



Add Some Sparkle to Your Appraisal Business and Join Us at Assets 2005 Conference in Chicago

By: Shelley Sandler, ISA, GG



Anyone who is doing Gems and Jewelry appraisals will have a lot to learn and gain from the speakers and programs at **Assets 2005** in Chicago this year. We will start with Thom Underwood, creator of Quantum Leap Software Solutions and Richard Drucker, President of The Guide, speaking about Appraising in the 21st Century. In addition to producing quick and professional appraisals, Quantum Leap Software Solutions has some new features, such as creating plots of stones. Richard Drucker will present his appraisal software program and talk about how The Guide can be connected and used with both of these programs. (The Guide is a wholesale price guide for both diamonds and colored stones.) Mr. Drucker will also introduce us to the new Gemworld International Laboratory, a diamond grading lab that is grading diamonds including both light performance and cut grading. (WEBSITES: www.qlss.com; www.gemguide.com)

For a great tour through the greatest of times in the history of jewelry, you will be guided by Amy Lawch, a well known and much respected antique and estate jewelry dealer and lecturer.

This presentation will teach you how to correctly identify various characteristics of the various periods from 1880 until 1915. This time frame includes the Victorian, Art Nuveau, Arts & Crafts and Edwardian periods. There will be some example pieces for you to examine and learn how to identify them correctly. (WEBSITE: www.aabenjaminjewelry.com)

Whether you know a lot or just a little about how to identify and value watches, Jeffrey Hess of Hess Fine Art will share his knowledge and experiences with us. He has published a table top book about Rolex watches, which is an example of his interest in both vintage and modern watches. What time is it? It's time to learn more about watches! (WEBSITE: www.hessfineart.com)

Please come join us in Chicago. If you have any questions regarding the Gems and Jewelry program, please contact Shelley Sandler, 713-355-3552, or shelley@wt.net.



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President's Message



By: Robert Boykin, ISA CAPP
President, International Society of Appraisers

As 2005 has begun, we start a new year with hopes, expectations and wants. If I could have immediate wants for ISA it would be that we have adequate income with a reserve on the side for emergencies and sudden requirements that seem to crop up all the time.

We had a net surplus this year of approximately \$15,800. This is the first time in 6 years that we have had a positive balance. Many thanks to our Executive Director, Jorge Sever, and the staff for bringing this about. This is not a lot, but it is a beginning – and a good beginning at that. We are making headway.

It is interesting what you can and can not do depending on the money situation. We could be doing a lot more to improve the organization if we had cash to work with. We have definitely moved ahead with a minimum of cash. We have set priorities and doing certain things in stages. We have a lot going on with ISA, with an excellent staff and Board, things are changing and moving forward. We have a lot to be proud of.

Thank you for being a part of the team.

"There is nothing permanent except change." - Heraclitus

At Your Service



By: Darlene Hines, ISA CAPP, Secretary, ISA Board of Directors

The ISA Board of Directors held their scheduled phone conference meeting on February 15, 2005. Directors in attendance were Bette Bell, Keith Ball, J. Robert Boykin, Frederic "Ric" Emmett, Jr., Darlene Hines, Joan Seifried, Nan Shelton, and Fred Winer. Also attending were Executive Director, Jorge Sever; Recording Secretary, Valerie Bly; and Education Coordinator, Jeanine Nicholls. An oral report of the ISA Education Foundation was phoned in by the Foundation Chairperson, Gloria Moroni.

President Boykin stated that the on-going efforts to promote ISA and to maintain a networking relationship with AAA and ASA has been very positive. The Board liaisons have been appointed and each Board member has made contact with the committee chairs.

The Executive Director's Report stated the February Year-to Date conference attendees registered for Chicago is up, compared to last year at this time. The ISA Office will continue to contact members either by email or post card.

Are you registered for Assets 2005? You don't want to miss this one!!! Join your friends and colleagues to learn and share information. You will also benefit from speakers, seminars, tours, and exhibits that offer new ideas, resources and tools designed to give you the appraisal advantage.

There were ten (10) committee reports given either at meeting or in advance. Thank you committee chairs. Keep up the good work.

Other future discussion for the board include: increasing membership, marketing ISA, budget concerns, user friendly ISA computer forum, marks and logos revisions, conference programming, and other activities to benefit ISA and its membership.

As ISA has been in the midst of major changes and economic shifts in the past few years, to date we are in the black. It will take all of our collective efforts to remain in this position as we head toward financial stability. Outstanding outcomes can only be achieved when there are collaborative efforts among all members of ISA. **Who have you helped today? What committee could use your expertise?** Contact the **ISA office or your Committee Chairs.**

We remain at your service.

Tell Your Contacts About Exhibit Space and Sponsorship Opportunities at Assets 2005

If you have vendors that you deal with on a regular basis, whose items would be of interest to your appraising peers, please let them know about opportunities available to them at **Assets 2005**. The International Society of Appraisers' Conference On Personal Property Appraising is the perfect opportunity for their company to connect with the top professionals in the appraisal community.

ISA's exhibition space is designed to maximize interaction, allowing for meaningful one-on-one contact with our attendees. Jeweler's loupes, tool kits and widgets; antiques and collectibles books; software programs; conservation and preservation service and supplies; photography equipment, etc. Even if they are unable to attend **Assets 2005**, they can still maximize their product recognition through our many convenient Sponsorship Packages.

Please have anyone interested contact the ISA Office.

Executive Director's Report



By Jorge N. Sever

Doesn't that ad sound enticing? Other than individuals with a masochistic streak, who would want to subject themselves to such conditions? How does an organization recruit and retain volunteers when its volunteer contributions are all too often criticized or simply under appreciated? You think nonprofits and volunteer work are insignificant? Let me share some statistics with you.

The nonprofit sector and volunteer work go hand-in hand. Nearly 80% of all nonprofit organizations in the United States use volunteers. The symbiotic relationship between nonprofits and volunteers are a major component of our national economy. There are currently over a million organizations in our country, representing a vast and diverse segment of charities, foundations, and professional societies spending \$500 billion dollars each year. Add the volunteer component of 64.5 million people (or nearly 29% of the US population) that did volunteer work at least once last year and you begin to understand the magnitude and value of the nonprofit/volunteer segment. If we have so many people who are willing to give of their time and effort to a cause or organization they support, then why do we not appreciate their contributions more?

