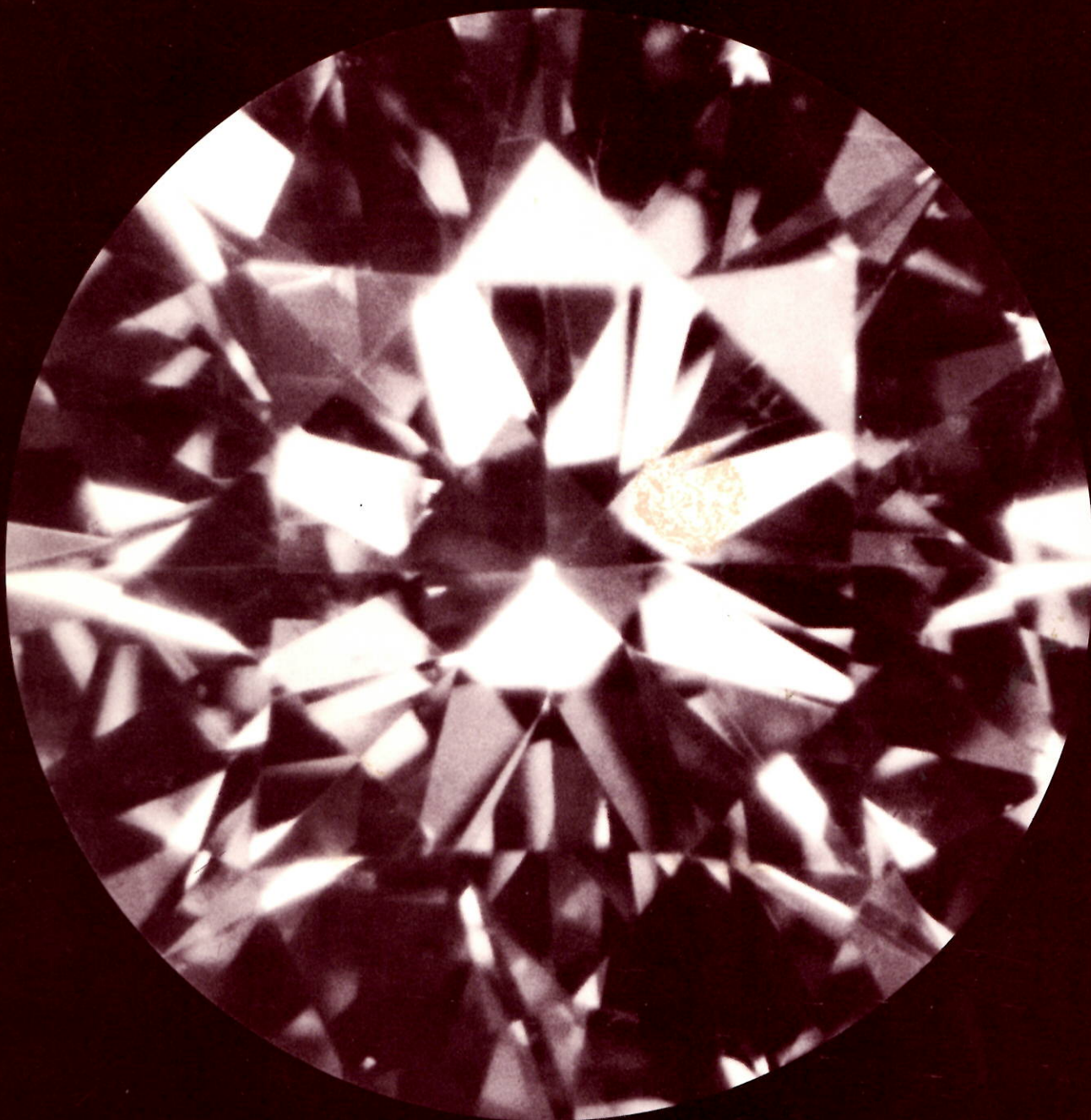


CORNERSTONE

 ACCREDITED GEMOLOGISTS ASSOCIATION



MAY 1987

TABLE OF CONTENTS

BOARD OF DIRECTORS, COMMITTEE CHAIRMEN, REGIONAL GOVERNORS.....	2
LETTER FROM THE EDITOR.....	3
OVERVIEW OF SOME OF THE CONFERENCE TALKS.....	4
MGA/ASA DUAL DESIGNATION.....	6
AGA GETS ITS OWN LIBRARIAN/HISTORIAN.....	7
ATARI PUSHES TO ENTER GEMOLOGICAL ARENA.....	7
RADIATION RESEARCH BRINGS TREMENDOUS INTEREST.....	8
APPRAISING THE APPRAISER.....	9
GEMOLOGISTS DISCOVER NEW "GEM".....	11
MEMBERSHIP BENEFITS.....	12
FEEDBACK FROM THE SURVEYS.....	15
EXCERPS FROM TRADE PUBLICATIONS.....	17
THE COLOR FACTOR IN JADE.....	19
AGA FINANCIAL STATEMENT.....	22
AGA MEMBERSHIP ROSTER '87.....	24
AGA MEMBERSHIP APPLICATION.....	33
SUPPLIER MEMBER INFORMATION AND APPLICATION.....	35

Board of Directors for '87

PRESIDENT - Robert L. Rosenblatt
2nd VICE PRESIDENT - Cortney Balzan
TREASURER - Jeffrey Hurwitz
1st VICE PRESIDENT - Brenda J. Caldwell
SECRETARY - Pamela J. Abramson

Regional Governors

REGION I - Donald Palmieri
REGION III - John P. Lauri
REGION V - Joseph Tenhagen
REGION VII - Mark Ginsberg
REGION VIII - Alfredo Molina
REGION IX - Thom S. Underwood
REGION x - Jean-Francois Moyersoem
REGION XI - Thomas Constantine
REGION XII - Charles Zawacki
REGION XIII - Alison Birch
REGION XV - Howard N. Biffer

Our committee structure for '87

PUBLICATIONS - Dana Richardson

INTERNATIONAL BOARD OF EXAMINERS -
this board serve temporarily to ensure a
smooth transition of the MGA program to
ASA
Donald Palmieri
Neil Cohen
Robert Rosenblatt

MGA/ASA MONITOR COMMITTEE -
3 year committee appointed by AGA to
serve on ASA board of MGA's
Neil Cohen
Cap Beesley
Donald Palmieri

ADMISSIONS AND MEMBERSHIP -
Allison Birch
All Regional
Governors
Rod Wagner
Martin Rappaport

R&D / COMMUNICATIONS -
communications

R&D / PUBLICATIONS REVIEW COMMITTEE -
this committee will review any
research data prior to printing
in any official AGA publication
Al Molina - chair
Cortney Balzan
Cap Beesley
Howard Biffer
Chris Leitweiler
Robert Rosenblatt

STANDARDS AND DISCLOSURE -
Cap Beesley

CONSTITUTION AND BYLAWS -
Neil Cohen

ETHICS AND GRIEVANCE -
David Atlas

TUCSON '88 -
Al Molina
B.J. Caldwell

LETTER FROM THE EDITOR

Dear AGA members,

Here is the Cornerstone at last! I won't make any apologies for how long it took to get to you because I worked as fast as I could. Life is not the same anymore - I can no longer work all day straight through, and then late at night to get everything done - with a now three month old baby, working full time to run my business (baby comes along!) as well as trying to be wife, chef, laundress and housekeeper, my time is not my own (much anyway). So thank you for your patience. I want to especially thank Robert Rosenblatt - our new AGA president - for getting the information to me, and writing many of the articles. Robert is doing a great job, and has a huge amount of energy and enthusiasm for AGA and its members. He too is very busy with work and family but seems to always find the time for us. Thanks to Elizabeth Cressey-Plummer and Stephen Wesson for the photos for this issue, taken at the Tucson conference. I missed the conference this year for the first time in four years and really felt that I had missed out on a lot. From the responses of those who attended it was wonderful! Thanks to Cortney Balzan for his articles, thanks to the regular reporters and a great big thanks to Craig Lynch for his summaries of several of the conference lectures.

In this issue of the Cornerstone you will find photos of and information about the Tucson '87 conference, what's going on with the MGA program, news about computers in the jewelry and gem industries, what the public is being told about choosing an appraiser, member benefits in the form of discounts offered for guides, books and price lists, who said what in answer to our survey, highlights from trade publications, assorted news and association business, the 1987 membership directory, membership applications, and a very good article on color in jade, thanks to Betty Simpson. This is the only heavy 'gemological' article, and I know that that is the area most of you want to see more of. I need your help in steering me to this information. I'm more than happy to put all of the

articles and information together and edit, correct and publish the newsletters and Cornerstone issue, but I need help in gathering the information! Anyone who sees articles in publications other than jewelry and gem trade publications, please cut them out and send them to me. So much information is out there and we want it to get to all of you. If you see a particularly interesting article in one of the trade magazines, please let me know. We need more reporters, members who would be willing to research and report on specific topics to keep the rest of us up to date. If any of you can help it is really needed! In order for the organization to be really wonderful, each and every member should be contributing something. I've really enjoyed 'working' for you, now I need your help for everyone's benefit.

If you find a few errors here and there in this issue I want to blame it right now on childbirth. This completely warps your mind for a while, but not permanently I hope. For a time I had trouble remembering the names of the primary colors, I forgot to put a two carat diamond ring in the safe and it was stolen off of my desk, and I burned up my prize Cuisinart saucepan, steaming vegetables on high for twenty minutes with no water in the pan. The baby 'waters' me regularly, usually in the middle of the night, hitting whatever is closest, usually my hand but occasionally my nose. I trip over everything and forget people's names, but everyone assures me that this is only temporary, so please persevere, I should be back to normal someday!

Hope all is well with you and business is good.....Dana

OVERVIEWS OF SOME OF THE CONFERENCE TALKS

BY CRAIG LYNCH

If you missed the A.G.A. conference in Tucson you missed a lot. The vast amount of information disseminated there is staggering. Information that is critical in keeping up with the many changes that are occurring in our industry every month. For those that were not able to attend I am going to be reviewing many of the topics discussed there. My intent is to inform and to hopefully excite people to be in attendance next year. All of the talks are available on Video and are ready for purchase.....Craig



WHAT ARE DIAMONDS

MARTIN RAPAPORT

Martin Rapaport's fascinating talk on diamond prices is filled with humor and lively gestures as he discusses a wide range of information with a unique perspective and insight that is seldom seen outside the Diamond Dealers Club on 47th street. He starts by covering the common denominator in the world's wholesale diamond markets, principally Antwerp, Israel, New York and India and then goes into the history and development of the 10 to 15 billion dollar a year world market.

He debunks several of the myths that are common in the jewelry industry today such as "It is cheaper to buy diamonds overseas", and that "DeBeers' all powerful cartel is the only key influence in the world diamond market". Mr. Rapaport explains the impact of interest rates, international monetary

rates, and inflation on the price of diamonds as well as the national birth, marriage and divorce rates.

He then brings the subject closer to home with sound advice on buying diamonds. Whether you buy in the "Club" or on the "Street", Rapaport gives some great tips such as, "You need to be very sure of what type and price of merchandise you want to see before you sit down and start looking. Don't be swayed or talked into merchandise that is different than what you are looking for", and "Money in hand is a critical edge in buying, perhaps more so than most buyers realize".

This talk is filled with information on how the Diamond Dealers Club works, how to get invited to the Club for the first time, how brokers transact business and the general traditions, customs and ethics of the dealers and brokers of our industry. Mr. Rapaport concludes his talk with a working explanation of his famous price list and comments on the impact of computers in the diamond industry.



THE FUTURE OF G.I.A.

BILL BOYAJIANS

It is clear to see that Bill Boyajians first 6 months at the helm of G.I.A. has already had an impact. He's steering into the future and on a grand scale. The G.I.A. is in another growth spurt with expansion, major home study course revisions, up-dating of laboratory procedures and more computerization.

