Speaker 1: [00:01](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=1.02) Welcome to the jewelry journey, exploring the hidden world of art around you because every piece of art has a story and jewelry is no exception. Welcome to the jewelry journey

Speaker 2: [00:11](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=11.9) today. My guest is Ed Lawanda, professional independent appraiser, refine an antique jewelry as well as director of jewelry camp now and it's 39 year and today we'll be talking about trends in the jewelry market place as well as getting a brief overview of this year's jewelry camp, which will be held at the Newark Museum on Friday and Saturday, October 26 and 27. And it's great to have you to. Thank you so much for being with the jewelry journey.

Speaker 3: [00:37](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=37.41) Oh, it's my pleasure. Thank you for having me.

Speaker 2: [00:40](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=40.19) It's great to have a chance to talk to you in a little more depth. Um, can you tell me a little bit about why you or how, how you are, where you are. How did you decide to become an appraiser or how you got to jewelry? I've never really heard your path and I'd love to hear it.

Speaker 3: [00:55](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=55.63) Well, let me see. When I was in high school, I didn't want to go to college right away, so I ended up going to gia, which is just as bad as going to college, a logical institute of America to become a graduate gemologist, and that took a little over six months to do in residency. Then after that I did go back to college, but I saw it was working in the jewelry industry first as a leader at a company called Igi, then as the director of ICI inflammation. And then, um, for two weeks, a few weeks or word for GIA. And then I ended up managing jewelry stores. How I ended up being an appraiser was I didn't like sales, but I liked helping people. Now as an appraiser, I was able to help people. I was able to tell them to make them feel good about their purchase. I was able to tell them about their purchase so the purchase wasn't correct and help them rectify any bad situation. And eventually, since I had a large group of friends, I have developed a good reputation in New York, worked with a lot of accounting firms and was introduced to Arthur Andersen back in the nineties where we did audits on companies like and other interests, other large names. And to this day we still do quite a number of them for Pricewaterhouse Mahoney. Tom Caep is a kpmg and became an island. And for a short time I was an expert for the Internal Revenue Service on jewelry appraised.

Speaker 2: [02:27](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=147.7) Interesting.

Speaker 3: [02:28](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=148.67) All right. I'm at today. And then years ago I went to Drury camp which was run by a lovely woman named Joyce Jonas. And I worked with Joyce for probably 15 years and so she finally retired. And so neither program and I keep it going, uh, as hard as it is, but I do keep it going. Trying to always come up with interesting speakers that teach people about products and history and styles and design. Um, not theory or, and appraising. But the interesting part about history design, how jewelry follows, um, history, you know, art deco, the art deco period in the 19 twenties, now we see designs and jewelry that we see in buildings. So it was quite interesting. So jewelry camp's always bought, uh, rather interesting. A perspective of jewelry to the attendees.

Speaker 2: [03:25](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=205.35) No. And I'd like to talk a little bit more about that in a minute. And you know, in the interest of full disclosure disclosure, I happen to love jewelry camp and every when I went to the first time I just was wrapped in rapt attention. So, um, and it's exactly what you're talking about in terms of the history connecting history to jewelry. But I wanted to talk a little bit first about some trends that you had mentioned that you're seeing in the jewelry market today. You and you, you are hands on and on the front lines. So you had mentioned some of them have, for instance, in an antique jewelry that it's becoming more popular with the, call it the 40 plus crowd. Can you tell us a little bit more about that? Go ahead.

Speaker 3: [04:08](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=248.23) Yeah, yeah. Mothers. So I do see people buying it, the test of time and people find it interesting. So it's also unusual and different. So would you see people buying it now? In the main part of it, we see more fine pieces being sold than unsigned. Uh, it's taken a little bit longer to sell the unsigned, but it is also giving people a lot more for their money, whereas opposed to traditional new jewelry. We don't see an upswing in that. A matter of fact, over the years, diamond prices have dropped. The market itself has changed considerably. I'm going to lead into the next statement and now with the onset of synthetic or manmade man grown diamonds, um, we're starting to see those sell well over traditional mined diamonds that come out of the ground. There's really no difference. They're both real diamonds. Um, sometimes they're almost indiscernible from each other except for certain tests which could tell them apart. But that's also been a new trend. But we found a lot of people today just aren't keeping mom's furniture or dad's furniture where their paintings or their jewelry, they're selling everything. So that's, that's one of the interesting things we see sales are down for the jewelry business across what, um, we see diamond sales are down, prices have dropped. So what I'm seeing is a whole different trend. What people are looking for,

Speaker 2: [05:51](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=351.59) you know, first I just want to explain because some people might not know what signed jewelry. Do you want to explain that

Speaker 3: [06:06](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=366.13) cardiay those pieces. French jewelers, certain American jewelers, certain periods of time, kisses from certain locations. Newark, I'm here in America, New York. There are a lot of jewelry pieces that were made by a lot of famous jewelers. No sign pieces find a better home than unsigned jewelry.