Perhaps, we under appreciate our volunteer work force because we simply do not recognize their contribution and value. Perhaps, we have in our hurried, fast-paced lives forgotten or been too busy to practice good manners. Or do we fall prey to bashing our peers' efforts simply because it is always easier to tear something down than to build it up? All too often the criticism that is bandied about is unfounded, based on erroneous information or lack of adequate knowledge of the facts on hand.

Our own volunteers give much of themselves to ISA. They offer their time and effort through committee work and leadership positions, be it at the chapter or national levels. Their value and contributions to the organization are invaluable. ISA is a member-driven organization where the genesis of many ideas for programs and services are conceptualized by individual members or small groups, nurtured at chapters and in committees, adopted as policies by the leadership of the board of directors, and finally implemented with the support of the ISA professional staff.

The dozens upon dozens of members who volunteer in ISA do so because they believe in the mission and purpose of their organization. We should do a better job of appreciating and thanking our volunteers for their efforts. After all, without their efforts we would not have an organization. Wouldn't it be wonderful if we could run an ad that read as follows?

HELP WANTED

Nonprofit organization seeking motivated individuals to provide support and leadership functions. Long hours and weekend efforts are routine, work is subject to criticism and ridicule by peers, little recognition and no compensation are offered.

HELP WANTED

Nonprofit organization seeking motivated individuals to provide support and leadership functions. Long hours and weekend efforts are offset by a highly satisfying, much appreciated, and personally rewarding effort.



Foundation News



In Memory Of C. D. Gallimore 1935 - 2004

Charles David Gallimore, ISA CAPP

Born September 29, 1935

Raised in Davidson County, North Carolina

Owner and Operator of AMC Auction & Appraisal Co. Inc. since 1953

ISA Highlights:

- 1992: Became a member
- 1997: Chair M&E Committee
- 1997: Member ISA Ethics Appeals Panel
- 1999: Chair M&E Committee
- 1999: Completion of the ISA CAPP Program – CAPP in Machinery and Equipment
- 1999: Director ISA Board of Directors
- 2002: Establishing members of the ISA Education Foundation, Inc.
- 2002: Appointed Treasurer of the ISA Education Foundation, Inc.
- Ongoing: Participation in the Annual ISA Conference on Personal Property Appraising including speaking, generous event sponsorship, and support for the ISA Fun'd Auction

C.D. Gallimore, ISA CAPP, CAI was the President and owner of AMC Appraisal Co., Inc., and AMC Auction Co., Inc., with offices in Concord, NC and Duluth, GA. C.D. with over 40 years of experience in auctions, appraising, and land development. Licensed to conduct auctions nationally, his primary concentration was in the Mid-Atlantic States. Mr. Gallimore had extensive experience in the insurance industry, was a licensed real estate broker, and a retired member of the ISA Board of Directors where he served as Treasurer. C.D. was one of ISA's pioneers in professional machinery and equipment appraisals, and brought many years of first-class practical experience to the profession. He will be missed terribly by this organization and the body of the membership as a whole.

In Memoriam

Susan Bickford, ISA CAPP, GG
Mill Valley, CA

Lena M. Blasdel
Mother of Nan B. Shelton, ISA CAPP/BOD

C.D. Gallimore, ISA CAPP, CAI
Duluth, GA

Velma Miller, ISA CAPP
Michigan/Great Lakes Chapter

Paul Rabe
Husband of Karen S. Rabe, ISA CAPP

David Smith
Friend of ISA

Ed Swanson, ISA CAPP
Arlington, VA

Donations IN MEMORIAM may be sent to
Kathleen Bailey, ISA CAPP
160 NW Gilman Blvd., Issaquah, WA 98027

ISA Education Foundation Memorial Fund

By: Gloria Moroni, ISA CAPP, Chair ISA Education Foundation, Inc.

ISA Education Foundation wishes to thank all who have made donations to the Foundation's Memorial Fund. Many have found this a suitable way to memorialize either a deceased member, or a family member of ISA.

In order to make sure your donation is properly recorded, send them to Kathleen Bailey at 160 NW Gilman Blvd. Issaquah, WA 98027. Kathleen will see to it that your donations are properly acknowledged. Please do not send them to the ISA Office, this only adds an extra step.

Your donations have and will help fund:

- The educational development of personal property appraisers through scholarships and grants for career development programs
- The establishment of a recruitment program, extending scholarships to talented college and university students who show active interest in the field of personal property appraising;
- The education of ISA members by awarding grants to fund conference speakers and educational activities throughout the calendar year.

As you know the Foundation is a not for profit charitable Foundation and as such your donation is tax deductible.

CHAPTER NEWS

Northwest Chapter

By: Paula Tharp, ISA, Secretary NW Chapter

The Northwest Chapter met at The Bronze Works in Tacoma, Washington on January 11, 2005. Members present were: Kathy and Paul Bailey, Keith DeLong, Brill Lee, Margaret Minnick, Andrea Moody, Don Bell, Paula Tharp, and Scott Zema. A fascinating tour of the foundry was led by manager, Kevin Keating and artist, Jeff Owens. All members expressed a profound thank you to The Bronze Works for the extremely educational tour, which included discussions directed specifically to Appraisers that addressed issues of reproduction and replicas, restoration, and the care of bronze works. One useful tip was to use Johnson's paste floor wax to clean bronze and give it a soft finish.

The tour was followed by lunch and a short business meeting. Members then visited the Tacoma Museums of History and Art.

Special thanks to Brill Lee, ISA and Margaret Minnick, ISA CAPP - Vice Presidents, Programs. Another good show!!!