Some of the specifics are as follows:

The Gem Trade Laboratory will soon be using the nomenclature for colored stones that the G.I.A. came out with some time ago. The laboratories will start disclosing as much information as possible on reports, whether it is asked for or not. They are also looking into purchasing laser equipment for the measurement of weights and angles.

There will be new programs in the areas of Sales Management, Jewelry Arts and Pearl and Bead Restraining.

G.I.A. NET will provide instant feedback for the student in home study situations. The computer net will allow the student to answer the questions at the end of the chapter through the computer net and the correct answer or incorrect answer will appear on the screen.

The G.I.A. will be involved in more industry issues that deal with ethics. They plan to set a standard by which new students can judge by. This will include the interpretation of the F.T.C. rulings and the dealing with ethics throughout all of the G.I.A. courses.

There will be the expansion of the library and information center with the purchase of an existing outside private library.

The G.I.A. will be expanding around the world with a trip to China in the spring.

These and much more are planned as Boyajian creates a master plan to take the G.I.A. into the year 2000. The overall concept is to be more service aware and to be a market driven company instead of the manufacturing driven organization of the past.

DON'T OVERLOOK THE OBVIOUS

ANTONIO BONANNO & ANTOINETTE MATLIN

The Father-Daughter Appraiser Team of Tony and Antoinette Bonanno gave some prudent and thought-provoking comment on two subjects.

One of those was "What can happen when you don't fully use your skills and assume the obvious conclusion about a piece of jewelry". The other was tips on marketing your appraisal skills.



The first half of the talk gave several examples where the lack of using basic skills can cause serious errors. One example cited was the recent re-emergence of painted diamonds. In this case, diamonds are painted with clear coatings to improve their color. There are several methods used when painting diamonds, and Tony goes in to depth of ways to detect this treatment and how to clean the diamonds for proper evaluation. He also covers how to tactfully deal with the client who provided the stone. Recently there have been several painted stones coming through the GIA Lab in NYC and other East Coast laboratories. Tony cautioned that this practice is easily missed by wholesale buyers, appraisers and gemologists who have the skills, but sometimes get careless when examining the stone. In another recent example, reference was made to errors made at a famous auction house. Parties failed to examine a stone closely because it had a certification by a world renowned gemological laboratory. This stone had been treated to improve color, most likely after the certification had been issued. That treatment lessened the value greatly.

In the second half, Antoinette made specific comments on dealing with the media, i.e. T.V., Radio and Newsprint. She suggests before dealing with the interviewer or reporter, to write out on paper a brief statement of your key points or objectives. Your complete name, address and credentials should be included and a copy made for both yourself and the reporter. She also told how to turn negative media into something positive for you in the eyes of the public.

Several suggestions were given on

how to obtain free advertising through the local fashion editor, business editor and social editor (appraiser speaks at the garden club).

Other examples were public speaking on "How to purchase a diamond" and "How to insure your jewelry". Targeting women's groups, colleges and various associations were also covered as these give you both a captive audience and the possibility of media coverage of the speaking event.



THE FUTURE OF THE MGA

MR. ROY MORRIS III
PRESIDENT ELECT OF ASA

Mr. Morris expressed his pleasure for the merger of the MGA program into the ASA. He stated that there had long been a need in the jewelry appraisal industry for an organization which would provide both education and certification.

Although the ASA had the largest number of appraisers, the organization needed the strengths of the MGA program to provide a format for certification and recertification.

Last year a select Senate subcommittee associated with the Department of Commerce conducted an investigation, producing a report critical of jewelry appraisers. The results of the report were either the appraisers police themselves or shortly there would be legislation passed to protect the consumer. Guidelines were mandated for improvements in certification, recertification, ethics, etc.

During the past year, nine different associations have joined to standardize criteria for the areas seen by the government as lacking consumer protection. These associations have agreed that appraisers will soon have a Federal Certification required to do appraisals for any banks or Federal and State agencies.

With these pending developments, Mr. Morris feels that the MGA program and the ASA will continue to lead the industry and set the standard of professionalism for jewelry appraisers.

MGA/ASA DUAL DESIGNATION

You all know that in July we turn the MGA program over to ASA. This will be a wonderful chance for those who have priority in appraisal services to be the best there is and to upgrade their status and ongoing education. We would like to thank Neil Cohen especially for his years of ambitious drive in placing the AGA programs in such good hands.

Although some members felt that the MGA program detracted from the "gemological" purity of what they thought AGA represented, it enhanced AGA greatly and made an impact of serious proportions on the industry as a whole. We pioneered the most advanced gem and jewelry program anywhere in the world and serve as a model for all other organizations striving to accomplish respectability in professional jewelry appraising. To Donald Palmieri, Joe Tenhagen, Neil Cohen Cap Beesley, Al Molino, David Atlas and the numerous others who put forth so much effort to make the Master Gemologist Appraiser program the finest available, we thank you!

What will take the place of the MGA program? We have only to use our imagination. The NEEDS of the gemological community are endless. Do you have a project you want to tackle? AGA is the place for you.

Just a quick reminder to the MGA's who intend to take on the ASA designation; you must be current on all dues and your certification in the program. We're sorry but without a current status ASA will not accept you into the program. Anyone needing to recertify that cannot attend our Washington D.C. conference should contact Donald Palmieri for special arrangements.

You MGA's should be very proud of your accomplishments. We hope you will continue to serve your gemological community and push to make the MGA program even bigger and better in ASA. We also hope you will decide to stay with AGA and help us to continue accomplishing

those special projects that make AGA the leader in gemological organizations.

AGA GETS ITS OWN LIBRARIAN/HISTORIAN

We have, for three years, talked about and planned to start a library for our members. AGA has been collecting data and research data for years. We have members from every corner of the globe, many of whom publish regularly. We have a history in our organization going back to 1974. We have for many years held one of the most prestigious and important gemological events and for several years now recorded the speakers. We have video tapes, audio tapes, transcripts, and tidbits on gemological data which are not duplicated anywhere.

Cortney Balzan, our Second Vice President has had a keen interest in preserving our data and starting a project to organize and catalog this data for general member use. Effective immediately, Cortney will begin this task.

Within a year we hope to have a computer database and printed list which will detail and list thousands of articles and informational documents available for members use. Much of this information will be available as downloads on our own AGANET for instant on line retrieval. We would like to also make an urgent plea for any of you to send in your own articles, perhaps ones published by or about you or someone working for you, and we would like to begin collecting any old or unused gemological reference data you may wish to donate. Additionally, if you would like to join the Library/History Committee please contact Cortney. He is anxious to hear from anyone with data to donate.



ATARI PUSHES TO ENTER GEMOLOGICAL ARENA

For those who did not attend our Tucson '87, we have to tell you, something very interesting happened. Along with many fine gemological presentations we also had a preview to what will soon be a whole new era in our business operations; computers. Thanks to the ATARI Corporation, we were able to demonstrate some of the most advanced techniques in computer business applications.

ATARI was impressed with the TUCSON show and decided to spend some time and money to move into the jewelry market. We hope to feature some VERY SPECIAL offers on hard and software from ATARI as well as other computer companies. ATARI currently has the corner on the market when it comes to super powerful machines for a fraction of what "BIG BLUE" or compatibles cost. You can for example buy a complete ATARI set up including a one meg machine, double sided disc drive TOS in ROM, modem, printer and color monitor for graphic art, word processor, and two language disks for under \$1500. We currently manage publications, AGANET and our mailing/membership data base on an ATARI.

Recently a complete cash register "point of sale" in store retail management system is available for the ATARI for \$49.95. The desktop publishing program we use is under \$100 and in the late summer ATARI intends to introduce a laser printer for under \$1500. In other words, great things are happening at ATARI and with software supporters who write for ATARI ST.

We intend to stay on top of this new media and use it to reach out even farther in our quest to bring the best products and information to our members. We also intend to issue a challenge to all computer companies including "BIG BLUE" to join ATARI and address the gem and jewelry applications in computers. By next Tucson we hope to have some other companies represented and to put on some new workshops. If you have computers we hope to help you learn to use them more effectively and if you don't yet have a computer we will try to help you buy the best system for your needs.

If you have any special requests in computer updates, please let us know and we will try to research your interest.



ROD WAGNER

RADIATION RESEARCH BRINGS TREMENDOUS INTEREST

Since our research and subsequent publication outlining the radiation treatment of gems, where some radiation levels have been detected and determined to be unsafe due to possible improper treatment of gems, we have received many inquiries from the trade and even from concerned consumers. In our Tucson '87 conference Judith Osmer outlined the particulars of treatment, specifically on blue topaz, and gave many good tips on how to manage and detect this potential hazard. One definite requirement of the current day gem buyer or appraiser is a portable radiation monitor. We have previewed one available to AGA by Creative Innovations and have more to try on the way. They are available for under \$200 and these units are very reliable in determining potentially "hot" or hazardous material. We strongly recommend you become aware of gems susceptible to irradiation treatment and equip yourself with a radiation monitor if you regularly buy or sell these gems. If you do buy a monitor, just a word of advise - "USE IT ON EVERY POTENTIALLY TREATED GEM". We have some great technical advisors in this area and if you are concerned about your lab or some material you suspect, just let us know. We can help.



JUDITH OSMER

PUBLIC RELATIONS

The following appeared in the April 1987 issue of Good Housekeeping magazine. BJ did a wonderful job as our AGA head of the Public Relations committee. She has learned to take advantage of 'free advertising' to promote her business, and helped our members to do the same for themselves. THANK YOU BJ!

WARNING: YOU MAY NOT BE REIMBURSED FOR THE FULL VALUE of stolen jewelry or silverware under your standard home-insurance policy. But you can protect these items by adding a rider to your current policy or buying a separate policy for them. Note: You might not be reimbursed for items you accidentally lose, and claims for stolen property usually must include a police report. For a list of questions to ask your insurance agent, send a business-size, self-addressed, stamped envelope (SASE) to B.J. Caldwell Jewelers, 7225 N. Oracle Rd., #102, Tucson, Ariz. 85704



B.J., ELIZABETH AND MONICA

APPRAISING THE APPRAISER

DON'T PLACE YOUR TRUST—OR VALUABLES—WITH ONE UNTIL YOU'RE CERTAIN OF PROFESSIONAL SCRUPLES. FROM KIPLINGER'S CHANGING TIMES FINANCIAL SERVICES DIRECTORY ISSUE #2

Most people occasionally need the services of someone to tell them the current worth of their valuables. The items in question might be jewelry, sterling silver flatware, fine furniture, paintings, or a stamp or coin collection inherited from Aunt Franny.

You'll probably need this service if you're buying or upgrading your homeowners insurance, or maybe you want to dispose of an old family possession and want to know what it's worth before you donate it to charity or offer it for sale to the public or a dealer. Or you are revising your will and want to bequeath valuables of roughly equal value to each of your children. Perhaps a relative has just died, naming you as executor, and you need an accurate inventory and appraisal of the estate.

Even if there isn't a special need at the moment, everyone with things of value should get an appraisal and keep it current once every few years, especially in times of rapid appreciation in tangible assets.

Many insurance companies require an appraisal, particularly before they insure jewelry over a certain limit. If articles are lost or stolen, you'll need proof of value for filing insurance or tax-loss claims.

Finding a top-notch appraiser isn't always easy. Just about anyone can use the title of appraiser. Membership in a major appraisers society is a good credential but not a guarantee of skill or integrity. Nor does the lack of a certificate necessarily indicate a lack of expertise.

Check the appraiser's reputation in the community. Ask for recommendations from people who frequently use appraisers—bankers, auction houses, antiques dealers. An appraiser should be prepared to provide information on his or her qualifications and clients.

Your insurance agent may recommend an appraiser, but note that some agents steer clients to appraisers who inflate

valuations, causing the client to buy too much insurance. An inflated estimate could bring you an insurance windfall if you have a loss, but the odds are you won't. In the meantime, you'll pay for more insurance than you need.

The appraiser you choose must have a special knowledge of the kinds of possessions you have. No one is an expert in everything, and when you're paying by the hour, you don't want to finance the appraiser's education.

