



NAJ Summit

Event Guide

24 - 26 June



Welcome

The NAJ Summit is an unmissable experience for members and supporters, whether you are a valuer, retailer, supplier or designer. Come together to learn, connect and celebrate with likeminded individuals.

Taking place from the 24th-26th June, the three-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 and a Members' Gala Dinner featuring the popular NAJ Awards and a Supplier Showcase.



“The Summit is a single event for the whole jewellery community and aims to bring professionals together to learn, connect and celebrate.

“The three key aspects of the Summit mean technical knowledge, professional experiences, and new contacts can be exchanged in a constructive, professional and passionate environment.”

Heather Callaway | NAJ Chair

Now in its third year, the 2023 edition has moved to the Park Regis Hotel Birmingham. Located in a central and accessible location with style and glamour befitting the attendees, we're excited to welcome new faces as well as returning friends.

Experience the NAJ Summit

The change in location is just one of the many exciting improvements attendees can expect to see at this year's Valuers' Conference and Retail Jewellers' Congress. While we have made some subtle changes to enhance the event, we are committed to preserving the continuity that has made it a staple in the industry for so many years.

As we set our sights on the future, we are particularly passionate about welcoming new faces to the Summit. This event is an opportunity to shape professional excellence in jewellery businesses and their people, both nationally and internationally. By bringing together the NAJ's best events across one weekend, we are creating a truly unparalleled experience.

We urge all attendees to plan their visit, let others know they are attending, and prepare to enjoy all that the Summit has to offer. With the new location and exciting changes in store, this year's event is not to be missed!

We look forward to welcoming you.

Heather Callaway
Chair

David Doyle
President

It's good to get together

Event	Sat 24	Sun 25	Mon 26
Valuers' Conference hosted by the Institute of Registered Valuers	✓	✓	
The NAJ Awards including Supplier Showcase		✓	
Retail Jewellers' Congress hosted by the JET Business Network			✓

34th Valuers' Conference

Get ready for a high-energy and stimulating event! The Conference is a friendly and welcoming affair that offers an exciting mix of rigorous business sessions and practical hands-on workshops. Attendees work hard to fully benefit from all that's on offer and, with each passing year, we welcome back familiar faces and many new ones.

The program is designed to broaden the knowledge and expertise of attendees, whether they're a valuer or not. On Saturday, we kick off with main presentations that will captivate and inspire you. Then, on Sunday, we dive into practical, lecture-based masterclasses that provide a deep dive into a variety of topics.

This is not a relaxing event, but it's an invigorating one! Come ready to learn, network, and have a great time because the Valuers' Conference is the place to be if you want to stay at the forefront of your industry, and take your expertise to the next level!

14th Retail Jewellers' Congress

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.

FIVE Changes for 2023

Saturday is the 'Main' Day

The Valuers' Conference will host its main presentations on Saturday, the 24th of June, with Sunday, the 25th of June, reserved for workshops and masterclasses.

Trade Visits in the Jewellery Quarter

Attendees are invited to visit the historic jewellery quarter as part of their visit to 'the second city'. The Birmingham Assay Office team are planning a chance to visit and dates and times will be announced soon.

Showcase x NAJ Awards

This year, the Supplier Showcase will be part of the NAJ Awards, location in the Sky Loft and Sky Gallery on the 16th floor.

A Valuers' BBQ

On Saturday, the 24th of June, a full day of presentations will conclude with a relaxed valuers' BBQ at the hotel's 1565 bar and outdoor terrace.

Reduced Number of Workshops

Following an open invitation to submit workshops and masterclasses, the Conference panel have chosen to deliver a smaller number of sessions this year to ensure a greater number of attendees at each talk.

The NAJ Awards

The NAJ Awards, with headline sponsor Curteis, return to the Summit with four new categories, helping celebrate the breadth of talent within the jewellery trade. With a broad selection of awards for both individuals and businesses, it's the perfect opportunity to champion your company's successes.

Entry is free for NAJ members and just £30 per category for non-NAJ members.

The Venue

2023 sees the NAJ Summit move to a new venue, one that can grow with the ambitions of the NAJ team while providing excellent transport links and facilities. The Park Regis in Birmingham is such a venue and will help bring more sections of the jewellery trade together.



A central city location supported by accessible transport options makes Birmingham an excellent choice for attendees, whether visiting for the day or staying for the whole weekend.