2005 NW Chapter Members:

Sally Ambrose, ISA CAPP	Margaret Minnick, ISA CAPP
Kathleen Bailey, ISA CAPP	Jeffrey Motsinger, ISA
Paul Bailey, ISA CAPP	William R. Nelson, ISA
Randeen Cummings-Nelson	Vincent Rundhaug, ISA GG
Julie Dearman, ISA	Elizabeth Rummage, ISA
Keith DeLong, ISA	Darlene J. Simpson, ISA
Kay Frances Hurd, ISA	Scott Singer, ISA
Nancy Draper	Annette Splieth-Locherer, ISA (new member)
Brill Lee, ISA	Paula Tharp, ISA
Karen Lorene, NAJA	David Wagner
Lynn McAllister	Deborah Wieditz, ISA
Ken McBride (new member)	Scott Zema, ISA CAPP

Approved: Paul Bailey, ISA CAPP, President

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Please **submit your articles** for publication in the Summer 2005 issue of PAIE by **May 2, 2005**

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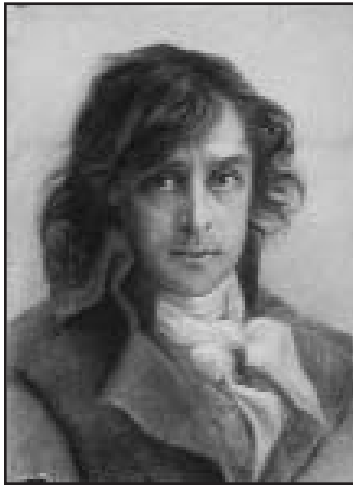
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Keith O. Ball, ISA	Director	(941) 330-1903	weappraise2@aol.com
Frederic "Ric" H. Emmett, Jr., ISA	Director	(305) 442-8743	artdeco@modernism.com
Joan Seifried, ISA CAPP	Director	(619) 995-7015	joanseifried@cox.net

Practical Art History

by: Jim Finlay, Assoc. Member ISA.

Due Diligence

Several years ago I received gratis a small quantity of engravings and prints from a friend of mine. Amongst this treasure trove of images was a black and white conte portrait drawing on old buff coloured paper, of a man with longish unkempt hair and dressed in a collared coat, shirt and cravat. I was astonished by the quality and sensitivity of its execution and was reminded of similar works by the great French draftsmen of the 18th Century and 19th Century such as Prud'hon and Delacroix. (is it possible? I thought)



Unsigned drawing, unknown sitter

The drawing was unsigned, as often 18th Century and 19th Century drawings were, and on questioning my benefactor as to its origin, was informed that he had acquired it some fifty years earlier from a widowed friend, whose husband had been in the military. He recalled that he was told that the sitter was an English actor manager named Garrick, who had appeared in a stage play entitled "The Only Way."

Could this drawing have been done of Garrick, by the great Pierre Paul Prud'hon?

I began my research on the assumption that the sitter was indeed named Garrick and soon discovered a personage named David Garrick, who had been an English actor manager during the 18th Century. (so far so good, the period of sitter and draftsman match)

Mr. Garrick's profession had made him quite wealthy and extremely popular with the theatre-going public of the day. His portrait was painted and drawn on numerous occasions by some famous artists of the period, such as Hogarth, Reynolds and Gainsborough. (my heart began to flutter) However, try as I may, on reviewing these images I could not connect Mr. Garrick's facial features to those rendered in the drawing, nor could I deduce that the drawing was a copy of an important painting of Mr. Garrick.

Not to be dismayed I sent a photograph of the drawing off to The National Gallery, Ottawa and was told in a brief and polite letter, that the drawing could not possibly be 18th Century and was most likely 19th Century or later. (well that does it) I decided (reluctantly) to change the focus of my research and concentrated on the other piece of information I was given by the former owner, that being the stage play entitled "The Only Way."

I soon discovered the existence of an English actor manager named John Martin-Harvey, who was born c 1863 and died c 1944, who had performed in a stage play entitled "The Only Way"; the first performance of which took place at the Lyceum Theatre, London, in 1899. (aw well not by Prud'hon but perhaps a self portrait?)

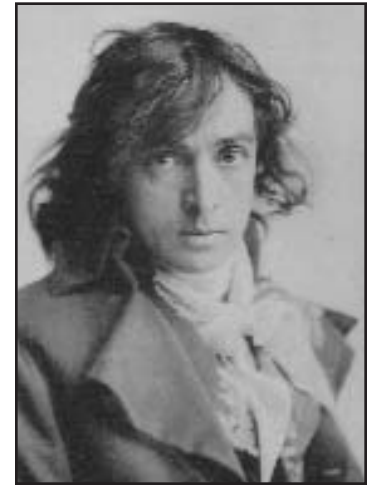
"The Only Way" was a stage play based on Charles Dickens', "A Tale of Two Cities" that was based on the French Revolution. Mr. Martin-Harvey in that play, played Sydney Carton.

In reviewing a small archive of Martin-Harvey memorabilia at the Toronto Reference Library I discovered drawings by him of considerably less quality than those of the draftsman involved in my drawing. It was therefore difficult to suggest that Martin-Harvey was the author of the drawing in my possession. (unfortunately)

Further investigation revealed that the National Portrait Gallery, London, also had in its collection, a chalk portrait drawing of Mr. Martin-Harvey, by Charles Buchel. (could this portrait be by him?, aw well if not a Prud'hon a Buchel will do).

I contacted the author of a recent book on Sir John Martin-Harvey, by Nicholas Butler, sent him a photograph and was politely informed that the drawing was of Sir John Martin-Harvey in costume as Sydney Carton from "The Only Way" and was probably done after one of the numerous postcard publicity photographs which were circulated during the first quarter of the 20th Century (hard to refute the undeniable evidence). These postcards containing images of Sir John Martin-Harvey in costume, from various stage plays were extremely popular and are today very collectible. Coincidentally, I later discovered, that a copy of the postcard showing Sir John in costume as Sydney Carton, appeared in Butler's book. (how fortunate.....!)

If I were to identify the drawing in an appraisal report I would do so as Portrait of Sir John Martin-Harvey, after a publicity photograph, in costume as Sydney Carton, from the stage play "The Only Way."



Photograph on postcard of Sir John Martin-Harvey



Quick Tips

By: Vernon Abrams, ISA, IFDA

Often when I'm appraising a piece of furniture, I'm asked "just what are you looking for?" and the answer is always "it's a combination of things."

First of all, it's an overall observation of the item, a chest of drawers, chest on chest or a secretary. I ask myself a series of questions about the piece. Are the proportions right? Does it have any alterations? Is the wood right for the period, has it been refinished? Is the piece constructed with solid woods or is it veneered? How thick are the veneers? What is the secondary wood?