If the appraiser tells you the fee will be a percentage of the value placed on your possessions, look elsewhere. That's an inherent conflict of interest and widely viewed as unethical.

Hourly rates or flat fees are considered most fair. Good appraisers know that some items of vast value can be identified and appraised very quickly, for a modest fee. Sometimes researching an obscure item of modest value can take a lot of time and trouble, for which the appraiser deserves compensation.

Prices vary greatly, across regions and specialties of goods. Generally, however, hourly fees range from \$50 to \$200, or you can negotiate a flat fee for a lengthy appraisal assignment. Jewelry appraising typically is arranged on a per-item basis. Depending on the time and complexity involved, the first item could cost from \$35 to \$50, with an additional charge of \$10 to \$30 per extra item.

Be sure to provide the appraiser with any documents that relate to your possessions, such as sales receipts, history of previous ownership, jewelry certification papers, descriptions, estate evaluations or previous appraisal reports. They can save time.

The appraisal report should include a complete description of each article. In furniture, for example, it should include period, style, wood, embellishments and condition, with any restoration noted. For jewelry, details include size, cut, weight and quality.

Make sure the appraiser knows the purpose of the appraisal - whether for insurance, settlement of an estate, sale or donation. An article might be valued higher for insurance than for sale, for example.

LESS THAN STERLING

This brings up one of the cardinal

rules of dealing with an appraiser: Don't sell your possessions to the person who did the appraisal. Many dealers in antiques, jewelry and fine arts appraise on the side, often creating a conflict of interest.

Unethical appraiser-dealers will lowball the value of an item and then offer to buy it at that price. Or sometimes they will set up the seller by unreasonably overvaluing a few trifles, then buy the masterpiece in the home for less than it's worth. If you're tempted to sell to an appraiser-dealer, get a second opinion.

A jeweler who tries to sell you something might offer, at no additional cost, a bloated appraisal to make you think you're getting a bargain. One clue is vagueness in the appraisal. If you have suspicions, get a second opinion before you buy the piece.

Don't be shocked if a current appraisal comes in lower than the original purchase price or an earlier appraisal. The old appraisal may have been in error, or the item may have been misrepresented in type or quality when purchased.

Even items of enduring worth can go down in market value, for several reasons. For example, the buyer may have purchased an item at the height of fashion, after which its popularity declined. This is sometimes the case with antique furniture and art. Perhaps the buyer paid too much.

Sterling silver appraisals done several years ago, when the Hunt brothers drove up the price of silver with their speculations, will be far higher than a current appraisal. The same is true of some gold items whose value lies in their content, not artistic merit.

For information about appraisals, you can call or write the appraiser organizations listed below. For information on other appraiser organizations, see the article on page 147.

ACCREDITED GEMOLOGISTS ASSOCIATION
99 Pratt St.
Hartford, Conn. 06103
203-278-1800

Full members with three years of extensive experience or five years of normal experience can qualify for the group's master gemologist appraiser designation by taking three days of instruction, passing tests and submitting three acceptable

appraisals. They must be recertified every three years.

AMERICAN GEM SOCIETY
5901 W. Third St.
Los Angeles, Cal. 90036-2898
213-936-4367

Composed of jewelers, this group confers the title of certified gemologist appraiser on those candidates who pass GIA-administered courses and submit satisfactory appraisals. They must pass an annual appraisal exam. When writing, ask for a consumer appraisal kit.

THE GEMOLOGICAL INSTITUTE OF AMERICA
1660 Stewart St.
Santa Monica, Cal. 90404
213-829-2991

The GIA offers an appraisal seminar on identifying, evaluating, classifying and marketing precious stones and on other subjects as well, with emphasis on judging quality and authenticity.

PARTICIPATION IN EDUCATIONAL SEMINAR

CORTNEY G. BALZAN

In Tucson this year, AGA was invited to participate in a joint educational seminar. The setting is New York City in June or July, 1987. The topic will be current issues in gemology and appraising.

AGA was invited to participate in the gemological area. Invited to attend were the American Association of Appraisers, American Society of Appraisers, The National Association of Jewelry Appraisers and the Gemological Appraisal Association.

The purpose is to touch on issues that concern each group in relationship to the trade as a whole. The Accredited Gemologist Association would send a representative who would promote its high professional standards in education, research identification and evaluation of gem materials and jewelry.

For further information contact:

Cortney Balzan, MGA
P.O. Box 6007
San Rafael, CA 94903

BRAZIL GEM BUYING ASSISTANCE

Precious Resources Ltd., an American owned and managed registered exporter is offering professional gem buyers a complete buying and exporting service.

Among the services offered are: negotiation assistance, gemological laboratory, recutting in an American supervised lapidation, official export, money exchange advice, detailed record keeping and transportation assistance.

David Epstein, an internationally recognized gem cutter and Managing Director of the firm, stated; "We feel that we have put together a comprehensive and effective program where none existed. Time after time, we've seen foreigners come to Brazil only to be confused or abused because they did not know the Brazilian market or the language well. We fill a very important need, and our clients have been most happy with our mutual success." The company maintains continuous contact with clients, and locates or cuts special orders and is happy to handle all aspects of exporting.

For further information contact:

Precious Resources Ltda.
Rua Dr. Joao Antonio, 287
Teofilo Otoni Minas Gerais - Cep. 39800
Brasil
Tel. (033) 521-4781

GEMOLOGISTS DISCOVER NEW "GEM"

FROM ST WORLD

Diamonds, gold, pearls, emeralds, sapphires and the Atari ST proved to have more in common than just the word "GEM" at the ninth annual G.L.D.A. Tucson Gem Show hosted at the Holiday Inn Broadway in Tucson, Arizona. The show is the largest of its kind held in the United States displaying millions of dollars of precious gemstones. Attendance is restricted to only qualified wholesale buyers. Off-duty police officers, (armed and in uniform) insure that only qualified buyers gain admission to this annual extravaganza.

Bookman's, the largest Atari dealer in Tucson, hosted the Atari display centered among exhibitors displaying dia-

monds, sapphires and rare gem stones. The Atari SI running a demo of Tom Hudson's CAD 3D program with a picture of a solitaire diamond received high praise for its clarity, color reproduction, accuracy in display and ease of use. The Atari ST system proved to be one of the highlights of the show. Demonstrations of the versatility and power of the ST covering wordprocessing, database management, spreadsheet applications and desk top publishing generated keen interest among attendees, especially after learning the price of the system.

Running concurrent with the G.L.D.A. Gem Show, the ACCREDITED GEMOLOGISTS ASSOCIATION hosted their annual conference at the Hotel Park Tucson. The association, founded in 1974, is composed of many of the world's foremost gemological authorities in 14 countries.

As part of the conference honored speakers included Sig Hartmann, Vice President, Atari Corp and Martin Rapaport, renowned diamond authority and author of Rapaport Diamond Report on Compuserve. Seminars on complete computer management including bookkeeping, accounting, appraisal, inventory, creating a database using uBMan, desk top publishing with SoftLogik's Publishing Partner, and A.N.D. Corp's new fast-KEY Shell on the Atari ST were hosted by Sig Hartmann, Atari Corp.; Bob Schlesinger, Jeff Johnston, Bookman's Atari Center; Pat Duffy, Mountain Micro Marketing, Inc. Rod Wagner, Gemsystems, Inc. demonstrated his new "GEMSTATION" appraisal program (based on Tom Hudson's CAD-3D 2.0 program) on the Atari ST. Martin Rapaport demonstrated telecommunications on the Atari ST with a live on-line presentation accessing the current wholesale diamond market contained in the Rapaport Diamond Report on Compuserve.

ROBERT L. ROSENBLATT, PRESIDENT-ELECT, AGA announced that the Atari ST will be used by the Accredited Gemologist Association for maintaining their membership roster, mailing lists, communications and for publishing the "Cornerstone", the official AGA journal with SoftLogik's Publishing Partner program.

One of the board members pointed out that this years registration for the conference was being recorded on an Atari ST using dBMan and the staff handling the

registrations were surprised how easy the ST was to use.

The AGA Board also adopted a standardization for the appraisal of gemstone grading using dBMan and Gemstation programs on the Atari ST. The Accredited Gemologists Association has introduced a new "GEM" to the gemological community-the ATARI ST.

MEMBERSHIP BENEFITS

We have been, for the past year, working to increase the direct benefits that members derive from their dues to AGA. One area that has been of particular interest to many of you is receiving discounts on goods and services offered to the trade. We are very pleased to announce that several suppliers have taken a keen interest in AGA and have been very generous to volunteer savings on their products to AGA members. At this time the majority of savings are being offered on subscriptions to newsletters and price lists. We are negotiating with equipment suppliers and gem and metal suppliers and should be able to bring many fine quality products at substantial savings in the very near future. As our SUPPLIER member category grows we will see a whole new dimension added to AGA. We have plans to provide a lot of these goods and services as a listing service on AGANET (by the way, you can list something you want to buy or sell on AGANET already), and are looking at ways to have dealers tie their inventory listing to AGANET in an ONLINE ordering service.

Listed below are the suppliers currently offering savings to AGA members. Please contact these people directly for further information or to order. DO NOT send orders to AGA. When ordering from these people, please provide them with your AGA membership number indicating that you are an AGA member seeking the offered savings. ALL SUPPLIERS WILL CHECK TO VERIFY CURRENT MEMBER STATUS! Also, these savings are offered on first time or new orders only, and as of yet are not offered on renewals (but we are working on that too!).

THE JADE COLLECTOR - a quarterly publication published by Betty Parker Simpson. Betty spoke at our Tucson conference and is considered one of the leading authorities on jade in this country. This letter gives excellent advise on how to buy, sell, appraise and appreciate JADE. It lists shows over the year, reviews articles published on the subject of jade, and is a very appropriate sales aid or counter support literature for any store. Price is \$25.00 per year. Special offer to AGA: receive one quarter free when ordering a years subscription.

For information write to:
Betty Parker Simpson
33112 Lake Road
Avon Lake, Ohio 44012

THE DIAMOND YEARBOOK - published by Jean-Francois Moyersoen. Jean-Francois is an AGA member and has been a guest speaker several times at our Tucson Conferences. He is considered one of the worlds leading authorities on how diamonds exist as an international commodity and the effect of international economics on the diamond and all gem and jewelry markets. The book reviews the history of the diamond market and gives original accurate and unbiased study of the diamond market with more than 100 charts and figures in full color. Reviews tout this book as "the most documented and updated book ever written about the diamond market." Regular price of the book is \$99.00 plus \$6.00 postage and handling. For AGA members the price is \$85.00 plus \$6.00 postage and handling. For more information write to:

The Diamond Yearbook
UBIGE s.p.r.l.
26 Avenue De Gaulle
B-1050 Brussels - Belgium

GEMSTONE PRICE REPORTS - published by U.B.I.G.E. and Jean-Francois Moyersoen. This comprehensive price list covers diamonds and ruby, emerald and sapphire prices with GIA diamond grades and AGL and GIA colored stone grades for matrix comparison, with many quick and easy to read reviews and articles on market conditions and special interest items.

Published monthly, the regular cost is \$270.00 plus postage for one year and

\$460.00 plus postage for two years. Special AGA member price is \$225.00 for one year and \$420.00 for two years (plus postage).

For more information contact:

UBIGE s.p.r.l.
26 Avenue De Gualle
B-1050 Brussels - Belgium

DIAMOND AND GEMSTONE MARKET MONITORS, FAIR MARKET VALUE MONITOR - published by Gemological Appraisal Association and Donald Palmieri. Donald is an AGA member and the Chair of the International Board of Examiners of the Master Gemologist Appraiser program. Donald is considered to be one of the most respected appraisers in the country and has devoted many many years to developing a comprehensive pricing SYSTEM. His price lists are a comprehensive appraisal tool giving data on regular and fancy color diamonds, fancy cut, baguette and laser cut, old mine and european cut and give GIA matrix with "certs at a glance" prices as well as modifying tables for fluorescence. The colored stone section gives prices for all major colored stones with GIA and AGL matrix. The Fair Market Monitor is one of the only existing documented comprehensive reference price lists for determining fair market value for estate, tax, divorce, liquidation, bankruptcy etc. and has been compiled in an easy to use format. Regular subscription price is \$150 for the Diamond and Gemstone Market Monitors (together in one book) and \$150 for the Fair Market Value Monitor. AGA members receive a 15% discount on all rates.