With modern amenities and state-of-the-art conference facilities, the Park Regis is the ideal home for an event designed for networking and sharing knowledge and experiences.

Attendees are invited to stay on site with preferred rates or at the many hotels and accommodation options in walking distance. For bookings with the Park Regis, please ensure you reference you are booking as part of 'The NAJ Summit' to access the rates.

Contact details:

160 Broad St, Birmingham B15 1DT
0121 369 5555
hello@parkregis-birmingham.com



On site Car Parking

There is secure onsite parking available at St Martins Place adjacent to the hotel that can be accessed via St Martins Street, B15 1ED.

Electric Vehicle Charging is available which is accessed via downloading the 'Pod Point App' and arranging your charging session.

There is a turning circle directly in front of the hotel entrance for drop offs and pick-ups only. Attendees bringing large luggage or equipment can drop off your bags at the main reception of the hotel before parking your car. This drop off point is for a maximum of 10 minutes.

Warning! Clean Air Zone

Do check to see if the clean air zone will operate including timings, charges and vehicles that won't be charged. For more information visit <https://www.brumbreathes.co.uk/>



Getting here

By train

If you're jumping on the train you'll find three stations to choose from, all in the city centre, and all just a short walk from the Park Regis.

Closest stations:

Fiveways 0.6 Miles

New Street 1.1 Miles (has tram stop)

Snow Hill 1.3 Miles (has tram stop)

Tram

Fiveways tram stop is just outside the hotel (both ways) and is on the same line as Grand Central (New Street), Snow Hill, Jewellery Quarter and Wolverhampton St Georges.

Best park and ride with free parking

Tram (stops outside hotel)

- The Hawthorns
- Wednesbury Parkway
- Black Lake
- Bradley Lane
- Priestfield

Train station (Save-a-space)

Booking fee is £3.60 per day but must be booked on <https://save-a-space.com/tfwm/>

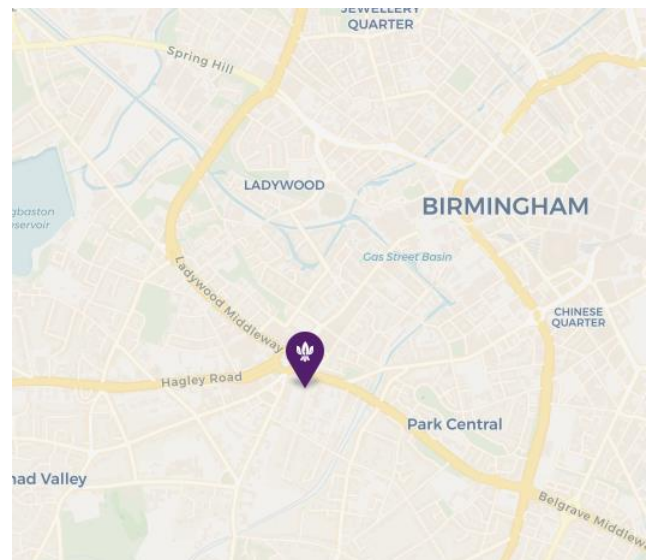
- Northfield
- Rowley Regis
- Tile Hill
- Four Oaks
- Whitlocks End
- Stourbridge Junction

Other Parking in Birmingham

NCP Fiveways	
- 700 spaces	12 hrs £7.00
- 7 mins walk	24 hrs £8.00
Euro Car Parks Fiveways	
- 240 spaces	12 hrs £7.00
- 9 mins walk	24 hrs £8.00
Broadway Plaza	
- 1400 spaces	12 hrs £8.00
- 10 mins walk	24 hrs £12.00
<i>Information and charges from parkopedia.co.uk, please do check before visit</i>	

By plane

Joining us by plane? No problem, Birmingham Airport is the only UK airport with a train station connected to the terminal, which means it takes just a ten-minute train ride to get into Birmingham New Street. If you'd prefer to jump in a taxi, you'll find a rank directly outside the airport.



Get the most out of the Summit

Lapel Badges

Each attendee will have a lapel badge and we ask that you wear yours at all times.

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

We have colour coded ribbons for you to apply:

Suppliers [Green]	IRVs [Gold]	Retailers [Blue]	Award Nominees [White]
JET Business Network Members [Dark Blue]			

Floorplans are provided within your attendee’s pack, but additional copies will be available from the NAJ registration desk.