Next, I will pull out a drawer and look at the dovetails. Are the dovetails hand cut? Are they large or small (large indicates early, small indicates late or later). Which direction is the secondary wood running? Front to back would indicate pre-1770, side to side with no central bearer would indicate 1770 to 1790, with central bearer 1790 onwards and when there are quarter rounds in the comers, it indicates post 1830.

Next, I turn the drawer upside down to look at the runners to see what kind of wear pattern has been created from years and years of pulling the drawer in and out. A two hundred year old piece should show fairly deep grooves in the drawer supports or rails. The drawer runners are often replaced, so that's not a factor to consider.

I look at the hardware. Original pulls are very desirable and add value, but hardware is also not an indication of age. The vast majority of all hardware has been replaced through the years. In England, the Victorian preferred wooden knobs, so they replaced the brasses. During the wars, brass hardware was removed to be used for making shell casings for ammunition.

Next, I look at the feet. Are they original or have they been replaced? Again, original feet are preferable, however, through the years, the feet have been replaced, because of wood beetle, dry rot and wet mop damage. Many 19th Century English mahogany chests of drawers started life with turned round feet, but in the 20th Century they were replaced with bracket feet to please the American market. We didn't care for that Victorian look!

"During the wars, brass hardware was removed to be used for making shell casings for ammunition."

When possible, I will pull the piece out from the wall to look at the back and also underneath. The back and bottom should have a naturally aged look of a uniform color. If there is any opaque staining, it generally indicates that new wood is being concealed.

Appraising involves a lot of detective work and years of research and study. I tell my clients to go to the best shops and train their eyes to what's right. Talk to the dealers, most are eager to share their knowledge. And by all means, invest in good reference books and study, study, study!

© 2004 Vernon G. Abrams, ISA, IFDA

ISA MEMBERS DUE TO REQUALIFY BY YEAR END 2005

ISA requires requalification for Accredited and Certified designations every five years, with the first requalification due by the end of the fifth member year following award of the designation. If you think you may fall into this category, you are probably actively working on meeting your requalification deadline.

The effort you have put forth to achieve your designation has been an investment in your future. We would like to help you maintain this asset.

Please contact the ISA office at certify@isa-appraisers.org or at **888-472-4732** with questions or requests for a Requalification Information Packet. Following is an overview of the ISA requalification requirements:

General Requirements for Certified and Accredited Designations

- Earn 100 requalifying credits by completing approved activities,
- Pass the current requalification examination with a score of 75% or higher, and
- Submit acceptable documentation of completing these requirements by the requalification deadline date

WANTED!!! ISA PAIE ARTICLES FOR PUBLICATION

If you'd like to submit an article, we're looking for well-written pieces that make people think or provide new insight into a familiar problem – ideally, we'd like substantive articles on appraising and/or a specialty discipline. There's no need to call first to ask if we're interested. Write it (between 500 and 750 words) and send us the material. When submitting articles you must include your name and a daytime phone number. We will contact writers before we use an article.

Please submit your items to:

Editor – PAIE
International Society of Appraisers
1131 SW 7th St., Suite 105
Renton, WA 98055-1215

Email: editor@isa-appraisers.org

Who's Appraising Your Belongings?

By: Mike Odell, ISA, GPP A, CES

This has not been a fun week for me. It started on Saturday afternoon, when some enterprising individual - who obviously knows good stuff when he sees it - broke into my van and stole my camera bag, which happened to be full of my appraisal equipment. The van was locked and parked outside my warehouse, not 20 feet from where I was working on the computer, with the door partially open.

Imagine my surprise at the end of the day when I opened my locked van to put away my digital camera and . . . No camera bag! Thinking that maybe I had taken the bag into the warehouse with me as I would usually do, I spent a while looking all over the warehouse without any luck, sooooo... back to the van. This time, I noticed that the wing window was open, and that a paper cup where I stashed my loose change was gone.

In fact, after adding up everything that turned out to be missing, it came to about \$3,000, including my 35mm Pentax, as well as my organizer and address book with all my contacts and phone numbers. They even took an old pair of overalls I kept in the van for those dirty appraisal jobs in mechanics' shops and old barns.

Now I'm looking at hours of work to reconstruct a new organizer. The next bomb to drop was my discovery that the camera bag, which I also used as a briefcase, had held all the digital photos, notes and inventory for a restaurant appraisal I had just started working on. That meant I had to go back and do it all over again, including the three-hour round trip.

Of course, all the equipment had to be replaced, another investment of time as well as money, just for the basics. My next shock came when I called my insurance agent, who spent most of our short conversation telling me that (a) I was not covered, and (b) even if I were covered and made a claim, it would stay on my record for 10 years and my premiums would go up by 10 percent or more, as I would be considered a risk. I was very disappointed in the help I got (well, didn't get, actually). Although I don't do

"In the event of loss, no insurance company is going to pay for something you can't prove you owned, or for more than your policy covers..."

many appraisals for insurance companies, I'm tempted to consider a 10 percent surcharge in the future to insurance companies who actually need to use my services, since they let me pay premiums for many years for services they apparently don't want or intend for me to use.

While I was still trying to deal with this latest frustration, I got a phone call from a local tire company, who asked me if I ordered eight new tires on my Visa card. Thanks to this good salesman who took a phone order for tires but would not release them without identification, I saved the price of eight new premium tires.

The next call I got was from a Maytag dealer, "confirming" that they would deliver my new \$1,700 washer and dryer to my home address the next day. Again, I told them I had placed no such order, and they were kind enough to put through a credit to my Visa card. I was told that the person who phoned in the order had wanted to pick up the appliances at the Maytag warehouse, but were told that the particular models they wanted were not available at the warehouse and they would have to be delivered. Having placed the order, the thieves then could not give a delivery address that was different from mine.

I couldn't remember the last time I had handled that card and assumed that maybe I had used it to buy gas and tucked it inside the camera bag instead of taking the time to put it away in my wallet. My wife immediately phoned our bank to report the card stolen.

The next day when I reached into my wallet to get out my American Express card (to pay for the new camera bag), lo and behold, there was my Visa card!