For more information contact:

Gemological Appraisal Association
666 Washington Road
Pittsburg, PA 15228

RAPAPORT DIAMOND PRICE REPORT - published by Rapaport Diamonds Inc. and Martin Rapaport. Martin has been one of the most controversial figures in the diamond price report industry and has been "bounced" out of the Diamond Dealers Club and just recently been reinstated and elected to the board. His list gives current "BUY SELL" information in GIA matrix. His list includes all shapes and qualities and his services include listings for sale and brokerage as well as complete guides in all areas for

appraisal. Rapaport claims a unique "REAL MARKET" value in his reports and for years you have probably heard the term "how much OFF RAP can I get". His regular price for one year subscription is \$150. His "RAPNET" electronic bulletin board service is a unique diamond market all unto itself and features most of everything you find in his price report with a complete buy sell listing service. The regular price for using this service is \$50 which includes 6 months of free service. All AGA members will receive an extra free month with a subscription to either and or both of these services.

For more information contact:

Rapaport Diamond Corp.
15 West 47th Street
New York, NY 10036

SPACE GIVING UP SECRET ON CREATING DIAMONDS

BY GAYLE YOUNG, UPI SCIENCE WRITER

NEW YORK - Interstellar space apparently is filled with diamond dust sprayed from stars shortly before they explode and the finding may lead to a better way to make diamonds in the laboratory, two scientists said Wednesday.

The surprising development was based on the discovery of microscopic bits of the precious gems in meteorites.

Besides providing clues to diamond manufacture, the discovery also sheds new light on a mysterious star that may have exploded shortly before our solar system was formed about five billion years ago, the University of Chicago scientists said in the British science journal Nature.

"It appears diamonds form from a star in the red giant phase", Edward Anders, professor of chemistry at the university, said in a telephone interview. "Diamonds must make up a good portion of interstellar dust, which is not what we expected."

"This (discovery) explains a number of things and brings up a number of questions."

Anders and his colleague, physicist Roy Lewis, said evidence indicates the microscopic diamond particles they discovered in four meteorites were probably made by a nearby red giant star that

exploded, becoming a supernova, shortly before the creation of our solar system.

Diamonds are formed from carbon deep in the Earth under intense heat and pressure, or are formed from carbon in space when an impact between two bodies of matter also creates intense heat and pressure.

However, the diamond particles sprayed by the red giant - and which later found their way into meteorites - were probably formed when carbonized gas surrounding the star cooled, Anders said.

Researchers in the United States, Soviet Union and Japan have already discovered through trial and error a way to make low quality diamonds out of cooled carbonized gas, he said.

Anders and Lewis said in interviews that their discovery may also tell scientists more about the giant supernova that some astronomers believe led to the creation of our solar system.

QUALITY CONTROL DEPARTMENT

**COMMUNICATION IN THE MARKETPLACE:
CARAT WEIGHT
BY CORTNEY BALZAN MGA, GG**

For the past two years Balzan's Gemological Laboratory has been consulting to large corporations on Diamond Quality represented to their clients.

This article is on carat weight. The category is what the stores call basics. This is single stones in the earring, pendant or ring area. The issue has been discussed both in the trade and public arena. Most of us are familiar with the subject matter.

The primary problem area is communication on weights as represented from Manufacturer or Vendor to Retailer. This is a problem that is widespread in the trade.

BGL finds that carat weights from the Vendor have a spread that deviates from FTC regulations. This is certainly true in the single stone realm from 1/2, 3/4 and four grainers. The tags that come in from the Vendors in many cases are marked 1/2, 3/4 or 1.00 carat but are less than the .005 carat tolerance for single stones set forth by law.

In many cases this problem can be remedied easily with communication between Vendor and Retailer. Depending on policy, the vendor may give a spread on carat weights. The approximate breakdown is .45 to .59 for 1/2's; .70 to .79 for 3/4's; .90 to 1.17 for 1.00 carats.

The items are mounted so weights are estimated by formula. Coming up both light and heavy in carat weight consistently something must be wrong. Though notes were always taken throughout the months and years.

The stores realized by customer returns that a problem existed. Their reputation of serving their customers could be diminished. Then a meeting between the Vendor and Retailer is set for discussion. The vital questions are asked. The vendors give their weight spread for price breaks. The weight spreads are ticketed by the store as exact weight and not the spread. The FTC allows the tolerance of .005 carats for single stones. The ticket is inaccurately marked.

Each participant does their business in their own way satisfying their own needs. Not a WIN WIN situation.

Not thinking of the ultimate buyer that is keeping them in business is a problem. Consequently, in the long run everyone may suffer. The client who gets an outside verification. The store who didn't satisfy their client. The vendor who didn't satisfy the store.

The next subject will be on clarity and color. Cortney G. Balzan, MGA

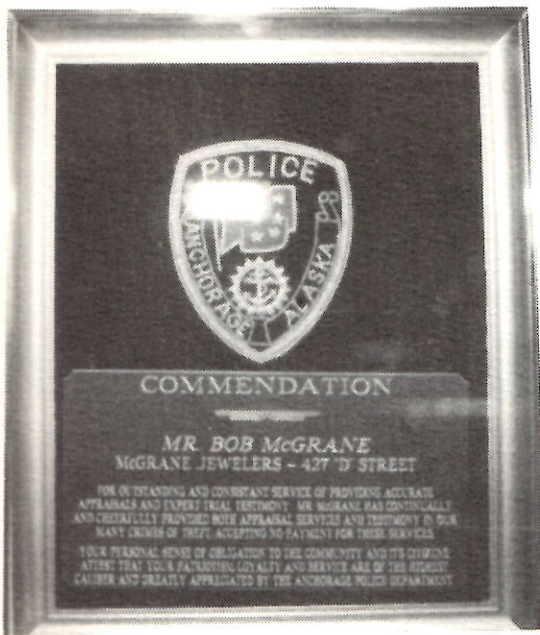
AGA MEMBER BOB McGRANE RECEIVES AWARD

CONGRATS BOB! WE'RE VERY PROUD OF YOU!

AGA member Bob McGrane of McGrane Jewels in Anchorage, Alaska, was honored by the city's Police Department on Dec. 31, 1986 for his appraisals and trial testimony.

His award plaque read: "Mr. McGrane has continually and cheerfully provided both appraisal services and testimony in our many crimes of theft, accepting no payment for these services.

"Your personal sense of obligation to the community and its citizens attest that your patriotism, loyalty and service are of the highest caliber and greatly appreciated by the Anchorage Police Department."



"I always look forward to the newsletters because it's so important to keep up with all the new developments. The booklet on gemstone enhancement will be very good to have on hand."

"AGA has divested itself of appraisal branch in favor of pure gemology -- why be involved and spend \$200 for sake of a subject society no longer relating to AGA?" (reference to vote on C.O.J.A.)

"Need further help on buying abroad".

"I'm glad the MGA program will be taken over by ASA - I think the fee for a 'registered lab' is outrageous - what do you get for the fee?"

"I appreciate and enjoy the thoroughness of AGA - Their uninhibited approach to the issues (treatments, etc.). The AGA Tucson conferences continue to be superior to other organizations. I would enjoy additional lectures on fancy color diamonds (natural) including price assistance (you had a Tucson lecturer two years ago)."

"Start correspondence with AGS and DCA, the two largest retail jeweler and appraisal groups in the country - I estimate approximately 3000 members all told. You need a friendly and cooperative dialogue with these two large retail jewelry organizations to accomplish true results. Here in the U.S.A. and Canadian Jewelry Industry - 'in my judgement' after forty years in the trade since my first lab 'A' session at G.I.A. in L.A. in summer 1947.

"Is it possible to have a toll-free number for AGANET? or, at least a local carrier to phone through? Conferencing on AGANET would be very advantageous to keep abreast of all latest news and problems and perhaps, even save mailing costs and publishing costs!"

"Glad that MGA is separated to ASA - seems to have been over emphasized in past several years in relation to gemological interests. 'CORNERSTONE' has articles of interest when it comes out - extracts from Tucson lectures could provide many articles. I realize that many

FEEDBACK FROM THE SURVEYS

YOUR OPINION COUNTS!

From our survey sent out in April, we received many constructive and worthwhile comments. We thought you might like to see what your fellow AGA member thinks. We would like to encourage your feedback and comment whenever you feel it is appropriate. Remember we can only improve AGA if we hear from you. Your unedited comments follow:

"I became an AGA member in March 1977 and have seen it become a truly professional association, keep up the good work and as for me, keep the good news coming".

"Think AGA is doing just fine!"

"AGA seems to cover alot of territory. Wish you could come up with a home course of appraisal work and the information the MGA teaches. Put more about proper pricing procedures and mark ups."

"Excellent, keep up the good work."

hours of work are involved in getting out a publication and it is important to our organization for education, communication and a cohesive feeling of belonging. Many thanks to Dana and associates! My main interest is in articles of gemological content - biographical sketches of our officers and noted persons would be interesting."

"I like the informative newsletters. I have been to meetings in Tucson and have been pleased with them."

"Lots of information coming my way... you are obviously working hard on this and I appreciate and congratulate you."

"Like various areas of involvement and expansion, i.e. AGANET. Don't like lack of promotion of AGA and MGA program. What can AGA do for me? Promote AGA membership in particular the MGA status I worked and paid for. I have done a good amount of promotion myself, but the organization should be doing more in this area."

"Would like to see more articles on developments in research and in synthetics, as well as jewelry news items; rather than meetings and symposium that many of us can not attend due to having to operate a business."

"I feel that there is activity and movement of late that is quite positive."

"\$2,516.30 seems like a lot of money for Presidents office expense, \$3,446.41 seems like a lot of money for membership committee, \$1,155.00 professional fees - what does that mean?, \$3,090.31 - WHAT publications?"

"Robert, your leadership as president is a great step in the right direction for AGA. I was very pleased to learn of your desire to pursue the gemological aspect of our industry and lighten the emphasis on appraising. For awhile AGA was getting to be an appraisal organization and there are already too many of those to contend with."

"It seems to me that in order for AGA to make any money from their tapes that they would have to make them available to the people in the jewelry industry who are interested in learning such as the GIA students. Perhaps they could make them available to the industry through the GIA bookstore or by publishing an article in National Jeweler that the tapes are available to people interested in the industry that are wanting to learn. The reason I say this is because the members of AGA have already been educated and they don't have as much interest in purchasing tapes as the students that are wanting to learn. Another thing I will mention is that you did not list what the membership fee is for AGA in your publication; but, what you might consider would be giving a new member their choice of one of the Tucson tapes free if they subscribe to new membership within the coming year, thus using the tapes as an incentive plan for membership".

"AGA has made great progress over the years and against steep odds it continues to provide superior value for the invested dollar in membership dues. Keep up the good work!"

We appreciate all of you who took the time to respond to our survey and to those who didn't, we hope to hear from you too!



TONY BONANNO IS HONORED AT AGA RECEPTION



This year a very special person was honored at our Tucson conference. Our traditional reception prior to the start of the conference was dedicated and held to honor Tony Bonanno. Tony has been a major contributor to the world of Gemology and he and his daughter Antoinette Matlins author a series of articles on gemology which appear in National Jeweler.

For his years of dedication and service to AGA and to the profession of gemology, Tony was honored at our reception where he was awarded a plaque and offered grateful thanks from past president Neil Cohen. Tony was one of the original members of AGA and has opened the doors of his gemological school in Maryland to host conferences and most recently MGA classes for testing.

