to suggest the following topics/question for discussion during **HAPPY HOUR** on the Monday. Please note that delegates are expected to stay for this session if they wish to discuss a topic or raise a question.

### PERSONAL ITEMS FOR SALE

I/We have jeweller/valuers' aids which we would like to offer for sale to delegates during the Conference. (*On a separate sheet please give sufficient detail [maxi 30 words] to be included in a circular which will be sent to delegates prior to the Conference.*) I/We **SHALL/SHALL NOT\*** bring the item(s) with me/us to Conference. *If applicable, please tick this box.*

\*Delete as applicable

Continued overleaf

## WORKSHOP SESSIONS

I/We wish to attend the following **WORKSHOP SESSIONS**. I/We have **NUMBERED THEM ALL** in my/our order of preference (1 = “most want to attend” through to 18 = “least want to attend”). If more than one delegate is attending please put each delegate’s initials next to the number (alternatively photocopy this page and fill in a separate one for each delegate – please remember to name the sheets!).

NB - Please note that not all sessions are available on all days. We will do our best to accommodate your request but cannot guarantee that you will be able to attend the sessions you most prefer. If you fail to number all the sessions, if necessary, we will use our discretion over allocating you to workshop sessions.

Sessions available					Title	Lecturer	My/Our order of preference
Sat pm	Sun am	Sun pm	Sun pm	Mon am			
-	✓	✓	-	✓	Probate Valuation – It’s Dead Easy	Peter Buckie	
✓	✓	✓	✓	✓	Furst Thorts R Knot Allways the Bset	David Callaghan	
✓	✓	✓	✓	✓	Jewellery 1850-1950: The Dunn Valuing Methodology	Brian Dunn	
-	✓	✓	-	-	Evaluating Additional Diamond Descriptions	Eric Emms	
✓	-	✓	-	-	Corundum: Treatments & Synthetics*	Doug Garrod & Claire Mitchell	
-	✓	-	✓	-	Emerald: Treatments & Synthetics*		
✓	-	✓	-	-	Getting the Most Out of GuildPro	Chris Simpson & Paula Grenney	
-	✓	-	✓	-	Visual Optics Revisited*	Alan Hodgkinson	
✓	✓	✓	✓	✓	The Perils & Pitfalls of Coloured Gemstone Evaluation	Tracy Jukes	
✓	-	-	✓	-	The Three C’s: Colour Communication Continued	Barbara Leal	
✓	✓	✓	✓	✓	Valuations – A Valuable Revenue Stream!	Mike McGraw	
✓	-	-	-	✓	Lost in Transmission	Heather McPherson	
-	✓	✓	✓	-	Valuing Asian Jewellery: the “Easy” and the “Not so Easy”	Pravin Pattni	
-	-	✓	-	-	Discover Quantum Leap – Professional Appraisal Software (PAS)	Thom Underwood & Ian Jukes	
-	-	-	✓	-	Quantum Leap – (PAS): UK Users’ Group Meeting		
-	✓	-	-	-	Valuing Knowledge Tutorial: The Valuation Process – A Personal Guide	Terence Watts	
-	-	✓	✓	✓	Customised Watches	Geoff Whitefield & Haywood Milton	
✓	✓	-	-	-	So What’s Next?	Stephen Whittaker	

\* For qualified gemmologists only.

## CONFERENCE PACKAGE FEE

I am a member of the N.A.G./IRV. My membership/IRV number is	
I am a member of (please insert the name of your trade organisation*)	

\*If five or more members of this organisation take part in the Conference they will be eligible to pay the reduced N.A.G. member rate. You will be charged accordingly. NB: It is suggested you elect to pay the fee by credit/debit card.

N.A.G. Member/IRV – per delegate (price including VAT @17.5%)	Non-N.A.G. Member/IRV – per delegate (price including VAT @17.5%)	Accommodation in Burleigh Court
<b>£475.88</b>	<b>£587.50</b>	lodge room (NB: limited number)
<b>£517.00</b>	<b>£628.63</b>	single occupancy executive double bedroom
<b>£464.13</b>	<b>£575.75</b>	sharing executive twin/double bedroom

I/We enclose our remittance for a total of ..... based on the above fees. My/our enclosed cheque is made payable to the **National Association of Goldsmiths**. Please send me/us a VAT receipted invoice as soon as possible.

OR: Please debit my credit/debit card: MasterCard/Visa (delete as applicable).

Card number		Expiry date	
Name and address of card holder (if different to overleaf)			

NB – Cancellations will only be accepted in writing. Any cancellation made before 1 September 2010 will be subject to a cancellation fee of £100 (plus VAT) per person. Any cancellation AFTER the 1 September will be subject to a cancellation fee of £222 (plus VAT) per person. No refund will be made for non attendance.

Signed ..... Date .....

Data Protection Act 1998: Please tick box if you don’t want us to contact you by mail  Privacy & Electronic Communications Regulations 2003: Please tick box if you don’t want us to contact you by email