Photos!

During the events a photographer will be taking photos – lots of them! They will be popping into many of the sessions at the Valuers’ Conference, Retail Jewellers’ Congress 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

Timetable

OVERVIEW PROGRAMME OF EVENTS

SATURDAY 24th JUNE

THE VALUERS' CONFERENCE	
09.00	Registration Opens
10.20	Welcome and Introductions
10.30	Main Presentation 1
11.20	Main Presentation 2
12.00	Main Presentation 3
12.30	Lunch
14.00	Main Presentation 4
14.40	Main Presentation 5
15.10	Comfort Break
15.30	Main Presentation 6
16.00	Main Presentation 7
16.30	Thanks and Close
19.00	VALUERS' DINNER

SUNDAY 25th JUNE

THE VALUERS' CONFERENCE	
09.00	Workshop Session 1
10.30	Comfort Break
11.00	Workshop Session 2
12.30	Lunch
13.30	Workshop Session 3
15.00	Comfort Break
15.15	Panel Discussion
16.45	Thanks and Close
18.00	NAJ AWARDS

MONDAY 26th JUNE

RETAIL JEWELLERS' CONGRESS	
09.00	Registration Opens
09.30	Welcome and Introductions
09.50	Keynote Speaker 1
10.20	Keynote Speaker 2
11.20	Comfort Break
11.45	Keynote Speaker 3
12.45	Lunch
13.45	Interactive Session
14.15	Keynote Speaker 4
15.00	Keynote Speaker 5
15.30	JBN Member (Retail Story)
15.55	Thanks and Close

Please note the programme is a draft and subject to change

The Valuers' Conference hosted by the Institute of Registered Valuers (IRV).

The programme for the conference benefits from a full day of main presentations on **Saturday 24th June** and practical hands-on workshop sessions plus lecture-based masterclasses on **Sunday 25th June**.

Conference Panel: Heather Callaway (Chair), Sammantha Maclachlan, Barry Sullivan, and Dr Richard Taylor.

Main Presentations

Dr Gaetano Cavalieri, CIBJO

Addressing the challenges facing the jewellery industry in an uncertain world



Gaetano will outline the market and industry environments as they have evolved in recent years, and the work being done by CIBJO and within its various commission and committees to address them.

Dr. Gaetano Cavalieri has served for the past 20 years as president of CIBJO, the World Jewellery Confederation. Uniting national jewellery and gemstone associations from more than 40 countries and including many of the industry's major corporations and international associations, CIBJO is the industry's oldest international organization, having been established in 1926. It covers the entire jewellery, gemstone and precious metals sectors from mine to marketplace, within each of the component sectors in the various production, manufacturing and trading centres.

In 2006, Dr. Cavalieri was responsible CIBJO receiving "Special Consultative Status" with United Nations Economic and Social Council (ECOSOC), making it the first and only jewellery and gemstone representative to be officially recognized by the international body.

Richard Drucker, Gemworld

40 Years of Gem Pricing and Beyond



As the publisher of the GemGuide, we have historical pricing for 40 years. What has influenced prices over these years and what is in store for the future? Trends and issues are key to our industry for buying, selling, and appraising.

Richard Drucker is the founder and president emeritus of Gemworld International, Inc. in Glenview, Illinois. In 2022, he was named as president of the Gemmological Association of Great Britain, an ambassador and board position. Drucker now serves as publisher, consultant, lecturer, and author. He has hosted five international gemmological conferences bringing gemologists, jewellers and appraisers together from around the world.

Beth West, GCS

What does the origin of a gemstone teach us?



In an age when transparency and traceability are buzz words in the industry, the disclosure of the origin of the gemstone is becoming increasingly important - not because it is an indicator of quality, but because the conscientious consumer wants to know that their stone has been ethically sourced, travelled through the system legitimately, and benefited every hand it has passed through along the way.

In this talk, Beth West will consider why the idea of origin has outgrown what it once denoted within the industry and discuss how it could be used within the marketplace now.

Beth West is a gemmologist, educator and writer with over fifteen years' experience in the jewellery industry in varying senior roles.

**Vincent Pardieu,
Field Gemmologist at VP
Consulting**

**Changing Gemstone
Resources Around the
World**



Vincent Pardieu is a consultant, a writer and a documentary producer. For the past 20 years he travelled to gem mining areas around the world for gemological research purposes.