It turns out that I hadn't been dumb enough to leave the credit card in the car - I was dumb enough to leave credit card receipts in the car. The opportunistic thieves used the credit card number, expiration date, my name and home address, all of which appeared on the receipts, to place phone orders for tires and appliances, and very nearly got away with it.

Right now, you're probably wondering what this has to do with appraisals. With identity theft rising alarmingly, how well prepared are you to foil fraudulent attempts to use your identity to obtain goods or services at your expense? It can happen to anyone of us. How much business or personal information do we leave lying around where it's accessible to the wrong people?

Do you have a record and detailed description of all your business equipment and personal property, however large or small? Do you have an appraisal done by a qualified Appraiser, itemizing your personal and business inventory and assigning replacement values?

This is also a service Appraisers can offer to the public, preparing appraisals and inventories of residential and business contents for our own clients. I've done a few of these in the past, but until this ordeal I never gave it a lot of emphasis. Here's a good test you might want to try:

Pick any room in your house. Take 10 to 15 minutes to look at everything in the room. Then leave the room, and write down everything you saw. How well will you do? Will you get 80 percent? 50 percent? Or maybe, when you compare your list with every item in the room, will you remember only 10 or 20 percent? Imagine trying to itemize missing items in the event you have a robbery or a fire - particularly items you don't use on a regular basis.

We get used to living with our things, and don't usually pay much attention to them, they're just there, and we take their presence for granted. There are thousands of potential clients who don't know what they have and have no record of it, other than an often faulty memory. Are they covered by enough insurance in case of fire,

flood or theft? When you consider the recent devastation from hurricanes in the Southeast, how are those victims going to remember everything they had, now just a pile of rubble, particularly in such a stressful situation?

How many construction companies have a full inventory of their equipment and tools? Restaurants? Even banks - they keep track of the money, but what about all the things that make everyday business possible? In the event of loss, no insurance company is going to pay for something you can't prove you owned, or for more than your policy covers, so there are a lot of prospects who may be particularly sensitive to this problem in light of recent events.

The world is full of people who would rather take the easy way out and take home what you have earned than earn it themselves, so in the words of some wise and famous person whose name I'm sure I never knew, "Expect the best, but always be prepared for the worst."

Be on guard, and keep sensitive information safe. My van prowlers even stole my business cards and flyers. Who knows what use they may find for them?

In a time when identity theft is reaching frightening proportions, there are some services popping up throughout the country to address the problem, but who better than an Auctioneer/Appraiser to handle inventories and valuations? There is even software for this specific purpose. One Australian product can even be downloaded to police departments nationwide, as well as internationally. Such services charge from \$1,000 to \$1,500 on average for a medium-size home, including an inventory and appraisal with photographs, and keeping a copy on file indefinitely for the client in case of loss. This service could well create another stream of income for our profession.

Incidentally, I have no idea why a thief would think they'd find anything of value in my van. It's a 1978 Ford panel van with a bad paint job, but it turned out to be a potential gold mine for them.

Moral: Things aren't always what they seem. Have it appraised!

modell@tradmick.com
206.542.4460



Letters to the Board – We Want Your Input!!

If you have a question or want a response to an opinion from our Board of Directors, please submit the question or opinion to the PAIE Editor as soon as possible. Your letters will be forwarded to the BOD.

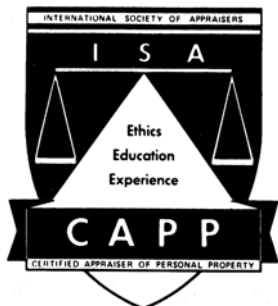
Please include your full name, street address and daytime phone number.

If you have questions about letters, please call (206) 241-0359.

Please submit your items to:

Editor – PAIE
International Society of Appraisers
1131 SW 7th St., Suite 105
Renton, WA 98055-1215

Email: editor@isa-appraisers.org



*When you're searching for an elegant element to add to your marketing mix,
ISA's new 14k gold CAPP lapel pins are the answer!*

These lapel pins are both an attractive and flexible specialty advertising item that highlights your Certified Appraiser of Personal Property designation and your affiliation with the International Society of Appraisers.

Reasonably priced at \$120.00

Please contact the ISA office to order yours today.

ISA 2005 EDUCATION CALENDAR

Core Course in Appraisal Studies

A "nuts and bolts" approach to personal property appraising for use in all the specialty disciplines. Standardized checklists and sample appraisal reports are included. Special attention is paid to identification and authentication, market and value research and analysis, ethics and professional conduct, and preparing professional reports. Also offered as a text-based distance course with ongoing registration.

Pre-course work is required for the on-site course so early registration is encouraged. On-site registration closes two weeks prior to the course with extra shipping fees charged for late registration.

7 Days – 8:00 A.M. to 5:00 P.M.
(release last day at 3:00 P.M.)

52 ISA Professional Development Credits

U.S. Member Rate: \$990

Non-member: \$1,380

Canadian Member Rate: \$745 U.S.D.

Non-member: \$ 1,035 U.S.D.

June 8–14, 2005 – St. Louis, Missouri

Crowne Plaza Hotel, St. Louis Airport

November 9–15, 2005 –

Raleigh, North Carolina

Holiday Inn, Crabtree Valley Mall

Ongoing – Distance Education

A text based distance education format

Requalification Course

An update and refresher on appraising and report writing. Emphasis placed on new regulations and standards, report writing skills, research resources, and methodology. Open only to ISA Accredited and Certified ISA Members and those bridging to ISA designations. Also offered in a text based distance education format.

2.5 Days – 8:00 A.M. to 5:00 P.M.

(release last day at 12:00 P.M.;

2:00 P.M. for CAPP exam)

20 ISA Professional Development Credits

U.S. Member Rate: \$555

Canadian Member Rate: \$415 U.S.D.

Price includes professional development points review fee.

April 12–14, 2005 – Chicago, Illinois

Westin River North (ISA Conference Hotel)

This course is right before the ISA 2005 Conference.

September 12-14, 2005 –

San Diego, California

Double Tree Club Hotel, San Diego

Ongoing – Distance Education

A text based distance education format

Specialty Survey Courses

ISA offers two survey courses that cover a broad scope of knowledge in the specialty disciplines of antiques and residential contents, fine art, and antique and period jewelry.