Thanks again Tony! We appreciate your generous efforts.

EXCERPTS FROM TRADE PUBLICATIONS

NATIONAL JEWELER—APRIL 1, 1987
BY YOUNG McQUEEN

Page 1

PEARL HARVEST DISAPPOINTS; TOP QUALITIES NON-EXISTANT

The Japanese delayed harvest this year by two months in an attempt to improve the current pearl crop. Even with this delay the quantity of high quality pearls is non-existent. However, high quality pearls are available from past seasons. The net result of this situation is estimated to be as follows: top qualities up to 30% higher, better to

fine 15 to 20% higher, medium to better 5 to 10% higher, medium no increase to 15% less, lower to commercial 20% less. Size wise 5 up to 7mm are in good supply, above 7 in short supply.

BLOTCHED ARREST OF SHOP LIFTERS CAN CAUSE BIG DOLLAR MARK
Page 1

Must reading if you have a retail store, in short be careful using force.

GEM-TREATMENT DISCLOSURE PUSH MAKES HEADWAY IN PENNSYLVANIA
Page 1

His new bill gives purchasers one year to make a claim on an item that was treated and not disclosed. The treatment is defined as any process or combination of processes other than the normal finishing processes of shaping, carving, cutting cleaning and polishing. The new bill also includes the following sentence "...where such known or suspected treatment is non-permanent or unstable in that loss of enhancement may occur the dealer shall provide information on the care and handling required to prevent loss of enhancement".

GIA SAYS SYNTHETICS ENTERING DIAMOND MARKET
Page 12

GIA is talking about Sumitomo's synthetic yellow diamonds that were previously mentioned. The U.S. representative of Sumitomo confirmed that the Japanese are indeed selling cut pieces of its synthetic diamonds on the gem market in New York. They refuse to say how many companies purchased the stones. There was no comment on the quantity sold. Sumitomo stated that they are only making yellow - no blues, no pinks, no colorless. They did state however that they can vary the color from near colorless to deep yellow.

NATIONAL JEWELER—APRIL 16, 1987
BY YOUNG McQUEEN

Letter to the Editor EXPERT SHEDS LIGHT ON WHETSTONE STONE APPRAISAL ISSUES
Page 4

If you followed the story then you will applaud Dick Druchers letter. He



succinctly puts the whole issue in retrospect and lays it out clear and simple.

SCARCITIES IN TOP QUALITIES FRUSTRATE DIAMOND TRADE

Page 40

Survey article on the present state of the diamond market.

DUCHESS OF WINDSOR'S JEWELS AUCTIONED AT SOTHEBYS, GENEVA

Page 95

Short article with some pictures on this very well publicized auction.

The Sotheby Catalog for this auction is a hard bound edition which is well worth having in your collection. It is in itself a work of art.

CANADIAN GEMOLOGIST—WINTER '86 BY ED RYDER

MINERALIENTAGE MUNCHEN '86

By Q. Wight, M.A.

This is a review of a gem show in Munich, Germany. There are many such shows in Germany but this appears to be the largest. Three hundred dealers, most of them from Germany, exhibited. Along with gems from all over the world was a large exhibit of petrified wood, one specimen was a 2cm seam of deep blue amber between two layers of coal.

Some of the more striking exhibits included fire opals from pale yellow to deep garnet red, a blue stone named hauyne from Germany and a large selection of dark red zircons. The stone cutters at Idar-Oberstein contributed many excellent carvings, some in turquoise, lapis and labradorite.

GUIDELINES WITH RESPECT TO THE SALE AND MARKETING OF DIAMONDS

Consumer and Corporate Affairs, Canada

These guidelines were developed jointly by the Canadian Jewellers Association, the Canadian Gemmological Association, the Quebec Jewellers Corporation and Consumer and Corporate Affairs Canada to provide for voluntary industry compliance rather than a regulatory com-

pliance program.

Complete definitions are given for what a diamond is, for shapes, proportions, finish, color, purity, clarity and weight. Along with this are examples of the misuse of the terminology. The article concludes with statements concerning proper advertising.

CHECK-LIST FOR RARE GEMSTONES--KYANITE

By Willow Wight B.A. F.G.A. F.C.G.M.A.

This article is one of a regular series in this magazine. In this case kyanite is discussed, which is an aluminum silicate in the triclinic system. Some years ago crystals came from Kenya but it now is supplied from Brazil. It does also appear in many other locations, including the United States. The crystals are large from Brazil and are almost always blue. Occasionally green, gray, light yellow or near colorless crystals will appear. It has perfect cleavage and a hardness that varies from 5 parallel to the length to 7 across the crystals, making the stone hard to facet. It has strong pleochroism, a dispersion of 0.020 and a specific gravity of about 3.68.

The rest of the issue is taken up with book reviews and news of the Canadian Gemmological Association.

AGA GRANTS HONORARY MEMBERSHIPS

The following is a list of people who have been bestowed upon with an honorary membership to AGA.

LIFETIME:

Roy E. Morris III - International V.P. American Society of Appraisers

Bill Boyajian - Gemological Institute of America

ONE YEAR:

David S. Atlas - D. Atlas and Co.

C.R. "Cap" Beesley - American Gemological Laboratories

Jean Francois Moyersoan - Gemstone Price Reports

Antonio Bonanno - Columbia School of Gemology

Donald A. Palmieri - Gemological Appraisal Association

Rod Wagner - Gemsystems International

Martin Rapaport - Rapaport Diamonds, Inc.

Betty P. Simpson - The Jade Lady

Judith A. Osmer - J.O. Crystal Company

Antoinette Matlins

Margaret A. Howard - N-Ter-National Gems, Inc.

Mark Ebert

Sigmund Hartmann - Atari Corp.

Richard B. Drucker - Gemworld International, Inc.

Thomas H. Chatham - Chatham Created Gems

Michael Albritton - Park Albritton Intl.

Edmond Root - Jade N' Gem Corp.

THE COLOR FACTOR IN JADE

FROM "THE JADE COLLECTOR"
BY BETTY PARKER SIMPSON

Ancient Egypt believed color had healing powers. The early Chinese felt that color acted on the total man; physically, mentally and spiritually. Currently color commands attention. The age old art of color healing has been revived for increasing physical well-being; color therapists abound counseling on compatible colors for personality types; there are color engineers who are concerned with individual or mass color environments. Today we know more about color and its effects thanks to some 30,000 color consultants in the U.S. and their pioneering studies. Regardless of the sense or non-sense of these color practices, color is a form of energy that influences our mood.

In the jade experience the color factor is extremely important since it is a primary determinant in establishing value. The way we perceive color depends on light, intensity, value and texture.

Color perception can be influenced by physical limitations. 99% of women and 92% of men have normal vision in regard to color; they can distinguish between all the colors of the spectrum.

There are several different cate-

gories of color deficiency, trichromats see most colors normally but have problems with orange and pink - those close together in the color spectrum; dichromats have a red-green deficiency. A monochromatic is a genuinely colorblind person. Everything is either white, black or gray.

There are many other people who are not color deficient but are color insensitive. Because of the physical variables in color perception and the subjective nature of color memory, efforts are being made to standardize color in the jewelry industry. Currently charts, color systems and color meters are available to the trade. These efforts are far more successful with the faceted colored stones than they are with jade.

Charts and color systems unfortunately appeal to those who value a quick study; the individual who knows a little about a lot of gems. Relying solely on a chart or color system could lead to oversimplification and repeated errors.

According to George R. Rossman much scientific activity has been directed toward the origin of color in minerals. Sophisticated instruments are being used to investigate color and to determine whether the color in a particular gem originates naturally or in the laboratory.

In jadeite, a sodium aluminum silicate, ($\text{NaAlSi}_2\text{O}_6$) the properties of the sodium, aluminum and silicate are such that they are incapable of imparting color. If jadeite were chemically pure, it would be colorless. It is the impurities in the jade that bring about its color. The color of light green jadeite results from the presence of a small amount of iron, as a substitution for aluminum. If chromium is the substituent, a dark emerald green occurs.¹ Other colors result from the following substitutions:

Manganese is responsible for lavender.

Ferric hydroxide produces yellow and brown.

Ferrous silicates yield colors ranging from pale green to almost black.

Jadeite can also be colored by weathering. A natural staining can result from the infiltration of oxides of iron, manganese or other substances while the jade is being rolled along as a pebble

or boulder in a riverbed, or while buried in the ground or by the action of fire."²

The color of jadeite can also be changed by the addition of an organic dye similar to those used in food coloring.

Simple detection of color treatment begins with a light source; transmitting light through the stone, look for dye concentrations in the fractures. The light will show dye concentrations differing from the overall body color. Be aware that natural color jadeite may have different levels of color in any given piece, however, dyed color concentrations are in the fractures, not in the crystal structure of the stone. In detecting dyed green, a spectroscope is indicated. There will be sharp chrome lines in the red area of the spectrum. In dyed stones a smuggy band rather than the distinctive lines will appear.³

David Lin reports that the inferior quality jadeite with powdery texture and a yellowish color is the easiest to enhance and achieve an approximate color of apple green. I have recently seen several examples of green dyed Korean jade which also approaches apple green. Be alert whenever you see a tray of rings all the same color. If comparison pieces of natural color are available the dyed Korean jades could be more easily detected; however, when offered in isolation they could prove a hazard to the unsuspecting. David Lin further cautions about enhancement by color removal. In determining jade values, clear contrasts are always more valuable; white would be clear not greyish in cast; also, the presence of dark inclusions can lower the price. To remedy this the jade is soaked in acid to clean up the darkening deposits. The harder the stone the longer this process takes. Regrettably the process that removes the offending color also changes the texture of the stone. The vitality goes along with the color.

In detecting dyed lavender, a helpful test is ultraviolet light. An orange to yellow fluorescence to long-wave ultraviolet light. Again, "look for dye concentrations visible in micro surface cracks."⁴

Frequently I receive questions about choosing the best colors of jade. To this I consistently respond that terms like imperial jade or moss in the snow,

while poetic, offer little guidance in making selections for your enjoyment. The emerald greens and the bright yellow greens can be very expensive yet they might be a trifle harsh and not appeal to you. It is entirely possible to make a quality selection that is not intense green. Select the color you respond to. Color is often purely emotional. Choosing a color wisely means understanding its energy. Deep greens echo the vibrancy of nature, the eternal promise of spring. Yellow is the happiest hue; lavender accessorized with rust as it occurs naturally in jadeite can prove a powerful decorative statement; black underlines and accentuates any color choice for fashion and decoration.

Individuality and selectivity are implicit in your choice of colors in your jade experience.

Bibliography

¹ George R. Rossman, associate professor, California Institute of Technology, Pasadena, CA. *Color in Gems: The New Technologies*. *Gems and Gemology*, Summer 1981, p. 60-61.

² S. Howard Hansford, *Chinese Jade Carving*, p. 24-25 Lund Humphries London 1950. Hansford's work has been out of print for quite some time; however, Han-Shan Tang Ltd. of London is planning a reissue soon.

³ Dean Miyaskiro, GIA Graduate Gemologist, Diamond Consultant and promising modern jeweler. Pepeekeo, HI 96783.

⁴ David C. A. Lin, third generation of T.S. Lin and Sons, 1910 Ala Moana Blvd., Canterbury Place #1-C, Honolulu, HI 96815. David's involvement with jade is total. He knows the buying of the rough, the carving and the wholesaling to quality jade dealers. I cannot ever imagine David using a chart. So acute are his color sensibilities he identifies "old color" stones cut from the older pendants that have cracked and been recut and preserved, old buttons which have become ring stones from "new color", lesser material not so compact though adequate for commercial purposes.

⁵ John I. Koivula. *Some observations on the Treatment of Lavender Jadeite*, *Gems and Gemology*, Spring 1982, p. 33

⁶ Edward Dominik, Beverly Hills, CA, in March-April edition of "Arts of Asia" 1973. Stated, "Do not look for a perfect stone: this would not have historic value but merely value as a piece of mineral like buying a diamond. What is also most important is the carving." I was delighted during a recent interview to find Edward's opinions steadfast. He has just returned from a two week ski trip and was in great form!