Richard W. Hughes, the author of “Ruby & Sapphire”, once introduced Vincent as “Nobody dead or alive has probably visited as many gem mines as Vincent”. With 151 field expeditions to Asia, Africa, Australia, North and South America, he might be right. Vincent witnessed firsthand the complex realities associated with producing colored gemstones nowadays and he specialized on origin determination of colored gemstones such as rubies, sapphires, emeralds and spinels.

Previously a Director for the AIGS Lab in Bangkok, gemologist at the Gübelin Gem Lab in Switzerland and a Senior Manager, Field Gemology at the GIA laboratory in Bangkok, Vincent now consults and has collaborated with the “Bahrain Institute for Pearls & Gemstones (DANAT)” to build their reference collection, with “Greenland Ruby” for their ruby mining project and with DAI for a laboratory project in Kabul. Afghanistan.

Craig O’Donnell

**Styles of Jewellery 1880-
2000**



Craig is a BA and FGA and has been a full-time 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.

**Emily Barber and
Jonathan Darracott,
Bonhams**

**Jewels and Watches at
Auction**



Between them, Emily and Jonathan will be sharing stories about recent auction sales, and giving an overview of current market trends in both Jewellery and Watches.



Emily Barber is Bonhams Jewellery Director in the UK and widely regarded as one of the industry's leading experts. She has been instrumental in guiding the Jewellery department to the position of market leader in the UK, as well as consolidating the department's reputation for academic excellence in the discovery and research of antique jewels and gems of historical significance, from the Renaissance to the 20th century.

Emily has presided over numerous record-breaking auctions, including the discovery, research and sale of the historic Hope Spinel, the white glove sale of the largest private collection of Andrew Grima jewels, The Ceres Collection and parts I and II of the Hercules Collection.

Jonathan Darracott is Bonhams Global Head of Watches based at New Bond Street, with more than 25 years' experience working with watches both as an auctioneer and a manufacturer.

Jonathan has been responsible for the sale of one of the world's largest private single-owner collections of watches, the 2,000-strong Collection of a European Nobleman in 2015 and has also introduced the first of many online-only sales to Bonhams. He has led the watch department, not only to record breaking sales, but also to be the current UK market leader for auctioning watches, and he is one of the few auctioneers who is also an accomplished watchmaker.

Valuers BBQ

On the evening of Saturday 24th June, attendees are invited to join a BBQ at the 1565 and outdoor terrace.

The relaxed dining experience enables attendees to network and rest after a full day's conference. The outdoor terrace will mean guests can move inside and outside depending on the weather.



After dinner, the David Wilkins Trophy will be presented to this year's winner as part of an informal Awards ceremony presentation. 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 2022 examination will also be applauded.

Please note food only is included within tickets. This means that drinks will need to be purchased by attendees from the bar, separately.

Each year we invite guests to bring something with them to show and tell with others. Following on from 'bring back the brooch' in 2021 and last years' what's in your pocket', the panel have selected 'Jewels fit for a king, or queen?!'.

Jewellery theme: 'Jewels fit for a king, or queen?!'

Dress Code: Smart/ Casual



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It was my first time attending the NAJ Summit, and hopefully not the last! It was an incredible weekend of learning, refreshing, and networking, and the knowledge and connections I've gained have been invaluable. Thank you, NAJ!

Victoria Burchett



Panel Discussion: Diamonds

Host: Dr Richard Taylor
FIRV PhD BSc FGA DGA
RJDip and FHEA



Hosted by Dr Taylor, this session will provide attendees with a market update for both natural diamonds and synthetic diamonds and highlight crucial practice and share relevant insights.

Panellists will reflect on the present and future of Diamonds and how consumer, trade and other forces will test the industry in the future.

Attendees are invited to submit questions to the panel collectively and individually ahead of the session via events@naj.co.uk.

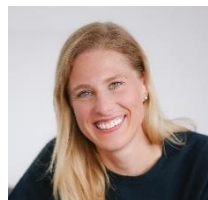
Panellists:

Gaetano Cavalieri,
CIBJO
President



CIBJO unites national jewellery and gemstone associations from more than 40 countries and including many of the industry's major corporations and international associations, CIBJO is the industry's oldest international organization, having been established in 1926.