Speaker 2: [06:29](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=389.22) And with the price differential is what, 10 percent, 15 percent. What do you, what do you sing?

Speaker 3: [06:36](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=396.12) It could be substantial. Then again, depending on the piece and the maker, it could be several. The value

Speaker 2: [06:48](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=408.96) I,

Speaker 3: [06:50](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=410.6) when we looked at options and see results for a small little brooch, uh, by cardiac could be 45, 50,000 and it wasn't cardiay. It might only end up being, you know, five or $10,000 dollars.

Speaker 2: [07:05](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=425.05) Interesting. Interesting. What about the difference in a lot of times I think I've heard that broaches are very popular on the west coast, but not on the east coast or vice versa. What are you seeing in terms of trends in the different ends of the US?

Speaker 3: [07:23](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=443.58) Well, I mean I've never really noticed that that much difference have money who are buying jewelry. I've noticed their tastes to be consistent. They are traveling and they buy what they like, which I always think is one of the most popular, you know, versatile pieces of jewelry. If you look at it on your hat, you've read on your lapel and you could wear it on your score, you could wear it in the center of address, but you know also with the newer fabrics, broaches don't, aren't supported the same way as people may forget about them. So we'll start seeing. Unfortunately people shying away from certain things because the fabrics don't necessarily support. Abroach can be somewhat heavy. I'm also seeing more of. Yeah, we also see more of a trend that people would. Something like that. We'll buy costume jewelry, vintage jewelry, fashion jewelry, because if they lost it then I a 20 or $30,000 approach, they'll lose five, $600 road.

Speaker 2: [08:29](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=509.89) Millennials, jewelry, just jewelry. I guess when I see younger people, nobody's wearing statement pieces there. Um, what, what kinds of trends are you seeing in that market?

Speaker 3: [08:43](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=523.61) See, I don't see them really buying jewelry as per se. They'd rather not have mom's ring. They'd rather have the money or they're going something that's environmentally friendly. Um, they're looking for something that makes a statement then has sentimentality to it or that is real. So they'll tend to go more, in my opinion, they tend to go more towards fashion or to costume jewelry because it's not as expensive. Um, you know, that they're still looking at things because they're putting their money in other things. Um, and uh, the college one's in some cases, so, uh, you know, they're, they're not necessarily, they don't have the same interest in it. I mean, because of the Internet. Oh, you could look at, Oh, it's beautiful, but they don't want to own it.

Speaker 2: [09:37](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=577.62) Interesting.

Speaker 3: [09:39](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=579.35) They don't want to own it. They, um, you know, the only reason people are wearing watches is it because of the iphone launch, you know, things like that. Otherwise, traditional watches, which just had a big upswing because of um, the uh, auction form Newman's actual daytona. It did help stimulate the market, but you know, again, how long will that last for? Who knows? Um, they don't, they don't look at the refinement. Watches were always a very popular thing with men. A lot of men wear them, some men don't. Some people using the time now there are still collectors think thought that still buy them, but it's not as big a trend as it used to be. You know, when we see, um, a honest schwartzenegger wearing his royal opal, if it becomes popular for a little while and then the trend dies down, then it becomes popular again. Yeah. Everything goes cycles this time though, I think the cycle is more towards a downswing then we're seeing and I don't know when it's going be comeback because the newer generations aren't as interested as in the past.

Speaker 2: [10:43](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=643.26) Right, exactly. That makes a lot of sense. So tell us a little bit about the cycle jewelry camp. It's gone through its own cycles and is now a little more condensed and in the city and it's going to be, I'm sure once again fabulous, but tell us a little bit about that.

Speaker 3: [11:01](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=661.97) Well, 40th year, but I think it's the 39th year it started up in Maine by a gentleman named Bob Saddle off. Him and his wife were collectors of jewelry and he started this literally camp and everything. Eventually it became very popular and Joyce Jonas purchased it. Okay. Enjoy Spanish for a number of years with me. Um, I was her assistant and everything in helping her manage and take care of it. Uh, we started on college dorm stuff and lane in Bangor, Maine. We eventually moved to Rhode Island and eventually towards a long island originally dri campus almost a week long. Not really a week long thought on let's say a Wednesday or Thursday and go until Tuesday or Wednesday night.