U.S. Member Rate: \$900

Non-member: \$1,170

Canadian Member Rate: \$675 U.S.D.

Non-member: \$880 U.S.D.

The Appraisal of Fine Art

Emphasizes the primary categories of fine art frequently encountered by appraisers and dealers: paintings, sculpture, works on paper, frames, black and white photography, animation art, Russian icons and Spanish Colonial art. Major areas of focus are: art history, looking at artworks properly, identifying and researching fine artworks, properly describing artworks, correctly employing specific vocabulary, and art conservation. A field trip to appropriate local venues provides students with close exposure to the property categories being studied. Pre-course reading and a written assignment is required for this course. Exam afternoon of last day.

October 2–7, 2005 –

San Antonio, Texas

AmeriSuites San Antonio Riverwalk

6 Days – 8:00 A.M. to 5:00 P.M.

(release last day at 4:30 P.M.)

The Appraisal of Antiques & Residential Contents

Provides information necessary to properly identify and value items falling into the broad category of antiques and residential contents. Focus is on analysis of construction and manufacturing, discerning the difference between "good," "better," and "best" quality, design characteristics pertinent to general periods and styles, and research resources for the appraiser. Primary course sections are furniture, ceramics, glass, silver, toys and dolls, and vintage fashions as well as general household contents. The course includes an off-site field trip. Pre-course reading and a written assignment is required for this course. Exam morning of last day.

October 9–14, 2005 –

Dallas, Texas

Country Inn & Suites, Addison

6 Days – 8:00 A.M. to 5:00 P.M.

(release last day at 12:00 P.M.)

Specialty Short Courses

Single Course:

U.S. Member Rate: \$450

Non-member: \$585

Canadian Member Rate: \$340 U.S.D.

Non-member: \$445 U.S.D.

Two-Course Package (Save 10%):

U.S. Member Rate: \$810

Non-member: \$1,053

Canadian Member Rate: \$612 U.S.D.

Non-member: \$801 U.S.D.

ISA is offering a unique opportunity to potential students. The following short specialty courses are being offered at the same venue consecutively, allowing students the opportunity to take one, the other, or both – saving time and travel expense while providing an opportunity to double professional development credits if desired.

Appraisal of Japanese Prints

Gives students a background of history, artists, periods and styles that appraisers/dealers/collectors must know to analyze and value Japanese prints. Students must do pre-course reading and data collection at home prior to coming to the course, bringing their completed work with them. The course then provides a two-day workshop with formal instruction plus "hands on" connoisseurship sessions with prints. Students are encouraged to bring a Japanese print of their own to be reviewed in class if they wish. Final course test by proctor is optional. An additional five professional development points is given for passing the exam.

2 Days – 8:00 A.M. to 5:00 P.M.

15 ISA Professional Development Credits without exam; 20 if tested

July 7–8, 2005 – Seattle, Washington

Holiday Inn, Seattle SeaTac Airport

Art History for the Generalist Appraiser

Did you know that painting, sculpture and architecture has had an effect on nearly everything the residential content appraiser looks at? This course will examine periods, themes, trends and styles in the history of art which have left their mark on furniture, decorative arts, china, crystal, textiles and a myriad of other things which you encounter in your daily appraisals. Learn the origins of Wedgwood's Portland Vase. Discover the egg and dart in the works of antiquities. Learn the origins of Rococo or Gothic or Renaissance revival furniture. These two days will be packed full of art history especially designed to enrich your knowledge and enhance your ability as an appraiser. Not tested.

2 Days: 9:00 A.M. to 5:00 P.M.

(release last day at 4:00 P.M.)

15 ISA Professional Development Credits

July 9–10, 2005 – Seattle, Washington

Holiday Inn, Seattle SeaTac Airport



**International Society of Appraisers
Course Registration Form**

Fax to: 206-241-0436

Mail to: 1131 SW 7th Street, Suite 105 Renton, WA 98055-1215

Registrant Title: Mr. Ms. Dr., etc. _____

Same as Registrant Information

Registrant Name: _____

Billing Name: _____

Business: _____

Business: _____

Address: _____

Address: _____

City: _____

City: _____

State/Zip: _____

State/Zip: _____

Phone: _____

Fax: _____

Designation: _____

Course Title: _____

Course Location: _____

Membership/Affiliation:

- ISA Member
- AMEA (Receives ISA Member Rate)
- AAA (Receives ISA Member Rate)
- Ashford Institute of Antiques (15% discount)

COURSE TUITION

ISA Core Course in Appraisal Studies (On-site or DE)	
ISA Member	Non-Member
(US) \$990	(US) \$1380
(Canadian) \$745	(Canadian) \$1035
ISA Requalification Course (On-site or DE)	
ISA Members Only	
(US) \$555	(Canadian) \$415
ISA 6-day Specialty Courses	
ISA Member	Non-Member
(US) \$900	(US) \$1170
(Canadian) \$675	(Canadian) \$880
ISA Specialty Short Courses	
ISA Member	Non-Member
(US) \$495	(US) \$645
(Canadian) \$370	(Canadian) \$485

METHOD OF PAYMENT

- Visa
- MasterCard
- American Express
- Check

Card Number: _____

Exp Date: _____

Signature: _____

ISA's Annual Conference on Personal Property Appraising

Pre-Conference Tours and More

This year, the Conference will be held from April 15-18, 2005 at the Westin Chicago – River North. Chicago is a wonderful venue for our conference, and we are offering an outstanding pre-conference tour package. We are combining the cross-over disciplines of Fine Art and Antiques & Residential Contents to create an event appealing not only to just Fine Art and ARC, but to all members.

An exclusive private home which is seldom open to the public, Crabtree Farms, is our premier destination. Once a gentleman's dairy farm and now home to an arts and crafts museum, this stop includes an existing barn that was converted into a lodge housing a collection of Gustav Stickley furniture. Defining features of the original building were retained while new spaces include a double-height "lodge room" with oak paneled walls and millwork, a fieldstone fireplace and a Stickley-derived decorative scheme. Other work on the property includes a steel footbridge along a nature trail and a "three-quarter house" designed for the owner's collection of 18th century miniature furniture.