Lisa Levinson,
Natural Diamond Council
(NDC)
Head of UK



NDC's mission is to advance the integrity of the modern diamond industry and to inspire, educate and protect the consumer. The Council represents the world's rough diamond production, with 35 operations in 10 countries across four continents.

Before joining NDC, Lisa worked at De Beers Group in Botswana and in the UK, with a Canadian diamond cutting company, and in the management consultancy sector in Sweden.

Joanna Park-Tonks,
International Grown
Diamond Association (IGDA)
President



IGDA is a non-profit Association formed to serve as a central point for communication, education, and development of the laboratory-grown diamond industry. The Association represents industry leaders from every sector of the laboratory-grown diamond supply chain and from over a dozen countries worldwide.

Joanna first began her diamond journey in 1998 at De Beers – Central Selling Organisation in London and the Diamond Information Center in Milan. Following this, she gained experience of the antique jewellery world at Christies and then went on to gain management experience at the global consultancy, Accenture, advising on a number of high profile retail projects. Since the advent of gem-quality laboratory grown diamonds, Joanna has embraced this innovation with the creation of CHELSEA ROCKS – Laboratory Grown Diamonds.

Howard Levine,
Diamnet
Managing Director



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 has successfully introduced quality UK manufacturing with laboratory-grown diamonds to the UK High Street. Howard is uniquely placed in that he works with both Natural and Laboratory-grown diamonds.

Masterclasses and Workshops

All members, supporters and the wider trade were invited to put forward a masterclass or workshop for the Conference. The Conference panel then selected appropriate workshops (W) and masterclasses (M) for Conference attendees to choose from.

You will be sent a link to complete your preferred workshops and masterclasses after booking. Spaces are limited and attendance is on a first come, first served basis.



Workshops		
1	Coloured Gem Grading and Pricing Workshop	Richard Drucker
2	<i>(two workshops available – max 20 per workshop)</i>	
3	Manufacturing identification of methods	Barry Sullivan
4	Photomicrography – The world within a gemstone	Sammantha Maclachlan
5	The 7 Value Factors of Pearls	Mehdi Saadian
6	Hallmarks help or hindrance their relevance and identification is it a fake or forgery?	Rupert Huddy
7	How to Spot fake watches the easy way	Kenneth Massow
8	Synthetic Diamond Verification Equipment	Charlotte Rose
9	GemVal (back by popular demand!)	Simon Johnson
10(S)	An introduction to Valuing	David Byrne
11	Getting the best out of your gemmological instruments	Pat Daly
Masterclasses		
1	Got the Blues; Masterclass in the Origin Determination of Blue Sapphires	Beth West
2	PROBATE: Everything you need to know and do	Rosamond Clayton
3	The diamond market both synthetic and natural, past, present, and future	Dr Richard Taylor
4	CAD software: understanding the opportunities & challenges that come with it	Pooja Sahny
5	Hunting for Gemstones in the Badakhshan province of Afghanistan	Vincent Pardieu
6(S)	A step back in time' - examining date and value of a selection of antique jewellery	Phillip Stephenson
Exhibitions		
1	Synthetic Diamond Verification Equipment	Charlotte Rose
2	The 250 year history of the Sheffield Assay Office	Emma Paragreen
3	GuildPro – Making the Most of Your Valuation Expertise	Paula Grenney
4	TBC	
5	TBC	

(S) This means students attending must attend at least one of these workshops.

The Retail Jewellers' Congress, hosted by the JBN

Attract and Retain – Customers and Team

Host: Michael Donaldson, JBN Facilitator

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.



The Retail Jewellers' Congress celebrates its 14th year, bringing jewellery retailers together for a series of talks, panel discussions and exercises designed to help take your business further with actionable advice and inspiring experts. This year's theme - **Attract and Retain - Customers and Team** - promises to provide a compelling focus during an uncertain economic climate, with customer and staff retention being a particularly crucial area for any successful business.



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.