⁷ John Ng, *Jade For You*, 1984. I have enclosed a copy of John Ng's master stone chart as an example of the color grading system available today. This chart is also included in the book "Jade For You" recently reviewed by Friends of Jade. John plans a new revised edition in paperback to be released soon.

⁸ Hing Wah Lee has recently moved his gallery and now works by appointment only, 600 West 9th Street, Suite 1108, Los Angeles, CA 90015, 213-627-0440

WHAT IS IMPERIAL JADE?

Imperial color is a very pure, very saturate green; with no overtone of yellow in the main body color. According to David Lin, as dark a green and as bright as possible; however, the degree of transparency is the determinate factor. To qualify, a stone must be semi-transparent; the interior network of silking must not be visible to the naked eye. The presence of mottling or any white in the stone disqualifies it. "The stone must be as clear as glass. Many stones may have imperial color (similar to the color of an emerald) yet they lack clarity. In early times there was a better

choice of materials. There was more life in the stones. If a stone has a powdery texture even good color is not enough. The stone will be without life - without vitality a stone lacks value."⁵

Edward Dominik feels the term "imperial jade", like "blue white" in the diamond industry, is an arbitrary description which sets unrealistic expectations. Imperial, whether describing embroideries or jade lends romance to any item. The general public enjoys the romance of owning an item that is suitable or owned by royalty; yet such terms have no scientific or educational connotation. How often do you encounter what you would consider "imperial". "Three or four years ago I sold a pair of emerald green cuff links with very small stones for \$37,000 at Sotheby's."⁶

Historically, quality stones originated in boulders found in "the old mines near the Kachin hills in Burma; this jadeite later came to be known as imperial; the symbol of the finest jade."

The term "old mine" is used to indicate the origin of a fine stone or as a descriptive term that admits the color of the jadeite resembles that found in the old mines."⁷

Beware of other qualifying terms: semi-imperial, almost, or approaches imperial color. This can indicate sales talk is being spoken.

Do they carve imperial green? Yes it is carved to remove matrix which detracts from the main body color of the stone. Can you explain the prices? Fine green is sold in cabochon cuts. To speak of price per millimeter or per carat is meaningless. In high quality prices are meaningful in single item context only.

From Hing Wah Lee: "In the last two years there is much greater interest by the American public in imperial jade." When asked to explain the prices he replied, the cleanest stones from the old mines command the highest prices."⁸

The supply of fine quality green jadeite has never been equal to the world wide demand. This can readily be seen in the record high prices being achieved at auction.



BETTY PARKER SIMPSON
"THE JADE LADY"

AGA FINANCIAL STATEMENT

ACCREDITED GEMOLOGIST ASSOCIATION, INC.
A MEMBERSHIP ORGANIZATION
STATEMENT OF REVENUES AND EXPENSES
FOR THE YEAR ENDED DECEMBER 31, 1986

Revenues	
Membership Dues	\$12,925.28
Annual Conference Fees	11,769.00
Miscellaneous Fees	52.00
Donations	<u>125.00</u>
Total Revenues	\$24,871.28
Expenses	
Annual Conference Expense	\$ 9,548.19
President's Office Expense	2,516.30
Treasurer's Office Expense	620.93
Professional Fees	1,155.00
Public Relations Committee	871.97
AGANET Expense	3,486.08
Admission and Membership committee	3,446.41
Publications	3,090.31
Research and Development	1,339.11
Executive Director	1,376.24
Refund Conference Fees	1,335.00
Member Benefit	285.00
Chapter Reimbursement	430.00
Constitution and Bylaw Committee	<u>1,128.68</u>
Total Expenses	\$30,629.22
Excess of Expenses over Revenue	<u>\$ 5,757.94</u>



AGA Membership Roster '87

LLOYD AARON, G.G. 1706 N.E. MIAMI GARDEN DR. NORTH MIAMI FL 33179 305-947-8386	#150	DAVID ASCHER, G.G. 201 CIVIC CENTER DRIVE EAST SANTA ANA CA 92701	#157
PAMELA J. ABRAMSON, G.G., F.G.A. 1051 MONTCALM STREET ORLANDO FL 32806 305-851-6602 2	#151	DAVID S. ATLAS, GG, CG, ASA, MGA D. ATLAS AND CO. INC. 732 SANSOM STREET PHILADELPHIA PA 19106 215-922-1926 800 441-1312	#398
MARSHALL ADAMS, G.G., M.G.A. 2364 NORTH DEL ROSA AVENUE SAN BERNADINO CA 92404 714-883-8463	#397	JOHN BAGHSARIAN, JR., G.G. 24 CHESAPEAKE ROAD ENGLISHTOWN NJ 07726	#366
SAMUEL AHARONOFF, G.G. 1212 AVENUE OF THE AMERICAS NEW YORK NY 10036	#344	J. MICHAEL BAKER, G.G. MIGEROBE INC. P.O. BOX 10610 JACKSON MS 39212 601-968-4460	#158
MICHAEL ALBRITTON, G.G. PARK ALBRITTON INTERNATIONAL 2210 WILSHIRE SUITE 145 SANTA MONICA CA 90403 213-829-7525	HON.	CORTNEY G. BALZAN, G.G., M.G.A. BALZAN GEM LAB 260 MAGNOLIA LARKSPUR CA 94939 415-924-1601 2	#323
DAROLD C. ALLEN, G.G. GEMOLOGICAL LABORATORY OF LOS ANGELES 607 SOUTH HILL STREET, SUITE 820 LOS ANGELES CA 90014 213-623-3773 213-545-3534 HOME	#152	LEWIS A. BANNON, G.G., F.G.A. 3155 MURPHY DRIVE BATON ROUGE LA 70809 504-925-8987	#159
JOSEPH AMBALU, G.G. DTA 13 WEST 47TH ST NEW YORK NY 10036	#362	SYLVAN J. BARANOV, GEMOLOGIST 1200 3RD AVENUE, SUITE 1102 SAN DIEGO CA 92101	#160
HENRY ANCINEC, G.G. 2743 NORWALK HAMTRAMCK MI 48212	#153	RODNEY P. BARIL, G.G. 45 MYRON STREET WEST WARWICK RI 02893	#161
SUZANNE M. ANDERSON, G.G. INDEPENDENT JEWELRY AND GEM APPRAISERS INC. 8950 VILLA LA JOLLA, SUITE 2200 LA JOLLA CA 92037 619-457-2090	#155	AUSTIN J. BARKER, G.G. 9201 CLAREWOOD, APT. 84 HOUSTON TX 77036 713-995-5427	#162
JAY E. ANDERSON, G.G. P.O. BOX 20859 DALLAS TX 75220	#154	ALICE M. BARLOW, G.G., F.G.A. EARTH RESOURCES 10 COLLEGE AVENUE, SUITE 111 APPLETON, WI 54911 414-735-0202	#163
LUIZ ANGELO, G.G. 74 RUA ALMIRANTE GUILHEM, APT 401 RIO DE JANEIRO, BRAZIL CEP AR 22440 021-257-4393	#156	ELAINE BARNES, G.G. LEESBURG JEWEL BROKERS P.O. BOX 587 LEESBURG VR 22075 703-777-1966	#164
		RONALD L. BASE, G.G., M.G.A. P.O. BOX 1585 UPLAND CA 91785 714-982-7304	#400

C.R. "CAP" BEESLEY, G.G., M.G.A. AMERICAN GEMOLOGICAL LABORATORY 580 FIFTH AVENUE NEW YORK NY 10036 212-704-0727 3	#393	MR. BILL BOYAJIAN GEMOLOGICAL INSTITUTE OF AMERICA 1660 STEWART STREET P.O. BOX 2110 SANTA MONICA CA 90404 800-421-7250	HON.
BURTON BELENKE, F.G.A., G.G. 300 SEYBOLD BLDG. MIAMI FL 33132	#165	PETER BRADLEY, G.G., M.G.A. 135, THE BELL TOWER 13499, US 41 SE FT. MEYERS FL 33907	#590
T. WILLIAM BENEDICT, G.G., M.G.A. 43 BAYBERRY ROAD NEW CANNAAN CN 06840 203-966-2227	#119	MICHAEL M. BROWN, GEMOLOGIST 1015 ARCADIA AVENUE, #17 ARCADIA, CA 91006	#169
EUGENIE M. BENSER, G.G. 412 ROBINSON STREET BALTIMORE MD 21224	#363	JACK, JR. BURGESS, ASSOC. 70 SPENCER ROAD HILTON NY 14468	#283
ILDIKO V. BERGER, G.G. 400 HAMILTON AVENUE, #200 PALO ALTO CA 94301	#167	JELKS H. CABANISS, G.G., M.G.A. GREENHOUSE FAVQUIER GEMOLOGICAL LABORATORY THE GREENHOUSE MAIN STREET P.O. BOX 525 MARSHALL VA 22115 702-364-1959	#284
WILLIAM L. BERTHET, G.G. 10055 SAN JOSE BLVD. JACKSONVILLE FL 32217	#336	BRENDA J. CALDWELL, ASA, MGA 7225 NORTH ORACLE ROAD TUCSON AZ 85704 602-742-3687 2	#522
HOWARD N. BIFFER, G.G., M.G.A. LOURDES GEMOLOGICAL LABORATORY ROUTE 6 & HILL BOULEVARD JEFFERSON VALLEY NY 10535 914-245-4676 1	#519	DAVID J. CALLAGHAN GEMMOLOGICAL ASSOCIATION OF GREAT BRITAIN ST. DUNSTANS HOUSE, CAREY LANE LONDON EC2V8AB	HON
ALISON BIRCH, G.G. GME 1600 HOWE AVENUE SACRAMENTO CA 95825 916-925-6711 1	#339	O. DEE CALLAWAY 2070 CHAIN BRIDGE ROAD SUITE 170 TYSONS CORNER VA 22180	#171
PAUL D. BISCHOF 12 HARDING ROAD FREEHOLD NJ 07728	#365	EDGAR CAMBERE, G.G. 11061 TURTLE BEACH ROAD NORTH PALM BEACH FL 33408	#291
GREGORY C. BIXEL, ASSOC. 1334 FRANKLIN ST. SUITE 801 JOHNSTOWN PA 15905	359	IAN CAMPBELL, C.G., F.G.A. P.O. BOX 1354 RADBURG 2194 REPUBLIC OF SOUTH AFRICA	#173
KENNETH E. BONANNO, FGA, PG 619 CAROLINE STREET FREDERICKSBURG VR 22401	#168	CYNTHIA C. CARTER, G.G. 400 W. TROTTERS DRIVE MAITLAND FL 32751	#333
ANTONIO C. BONANNO, FGA, PG, MGA 8600 FENTON STREET SILVER SPRINGS MD 20910 301-588-7770	#124	THOMAS H. CHATHAM CHATHAM CREATED GEMS, INC. 210 POST STREET SUITE 815 SAN FRANCISCO CA 94108 415-397-8450	HON.
BOBBYE F. BONDS, ASSOC. P.O. BOX 5 MAGNOLIA AK 71753	#352		
SUSAN GRAHAM, G.G., M.G.A. 202 NOBLE AVENUE, 2ND FLOOR PITTSBURGH PA 15205			