Also, we will be visiting the Art Institute of Chicago with guided lecture tours by scholars from the museum. Subjects will include Chicago art, Prairie School decorative arts and design and more. This is a world class establishment that will truly benefit all who attend. For our Gemstones and Jewelry people, the AIC includes the Alsdorf gallery of Renaissance jewelry which displays jewelry and precious objects dating from the late 15th through the 17th centuries. Included with this package is a luncheon at a wonderful local Country Club that can't be missed!

The ISA Annual Conference on Personal Property Appraising is held each Spring. ISA welcomes anyone who would benefit from our program to attend, learn, and network with each other in a supportive atmosphere. We welcome attendees who are just beginning their careers as well as seasoned experts. Each year we offer an array of presentations to enhance appraisal and specialty knowledge in the personal property appraisal arena.

If you have any questions, please do not hesitate to contact the ISA office at any time. The staff is there to help! They may be reached via email at isa@isa-appraisers.org or via phone at 888-472-4732 or 206-241-0359.

Educational Opportunities Calendar

By Kathi Jablonsky, ISA AM
Vice Chair, Academic Development
Subcommittee, ARC

WWW.MY.CALENDARS.NET/ISA

Here is a selection of upcoming educational activities, with many more listed on the website. Of course, ISA events are always included on the calendar.

April 1-2, 2005

**Smart Museum of Art, 2005 -
The Reproductive Print in Europe**
Chicago, IL
www.smartmuseum.uchicago.edu

April 8-9, 2005

**NYU courses, 2005 Appraising 18th & 19th
Century English Pottery & Porcelain
OR Elegant Plate American Silver to 1900**
New York, NY
www.scps.nyu.edu

April 9, 2005

Potteries of Trenton Society Symposium
Newark, NJ
www.potteriesoftrentonsociety.org

May 2-5, 2005

Newport Symposium
Newport, RI
www.newportmansions.org

May 5-7, 2005

National American Glass Club Seminar
Asheville, NC
www.glassclub.org

May 25-28, 2005

Costume Society of America Symposium
Philadelphia, PA
www.costumesocietyamerica.com

May 25-29, 2005

Wedwood International Seminar
Philadelphia, PA
www.W-I-S.org

June 2-7, 2005

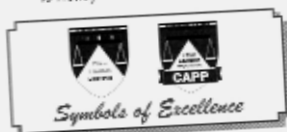
**UCI Summer Connoisseur Institute,
2005 California Art & Design 19th Century
Antique Furniture, Coins, Currency
& Precious Metals**
Irvine, CA
www.unix.uci.edu

Notices of seminars, symposia, workshops and conferences should be submitted to kjablonsky@sbcglobal.net

Whether you need to know
the value of:

Furniture • Fine Art • Antiques • Gems
and Jewelry • Collectibles • Machinery •
Equipment • Automobiles • Silver •
Porcelain • Coins • Stamps • Carpets
or any other personal property

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is Ready to Serve Your Needs



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The International Society Of Appraisers

*"Be Certain of Its Value: A Consumer's
Guide to Hiring a Competent Personal
Property Appraiser,"* is an excellent
brochure to pass out at gallery openings,
antique shows, attorneys, insurance
agencies, public presentations—anywhere
you meet potential clients.

Your name and business information here!

No more messy rubber stamps,
labels or handwriting.

Get your personalized BCOVs today!

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for ordering information.

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Fax 206 241 0316
E-mail: isa@isa-appraisers.org
Webpage: www.isa-appraisers.org

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ISA Office Staff

Receptionist – Cheri King

For assistance with finding an appraiser or general questions about ISA.

Email: isa@isa-appraisers.org

Membership Coordinator – Brenda Hakimi

For assistance with change of member's contact information and directory information.

Email: memberrecords@isa-appraisers.org

Professional Development Coordinator – Jeanine Nicholls

For assistance with Certification or Requalification; educational courses information; professional development information.

Email: certify@isa-appraisers.org

Controller – Leslie Becker

For assistance with statements and billings

Email: controller@isa-appraisers.org

Executive Director – Jorge N. Sever

Email: isaed@isa-appraisers.org

Executive Administrative Assistant – Valerie Bly

Email: adminassist@isa-appraisers.org



New Additions: November 1, 2004 – January 31, 2005

Newly Certified Member

B.J. Naranjo-Smith, ISA CAPP

Newly Accredited Members

Robin Jones, ISA	Marla Pellish, GG, ISA
Michelle Naranjo, ISA	Alexandra Sutlive, Glowacki, ISA
Elizabeth Ann Plunkett-Buttimer, ISA	Jacquelyn Kiether, ISA
Edward T. Tuten, ISA	Mona Crider, ISA
Debra Anne Caringi, ISA	

New Associate Members

Lorraine Rogers	Laurel Fischtein
Evan Jones	James Warren

New Candidate Members

Karen Claghorn	Bonnie Falin
Janet Wescott	Elizabeth Gaidos
Ron Lawson	Joan Stone
Carolyn Castle	

New Affiliate Member

Marco Martucci

PAIE Newsletter Ad Rate Schedule

Professional Appraiser's Information Exchange - ISA's quarterly newsletter directed toward the profession of personal property appraising.

Ad Size	Dimensions (W x H)	1 Issue (Base Price)	2 Issues (10% Disc.)	4 Issues (15% Disc.)
Business Card		\$100	\$180	\$340
1/8 Page	3.75" x 2.5"	\$150	\$270	\$510
1/4 Page	3.75" x 5"	\$250	\$450	\$850
Ad Size		1 Issue (Base Price)	2 Issues (15% Disc.)	4 Issues (25% Disc.)
1/2 Page	7.5" x 5"	\$400	\$680	\$1,200
Full Page	7.5" x 10"	\$700	\$1,190	\$2,100

When sending your ad to PAIE, please indicate:

- a) Size of ad
- b) Issue(s) ad is to appear
- c) Ad copy

PAIE Can Do Your Ad Layout:

The PAIE is sent to our printer in digital format. Therefore, your ad must be submitted in a software format we are able to support, or we would be happy to compose and design your ad copy at no extra charge.

If you do your own layout, PAIE would prefer that you submit your ad in PDF (portable document format). PAIE can also accept your ad in digital file formats of PageMaker, Microsoft Publisher, and Word.