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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, Jeremy France Jewellers



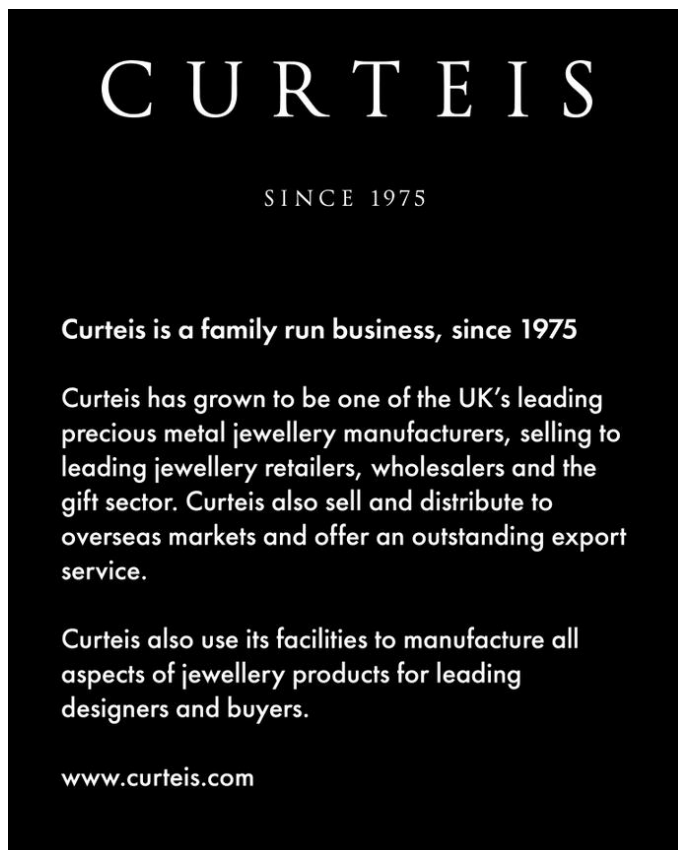
Why not get a taste of the Association's best kept secret?

The JET Business Network is a community for retailer jewellers and by retailer jewellers. Help accelerate your business with peer-to-peer support, commercial performance benchmarks and share ideas, advice and problems with a like-minded network. Visit Congress and experience why JBN is so unique.

The NAJ Awards

The NAJ Awards return to the Summit with headline sponsor, Curteis. On Sunday evening, the NAJ Awards will feature even more categories to help champion the extraordinary talent in the jewellery industry.

The NAJ Awards were created to celebrate businesses and individuals that go above and beyond, delivering exceptional products, services and experiences.



CURTEIS
SINCE 1975

Curteis is a family run business, since 1975

Curteis has grown to be one of the UK's leading precious metal jewellery manufacturers, selling to leading jewellery retailers, wholesalers and the gift sector. Curteis also sell and distribute to overseas markets and offer an outstanding export service.

Curteis also use its facilities to manufacture all aspects of jewellery products for leading designers and buyers.

www.curteis.com

Timings

18.00 | Drinks Reception
19.30 | Called for Dinner
23.30 | Bar closes

Dress Code

Black Tie



The Categories

Team of the Year

sponsored by TH March

Workshop Professional of the Year

sponsored by Windiam

Salesperson of the Year

Rising Star of the Year

sponsored by At The Bench

Designer of the Year

sponsored by RWK Goodman

Jewellery Retailer of the Year

sponsored by Ti Sento - Milano

CSR Initiative of the Year

Marketing Campaign/Event of the Year

Store Design of the Year

Supplier of the Year

sponsored by Inova Collection

Entries for award nominations will close on April 6th. Discover more at, www.naj.co.uk/awards

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The entire experience has been incredibly positive and professional. From the communication to the ceremony itself, the thrill of winning the awards and the kind feedback and promotion we've received from the NAJ team subsequently.

Arabel Lebrusan, Lebrusan Studio

Supplier Showcase

A significant change for this year is a revised Supplier Showcase. Following a consultation with our supplier members, it was clear that the jewellery calendar featured too many trade events for those exhibiting their jewellery, products and services. For this reason, we have adapted the Supplier Showcase to reduce the demands and costs on exhibitors while still being able to present their products to the wider NAJ membership.



The new Supplier Showcase will now be part of the NAJ Awards evening, with a curated selection of exhibitors presenting their jewellery in display cabinets during pre-drinks. Located in

the Sky Loft room, providing panoramic views of Birmingham city, the Supplier Showcase promises to be a memorable evening for all in attendance.



Supporting your PR

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

Want to sponsor an award or be part of the Supplier Showcase?

email: britni-may.edwards@naj.co.uk





NAJ Summit

Organised by the National Association of Jewellers

Federation House
10 Vyse Street
Birmingham, B18 6LT

0121 237 1110
events@naj.co.uk
naj.co.uk