NEIL H. COHEN, GG, ASA, MGA 99 PRATT STREET, SUITE 211 HARTFORD CT 06103 203-247-1319	#141	RICHARD F. DRISCOLL, GEMOLOGIST DRISCOLL APPRAISAL SERVICE 1218 11 ST. N.W. WASHINGTON WA 20001 202-289-5355	#182
JAMES D. COKER, G.G., M.G.A. 2935 FITZTOOTH DRIVE WINTER PARK FL 32792 305-678-7788	#142	STEVEN M. DROULLARD, G.G. 1317 SOUTH MARION DENVER CO 80210	#356
WILLIAM C. COLEMAN 1172 TAYLOR AVENUE HIGHLAND PARK IL 60035	#357	RICHARD B. DRUCKER, G.G. GEMWORLD INTERNATIONAL, INC. 5 NORTH WABASH SUITE 1500 CHICAGO IL 60602 312-263-3342	HON.
ELIZABETH CRESSEY-PLUMMER, G.G. 4145 W PYRACANTHA CIR. TUCSON AZ 85741	#337	BETTYE R. DUKE, G.G. 5613 BEAM COURT BETHESDA MD 20014	#184
MARK N. CURTIS, G.G. 805 S.E. 8TH STREET DEERFIELD BEACH FL 33441	#178	MARGARET A EASLING, G.G. P.O. BOX 268 OJAI CA 93023	#346
SHARON DAMPTZ, G.G. 510 N. LINCOLN STREET HINSDALE IL 60521	#327	MARK EBERT 606 SOUTH OLIVE STREET SUITE 925 LOS ANGELES CA 90014 213-622-2745	HON.
JOHN J. DAUNT, III, G.G. GEMSTONE CORPORATION OF AMERICA 1809 SANDALWOOD DRIVE SARASOTA FL 33581 STOP A BOX 1900 SARASOTA FL 33581 813-921-4214	#179	CHRIS EVANS, G.G. 250 SOUTH BEACH STREET DAYTONA BEACH FL 32014 904-255-5922	#185
ROBERT G. DAVIS JEWELRY BY da VIS 8119 SPRINGFIELD VILLAGE DRIVE SPRINGFIELD VA 22152 703-451-8119 703-451-8119 HOME	#358	JIM F. FERGUSON, G.G. 20776 ST. GEORGE COURT BEND OR 97702	#364
MAX DAVIS SUITE F, 5800 MONROE STREET SYLVANIA OH 43560	#308	SHANNON A. FITZPATRICK, G.G. 708 SANSOM STREET, #4 PHILADELPHIA PA 19106	#374
MARY LOU DAVIS, G.G., C.G. 2543 AVENIDA SAN VALLE TUCSON AZ 85715 602-885-4855	#180	MITEN J. FORD, M.G.A. 3026 MOZART DRIVE SILVER SPRINGS MD 20904	#533
RICHARD P. DEEMS 4300 STEVENS CREEK BLVD. 235 SAN JOSE CA 9512	#285	CONSTANCE FOSTER, G.G. P.O. BOX 2125 SANTA FE NM 875042125 513-955-6954	#186
MARY DESMARTEAU, G.G., C.G. WETZEL JEWELERS 9009 PEPPERTREE CIRCLE WICHITA KS 67226 316-267-0191 306-683-3566 HOME	#376	DEBORAH P. GELMAN, G.G. 336 CEDARBRAE CRES. S.W. CALGARY, T2W-1Y4 ALBERTA, CANADA	#290
W.C. DOUGHERTY, F.G.A. 9017 STRATFORD LANE ALEXANDRIA VR 22308	#181	ROLAND N. GIBBS, C.G. PRECIOUS STONES TRADING COMPANY P.O. BOX 284 HENDERSON KY 42420 502-827-1801 502-826-0655	#345

ROY GILES, F.G.A., C.G. 1ST FLOOR 300 GEORGIA STREET SYDNEY 2000 NSW AUSTRALIA	#188	RONALD H. HODGSON, G.G. VETRIS GEM SERVICES 1081 BOCA CIEGA ISLE ST. PETERSBURG BEACH FL 33706	#201
MARK C. GINSBERG, G.G., MGA 1606 SYCAMORE MALL IOWA CITY IA 52240 319-351-1700 1	#442	MARTHA D. HOFFMEISTER, G.G BLUE TOPAZ JEWELRY STORE P.O. BOX 128 MARSHALL WA 99020 509-624-2705 509-448-1430 HOME	#202
RUTH G. GOLD, G.G. P.O. BOX 2151 ANAHEIM, CA 92804 714-533-9421	#189	WILLIAM C. HORVATH, G.G. 2455 EAST SUNRISE BLVD., SUITE 604 FT. LAUDERDALE, FL 33304 305-563-2901	#371
RICKI K. GOODDEN, G.G. FRANK GOODDEN CO. INC. 1100 GRAND AVENUE KANSAS CITY MO 64106 816-421-5695	#190	MARGARET A HOWARD N-TER-NATIONAL GEMS, INC. 6708 WHITEHALL DRIVE OKLAHOMA CITY OK 73132 405-721-8554	HON.
GARY R. GRELICK, G.G. 225-227 ELLICOTT SQUARE BLDG. BUFFALO NY 14203 716-856-4108	#194	ANNA M. HOWARD, GEMOLOGIST 807 SILVER DRIVE ORLANDO FL 32804 305-422-9750	RET.
BRUNO HAHMANN-KAEHER ASSOC P.O. BOX 1517 14 CALLE 9-02 ZONA 11, GUATAMALA CITY CUATAMALA CENTRAL AMERICA	#331	HENRY F. HOWELL, GEMOLOGIST P.O. BOX 20523 OKLAHOMA CITY OK 73156	#205
DAVID W. HALL 3803 3RD AVENUE NORTH EAST SEATTLE WA 98105	#381	RICHARD HUNTINGTON, M.G.A. 3661 MARYLAND PKWY 19N LAS VEGAS NV 89109 705-732-1977	#200
MICHELE HALLIER, G.G., M.G.A 2047 E. CAMELBACK ROAD PHOENIX AZ 85016	#330	JEFFREY I. HURWITZ, GG, ASA, MGA COLONIAL JEWELERS P.O. BOX 674 FREDERICK MD 21701 301-663-9252 2	#445
LOUIS L. HARRIS, G.G., Ph.D. LOUIS HARRIS APPRAISAL SERVICE 3829 WEST GREENLEAF LINCOLNWOOD IL 60645 312-675-4361	#196	STEVEN A. INJAYAN, G.G. 210 POST STREET, SUITE 303 SAN FRANCISCO CA 94108 415-982-1468	#207
ANN BREWER HAWKEN STONES JEWELRY CO. 603 WEST 13TH STREET SUITE #312 AUSTIN TX 78701	#380	DAVID H. JACKSON, G.G. 13007 STANDISH AVENUE POWAY CA 92064	#208
SARAH G. HENDRIXSON, G.G. 6908 BONNIE RIDGE DRIVE BALTIMORE MD 21209 301-730-3845	#198	DON F. JAYAKODY, F.G.A. 8 BATAGAMA NORTH JA-ELA SRI LANKA	#209
HENRY HO, G.G. A.I.G.S. - RAMA JEWELRY BLDG. 987 SILOM ROAD BANKOK 5 THAILAND	#199	TERRIE H. JENSEN, G.G. 220 MAIN STREET SAN MATEO CA 94401 415-579-7900	#210
		DARLENE P. JOHNSON ASSOC. P.O. BOX 6007 SAN RAFAEL CA 94903	#370

MICHAEL JORDAN D. ATLAS & CO. INC. 732 SANSOM STREET PHILADELPHIA PA 19106	#385	STEWART KUPER, G.G. AMBASSADOR DIAMOND BROKERS AND APPRAISERS 4668 EAST SPEEDWAY TUCSON AZ 85712	#379
EDWIN S. KATZ, G.G. 15434 RIO PLAZA HOUSTON TX 77083	#351	JOHN P. LAURI, G.G., M.G.A. C/O HAFNER JEWELRY CO. 308 WEST FOURT STREET ROYAL OAK MI 48067	#539
DR. PETER KELLER 900 EXPOSITION BLVD. LOS ANGELES CA 90007	HON.	313-399-5656 1	
S.D. JACK KELSEY, GG, ASA, MGA ROUTE 3 BOX 529 BANNER ELK NC 28604 704-898-4747	RET.	BENARD LAVES, G.G. 5228 BURNET ROAD AUSTIN TX 78756 512-452-6491	#220
THERESA B. KIENSTRA, G.G. GEMOLOGICAL APPRAISAL LABORATORY THE BEMISTON TOWER, SUITE 800 231 SOUTH BEMISTON ST. LOUIS MO 63105 314-862-7733	#215	ROBERT S. LEFEVRE, JR., G.G. LYNNHAVEN GEMS 3700 SHORE DRIVE UNIT 105 VIRGINIA BEACH VR 23455 804-428-1117	#221
ANDREW Y. KIM, GG, MGA, ASA 650 SOUTH HILL STREET, SUITE 229 LOS ANGELES CA 90014 213-688-7837	#546	CLARE LEONARDO, G.G. TEMPTATIONS JEWELRY AND GIFTS 349 WEST COMMERCIAL STREET E. ROCHESTER NY 14610 716-381-6111	#222
HELEN KLAGES, G.G. 435 SANTIAGO AVENUE ORLANDO FL 32807 305-275-0023	RET.	GAIL B. LEVINE, G.G. TIMELESS, INC. 64-29 CROMWELL CRESCENT REGO PARK NY 11374 718-897-7305	#223
STEVEN A. KNIGHT, G.G. 1898 AVENUE ROAD TORONTO M5M 238 CANADA	#309	DAVID M. LEVISON, G.G., M.G.A 22 N.W. 1ST STREET, SUITE 101 MIAMI FL 33128 305-371-6437	#228
GENE E. KNOSKE, GG, FGA KNOSKE GEM LABORATORY 740 N. PLANKINTON AVENUE MILWAUKEE WI 53203 414-272-4642	#312	MARION D. LEVY, F.G.A. 1406 WINSTON PLACE DECATUR GA 30324 404-633-6440	#224
GEORGE A. KOWALSKY, G.G. 196 BEACONSFIELD WAY NW CALGARY ALTA T3K1X2	#216	CHRISTIAN LIETWILER, F.G.A. 8714 POWDER HORN ROAD SPRINGFIELD VR 22152 703-569-1175 1	#500
PANSY KRAUS, G.G., F.G.A 6127 MOHLER STREET SAN DIEGO CA 92120 619-297-4841	#217	JEANE LITCHFIELD, G.G., F.G.A. 100 EAST ANDREWS DRIVE 203 ATLANTA GA 30305 404-233-6991	#226
JOHN P. KUEHN, GEMOLOGIST 316 HIGH STREET MORGANTOWN WV 26505 304-296-6891	#218	LYNN LOUBE, G.G. 1255 NEW HAMPSHIRE AVE. N.W. WASHINGTON DC 20023	#300
		ELAINE J. LUARTES, G.G. 617 SHENANDOAH DRIVE BRENTWOOD TN 37027 615-377-3442	#227