Contact:

If you are interested in placing an ad in the PAIE, please contact Jeanine Nicholls, Editor, at editor@isa-appraisers.org or by calling (206) 241-0359.

New International Society of Appraisers Designation ISA Accredited Member, or ISA AM

As of January 1, 2005, the new ISA Credentialing Policy has come into effect. One of the changes that will impact our membership is the addition of the ISA AM designation. It is now required that members demonstrate essential knowledge in a specialty field to obtain and maintain this level of membership. One way to demonstrate this knowledge is to supply ISA with documentation of completing an approved course of study in the members chosen specialty field. Some of the approved methods include degrees

such as: Graduate Gemologist (GG); Fellow of the Gemmological Association of Great Britain (FGA); a college degree in a specialty field; certificate of specialty study from a recognized continuing education or vocational program, etc. If you are currently an Accredited Member, or a Member of ISA, and you possess any of the above mentioned credentials, please submit them to the ISA Office for review.

The ISA Core Course in Appraisal Studies

One of the most popular on-site courses in the ISA Education curriculum is the ISA Core Course in Appraisal Studies. Many of our most respected members have been past and are present instructors for this course. Our current active instructors are Leon Castner, ISA CAPP; Judith Martin, ISA CAPP; James Poag, ISA CAPP; and Lorrie Semler, ISA CAPP.

The participants in the courses are a mixture of beginners and seasoned professionals. All of our divisions are welcome in this course that provides standard appraisal theory and application education for all of our specialty areas.

We have received consistently positive feedback regarding this course. Some examples follow: Our Core Course offering in Dallas, TX last year went extremely well. It was a large class, filled almost to capacity, in a friendly atmosphere that was fostered by the local North Dallas ISA Chapter. The N. Dallas Chapter even hosted a cocktail party at the hotel, providing an opportunity for socializing and encouraging ISA membership and networking. The course questionnaires came back with glowing reports regarding the instructors, the course content, and the other ISA members.

The recently completed Core Course in Phoenix was a success as well. This class was smaller in attendance than the Dallas course,

but the experience was equally as rewarding. Again local ISA support was established. One non-attending local ISA member organized activities for the group including an evening social event in Glendale and a "Chocolate & Craft" festival being held locally. During class time, the students were able to spend more time than normal describing appraisal situations and "war stories." All expressed thankfulness and appreciation for the class.

The ISA Core Course in Appraisal Studies is an intensive 7-day course with pre-course work, daily reading, and assignments during the classes, with an appraisal work product assignment due and final examination completed on the final day of the class. The instructors are experts at lightening the atmosphere and presenting the course in a way that garners enthusiasm from the students. We are happy that after all reports are in, our students are more than satisfied with the results.

We are offering two more on-site courses this calendar year; June 8-14, 2005 in St. Louis, MO and November 9-15, 2005 in Raleigh, SC. ISA also offers the Core Course in Appraisal Studies in a Distance Education Format with open registration throughout the year. Please contact the ISA Office, or visit our website at www.isaappraisers.org for more information.



Core Course in Cost Mesa, 2004



Merchandise Order Form

Fax: 206-241-0436
 Phone: 888-472-4732
<http://www.isa-appraisers.org/merchandise.html>

Core Course in Appraisal Studies

Text Book
 (must have taken the Core Course to purchase)
 Need to replace your old course material? Misplaced the manual you received at the courses?
 Item #: 001
 Price: \$75.00

Be Certain of Its Value: A Consumer's Guide to Hiring a Competent Personal Property Appraiser

Pamphlet
 This is an excellent brochure to pass out at gallery openings, antique shows, attorneys, insurance agencies, public presentations—anywhere you meet potential clients.
 Item #: 002
 Prices:
 25 Units \$13.75
 50 Units 25.00
 75 Units 33.75
 100+ Units 40.00

Be Certain of Its Value PERSONALIZED!

Pamphlet
 (must be Accredited or Certified Member of ISA to purchase; minimum of 250 units – call ISA for details)
 No more messy rubber stamps, labels, or handwriting. Imprinted with the contact information you provide to us.
 Item #: 003
 Prices:
 250 Units \$150.00
 500 Units 260.00
 1,000 Units 490.00

ISA Report Writing Standard

Booklet
 An invaluable guide for ISA members. Gives a brief summary and checklists for the required elements in appraisal reports that comply with ISA standards.
 Item #: 004
 Price: \$0.75

Embossing Seals

(must be an Accredited or Certified Member to purchase)
 Emboss your appraisal reports for that look of professionalism. Available to Certified and Accredited members only. Please state whether you wish the "Certified" or "Accredited" seal.
 Item #: 005
 Price: \$45.00

Replacement Lapel Pins

(must be an Accredited or Certified Member to purchase)
 Show clients and potential clients that you are a member of ISA by wearing these attractive lapel pins. Please state whether you wish the "Certified" or "Accredited" pin.
 Item #: 006
 Price: \$40.00

ISA 18K Gold CAPP Pin

(must be a Certified Member to purchase)
 When you're searching for an elegant element to add to your marketing mix, ISA's new 18k Gold CAPP lapel pins are the answer!
 Item #: 007
 Price: \$120.00

Writing and Defending Your Expert Report

Book
 (must be an ISA Member to order – discounted for ISA members)
 Your expert opinion is only as strong as your expert report. Opposing counsel can and will use every tactic, fair and unfair, to turn your own report against you. A well-written report is your first and best line of defense from such attacks. Equally important is your ability to recognize counsel's tactics and neutralize them. SEAK's text is the seminal work on how to craft and confidently and expertly defend your expert report.
 Item #: 008
 Price: \$84.00

Cross-Examination: The Comprehensive Guide for Experts

Book
 (must be an ISA Member to order – discounted for ISA members)
 The ultimate measure of every expert is how well the expert performs during cross-examination. SEAK's new text will help experts quickly and efficiently master the art of responding to each and every cross-examination question truthfully and artfully.
 Item #: 009
 Price: \$85.00

Order Form

Item #	Description	Qty.	Price	Subtotal

Total: _____

Name _____

Address _____

Phone _____

Email _____

Method of Payment:

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- American Express Visa

Credit Card # _____ Exp. Date _____

Signature _____

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