Speaker 2: [11:59](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=719.1) Huh.

Speaker 3: [11:59](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=719.95) And people actually have fun. We used to have a lobster roll. We had a lot of things going on at one time, uh, as society changed and a lot of this has to do with societal shifts. People's lives get busier, dedicate as much time. Security camp went from a Thursday to a Sunday and eventually just ended up being over the weekends, starting late Friday and Saturday and half a Sunday. And things are more, offering different things. Uh, it's always been designed to bring people difference in introducing them to different things within the industry. Uh, everything from diamonds to antique jewelry to Benton beads to a Swedish, silver and other things. So you'd end up, we'd ended up finding some very unusual speakers. That word introduced the attendees to a whole different world of things they may or may not see in their lifetime when I fall and keep it over. I wanted people to. Okay. I geared more towards everyday things that people would see in their life and in your business and in their collect. So started trying to find speakers that would tell you about how museums. Okay. Um, three auction houses worked how the diamond business work, how does stripe the motifs of the different periods and things. So I tried to make sure that it's something that people could learn everyday and things that they might see during their costs.

Speaker 2: [13:30](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=810.13) Well that makes a lot of sense. Having been an attendee, I would say very much accomplished that. And I would also say that to, well first of all, I don't think that very many places that you can get this information unless you're going to sit down and study yourself and it's much more interesting to hear from the experts. Also, just the fact that so many people keep coming back year after year. I think it's just a testament to how you know, how worthwhile it is.

Speaker 3: [13:53](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=833.91) This is true. I mean the attendance has flowed over the years and it's still is a great place to network and meet people.

Speaker 2: [14:08](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=848.25) I think it's a good point. The networking networking definitely is something that in addition to all the information, it's just a great way to meet people in the industry and other experts and just learn more about what's going on. So who, who is there a theme this year? Who are the speakers? I know it's going to be at the Newark Museum, which I know has a very interesting collection of jewelry. American jewelry.

Speaker 3: [14:32](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=872.21) Yes. My new director is ulysses who was the great, great grandson. There will be some jewelry of his at the camp or think that the New York show. These will be the keynote speaker and started off on Saturday morning. Uh, we then have a lovely lady from the met from New York,

Speaker 2: [14:55](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=895.77) right.

Speaker 3: [14:56](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=896.07) Um, who will be speaking about how they're putting together their very unique, uh, exhibition opening in November. Uh, Janet and jewelry expert will be speaking as a young man who's part of the new, newer generations will also be talking about trends in the business and a lot of people are anticipating that to be very, very good. Uh, so we put together as Susan Phillips will also be speaking about options and how they put together pieces for the auction, how they do their research and other times and other people have great insight into the business and helps them learn how to buy it. Yeah. Columbia University, we'll be talking about the different styles and periods periods,

Speaker 2: [15:48](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=948.47) and

Speaker 3: [15:51](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=951.35) so we'll have quite an interesting selection of speakers this year to give people a very, we'll have a very large, uh, interesting education and then also as a bonus on Friday in Manhattan, there's people can attend that. Artists. Okay. Uh, then there'll be a special preview at one of the auction houses in New York City, have hands on preview and wine tasting and will be served Friday evening. And then everybody's getting a pass to the New York show hosted by the Palm Palm Beach Group, uh, in Manhattan. The hubcast distrust Sunday.

Speaker 2: [16:31](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=991.68) That sounds great. It sounds like it's something I'm looking forward to an if this sounds like a puff piece to the audience, it's just because I am such a fan of jewelry camp and have enjoyed it so much and thanks so much everyone. That wraps up another episode of the Jewelry Journey. And if you enjoyed today's podcast, we'd love it if you would go to itunes or wherever you go for your podcast, and please go on and rate us and also join us for our next jewelry journey as we continue our travels from antique art jewelry. Thanks so much for listening.

Speaker 3: [17:03](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=1023.58) Thank you for having me, Sharon. Take care.

Speaker 1: [17:05](https://www.temi.com/editor/t/NpEEJpNvxrKgsc-g-pNBgKQgyNk1sePI-oA0uTLe3C-NcNNYwODd8jRfE3TtVY0kVk5IDJvcOgSe5zzSnSVIg58sRkw?loadFrom=DocumentDeeplink&ts=1025.46) Thank you. Thank you again for listening. Please leave us a rating and review so we can help others start their own jewelry journey.