DANA M. LUMETTA, G.G. 4300 OLD SEWARD HIGHWAY ANCHORAGE AK 99503	#293	ANNA M. MILLER, GG,ASA,MGA A.M. MILLER AND ASSOCIATES APPRAISALS P.O. BOX 1844 PEARLAND, TX 77588 713-485-1606	#423
CRAIG A. LYNCH G.G. C/O GLENPETER JEWELERS STUYVESANT PLAZA ALBANY NY 12203 518-489-0549	#229		
JOSEPH A. MACKLEY, G.G. 8906 KINGSTON PIKE SUITE 214 KNOXVILLE TN 37923	#328	STUART M. MINTZER, G.G. 2140 IMPERIAL POINT DRIVE FT. LAUDERDALE FL 33308	#294
WILLIAM MANN, G.G. 4111 ROCKY MOUNT DRIVE TEMPLE HILLS MD 20748	#230	WILLIAM G. MITCHELL P.O. BOX 1824 NEW YORK NY 10185	#589
KENETH MARTIN A.A.CO. 1345 AVE OF THE AMERICAS NEW YORK NY 10105	HON.	ALFREDO MOLINA,GG,ASA,MGA JEWELS BY OLSON 2047 CAMELBACK ROAD PHOENIX AZ 85016 1	#329
WILLIAM A. MATHIS, G.G. 5050 POPLAR AVENUE, SUITE 1701 MEMPHIS TN 38158	#334	RAYMOND MORAN, G.G. 870 WREN AVENUE MIAMI SPRINGS FL 33143	#342
ANTOINETTE MATLINS P.O. BOX 276 SOUTH WOODSTOCK VT 05071 802-457-4000	HON.	MR. ROY E. MORRIS III AMERICAN SOCIETY OF APPRAISERS 8712 VIA DE COMMERCIO SCOTTSDALE AZ 85258 602-948-4866	HON.
KAREN MCDONALD, G.G. 3838 BROCKBANK DRIVE SALT LAKE CITY UT 84124 801-278-3507	#231	PHILIP H. MOSES, G.G. 210 POST STREET, SUITE 512 SAN FRANCISCO CA 94108	#295
DAY P. MCNEEL, G.G. 1740 WEST 27TH STREET #335 HOUSTON TX 77008	#233	JEAN FRAN. MOYERSON,GG,FGA UBIGE, S.P.R.L. AVENUE LOUISE 221, BOITE 11 B-1050 BRUXELLES 11 B-1050 BELGIUM 1	#238
PHILLIP R. MCPHARLIN, G.G. 4952 WARNER AVENUE, SUITE 307 HUNTINGTON BEACH CA 92649 714-840-1371	#234	DR. KURT NASSAU 600 MOUNTAIN AVENUE, ROOM 6D-205 MURRAY HILL NJ 07974 201-582-2589	HON.
B. YOUNG MCQUEEN, G.G., F.G.A. ANTARES & CO. JACKSONVILLE GEMOLOGICAL LABORATORY 5613 UNIVERSITY BLVD. WEST JACKSONVILLE FL 32216 904-737-8316	#235	HAROLD OPPENHEIM, G.G. 663 N.E. 167TH ST. ROOM 601A NORTH MIAMI BEACH FL 33162	#239
DEBORAH O. MERCK, G.G. P.O. BOX 1292 WILLIAMSBURG, VA 23187	#349	JUDITH A. OSMER J.O. CRYSTAL COMPANY 111 VIA LA CIRCULA REDONDO BEACH CA 90277 213-437-0736	HON.
AMY J. MICHAELS, G.G. 1541-B COLLEGE COURT P.O. BOX 11003 MONTGOMERY AL 36106	#369	J. PAUL OUELLET, G.G. 5743 WEST ST. JOHN AVENUE GLENDALE AZ 85308 602-843-2729	#240

DONALD A. PALMIERI, GG, ASA, MGA GEMOLOGICAL APPRAISAL ASSOCIATION 666 WASHINGTON ROAD, SUITE 102 PITTSBURGH PA 15228 412-344-5500 1	#258	DANA LYNN RICHARDSON, GG, MGA SPECTRUM GEMS 1615 SOUTH FOOTHILL DRIVE SALT LAKE CITY 84108 801-581-9900 3	#136
VIVIAN J. PATTERSON, G.G. 564 EL DORADO BLVD. WEBSTER TX 77598 713-480-2190	#243	MARCIE R. ROE, G.G. 1340 PEGRAM STREET ALEXANDRIA VA 22304	#307
ROBERT E. PATTERSON, G.G. ALPHA GEMS 12912 BROOKHURST ST. 230 A GARDEN GROVE CA 92640 714-534-1212	#242	ROBERT L. ROSENBLATT, GG, FGA, MGA 59 SOUTH MAIN STREET SALT LAKE CITY UT 84111 801-364-3667 2	#269
JOSEPH V. PAUL, G.G. 3715 NORTH 25TH STREET TACOMA WA 98406	#435	IRWIN H. RUBIN, GEMOLOGIST ROSS-SIMONS INC., PROVIDENCE R.I. 401 BELLEVUE AVENUE NEWPORT RI 02840 401-272-0101	#250
GILBERT PERALTAGG AMBASSADOR DIAMOND BROKERS & APPRAISERS INC. 4668 EAST SPEEDWAY TUCSON AZ 85712	#377	ARTHUR O. RUSS, G.G. 225-14-88TH AVENUE QUEENS VILLAGE NY 11427 50 WEST 47TH STREET ROOM 405 NEW YORK NY 10036 718-464-6951 212-354-5049	#365
LARRY PHILLIPS, G.G, MGA BUTTERFIELD JEWELERS 801 MARIE PARK N.E. ALBUQUERQUE NM 87123 505-265-1400 505-296-0600 HOME	#560	EDSON RYDER, G.G. 26 WATCHHILL WAY CHATHAM MA 02633	#298
JANET F. POST, G.G. 19 NORTH BOULEVARD OF THE PRESIDENTS SARASOTA FL 33577	#245	FRANK L. SALVESON, G.G. 4522 WILDWOOD DRIVE CRYSTAL LAKE IL 60014	#310
ROBERT L. PRASKA, G.G., C.G. 416 WEST SANTA ANA FRESNO CA 93705 209-229-7361	#246	BEA SARRO, G.G. 333 WEST 11TH STREET, SUITE 1 NEW YORK NY 10014 212-807-6916	#252
MARTIN RAPAPORT RAPPAPORT DIAMONDS, INC. 15 WEST 47TH STREET NEW YORK NY 10036 800-223-2373	HON.	GEORGE SAVOLAINEN, G.G. 6516 19TH AVENUE SOUTH RICHFIELD MA 55423 612-861-4302	#253
RONALD C. REDDING, G.G. GOLBRO 1202 DAVID DRIVE PELHAM AL 35124 205-663-4018	#244	HELMUT J. SCHLOFFER, G.G. P.O. BOX 941 ASPEN CO 81612	#299
STEVEN NORMAN REINER, G.G. 8523 DAWNRIIDGE DRIVE HOUSTON TX 77071	#248	SINDI J. SCHLOSS INTERNATIONAL GEMOLOGICAL APPRAISAL SERVICES 4160 N. SCOTTSDALE ROAD SCOTTSDALE AZ 85251 602-947-5866	#375
JOHN F. REUSCH, G.G. 427 EAST MITCHELL STREET PETOSKEY MI 49770 616-347-2403	#247	JAMES S. SEAMAN, G.G., M.G.A. MIDWEST GEM LAB OF WISC. INC. 1335 S. MOORLAND ROAD BROOKFIELD WI 53005 414-784-9017	#277

NEIL C. SEGAL, G.G. 404 QUEBEC HOUSE 55 SMALL STREET JOHANNESBURG REPUBLIC OF SOUTH AFRICA	#322	ANN J. STEINBERG, G.G. P.O. BOX 1733 BATON ROUGE LA 70821	#326
ERIC M. SHELTON, CGA, MGA 5809 PRAIRIE NIGHT LANE N.W. ALBUQUERQUE NM 87120 505-898-5505	#559	LAURENCE S. STEVENS, ASSOC. 455 N. YORK DEARBORN MI 48128	#325
RICHARD S. SHERWOOD, G.G. SHERWOOD FINE GEMSTONES SUITE C SILVERVIEW PROF. CNTR 4801 SWIFT ROAD SARASOTA FL 33581 813-923-8686	#343	ROBERT F. STROGONOFF, G.G. OCEANSIDE JEWELERS 560 HIGHWAY A1A SATELLITE BEACH FL 32937 305-773-8821 305-777-6895 HOME	#264
CLAIRE N. SHUFORD, G.G. P.O. BOX 20170 ALBUQUERQUE NM 87154 505-292-0611	#255	PHILLIP STRONG, G.G., C.G. CARATS 17702 MITCHELL N. #200 IRVINE CA 92714 714-556-8260	#378
HORACE SIMON, F.G.A., G.G. P.O. BOX 5386 SHREVEPORT LA 71105	#257	DORIS J. STROPE 3410 MANSFIELD ROAD FALLS CHUCH VR 22041 703-820-7888	#288
BETTY P. SIMPSON THE JADE LADY 16381 CHILLICOTHE ROAD BAINBRIDGE OH 44022 216-543-5858	HON.	GARY A. SVEC, PH.D. P.O. BOX 1824 CEDAR RAPIDS IA 52406	#265
EVELYN W. SINDERHOLM, G.G. 17445 PORT MARNOCK POWAY CA 92064	#259	WILLIAM A. TAYLOR, GEM W. TAYLOR FINEST FACETED GEMS 113 MARTIN STREET HARBOR BEACH FL 32937 305-773-4885	#266
DONALD G. SINON, GEMOLOGIST 118 WEST LINCOLNWAY CHEYENNE WY 82001 307-778-7882	#260	JOSEPH W. TENHAGEN, GG, FGA, MGA 36 N.E. 1ST STREET, SUITE 419 MIAMI FL 33132 305-374-2411 1	#287
EDWARD R. SKINNER JR. D. ATLAS & CO. INC. 732 SANSOM ST PHILADELPHIA PA 19106	#384	THOMAS J. TERPILAK, G.G. RINGS 'N' THINGS 4550 MONTGOMERY AVENUE BETHESDA, MD 20814 301-654-8678	#267
BEN H. SMITH, F.G.A. THE GEM MART P.O. BOX 1448 WILMINGTON NC 28402 919-762-1479	#262	G. MARILYN THOMAS, M.G.A., A.S.A. G.M.E. 1600 HOWE AVENUE SACRAMENTO CA 95825 916-925-6711	#569
TRACI K. SOLOVEY, ASSOC. 8801 POTOMAC STATION LANE POTOMAC MD 20854	#286	ROGER C. TRIGG, G.G., F.G.A. P.O. BOX 372 7735 CLAREMONT REPUBLIC OF SOUTH AFRICA	#270
NANCY STACY, M.G.A. 458 MORRO BAY BLVD. MORRO BAY CA 93442	#354	THOM UNDERWOOD, A.S.A., M.G.A. SANDIEGO GEMOLOGICAL LABORATORY 3957 GOLDFINCH STREET SAN DIEGO CA 92103 619-291-8852 1	#297
STEWART STANUELL, III, G.G. 2001 KIRBY DRIVE HOUSTON TX 77019 713-524-6166	#263		

ERIC VAN VALKENBURG, G.G. 2741 EAST CALLE LOS ALTOS TUCSON AZ 85718 602-299-5854	#271	MICHAEL ZIBMAN, G.G., M.G.A. 5732 B BIXBYWOODS CI COLOMBUS OH 43232	#316
GERALD WACHS, G.G. 48 WEST 48TH STREET, SUITE 505 NEW YORK NY 10017 212-719-1003	#272	PAUL ZADOK, G.G. P.O. BOX 5961-106 SHERMAN OAKS CA 91413	#382
RODNEY WAGNER GEMSYSTEMS INTERNATIONAL 2575 SIR FRANCIS DRAKE BLVD. FAIRFAX CA 94930 415-459-3610	#360		
PAUL M. WALKER, ASSOC. 9718 S. DIXIE HIGHWAY, SUITE 7 MIAMI FL 33156	#273		
WILLIAM WALKER, ASSOC. 17 STONE COURT SAN ANSELMO CA 94960	#383		
JOHN J. WELLIINGHOFF, G.G. 5941 SOUTH WEST 48TH STREET MIAMI FL 33155	#276		
STEPHEN WESSON, ASSOC 762 1/2 GARFIELD SALT LAKE CITY UT 84105	#355		
CONSUELO M. WHITE, G.G. 216 EAST 5TH STREET PORT ANGELES WA 98362 206-452-7130	#278		
DAVID O. WILLIAMSON 22949 PLAYVIEW ST. CLAIR SHORES MI 48082	#368		
JOANN Z. WOBBOY, GEMOLOGIST RICHARD J. WOBBOY JEWELERS 126 NORTH MAIN STREET BARRE VT 05641 802-476-4031 802-476-7744 HOME	#315		
FRANK A. WRIGHT, G.G., F.G.A. 4167 CENTRAL AVENUE RIVERSIDE CA 95206 714-683-7489	#280		
LISE A. WURM, G.G., F.G.A. C/O SHREVE COMPANY 200 POST STREET SAN FRANCISCO CA 94108 415-421-2600	#281		
JEAN A. ZAMOT 15951 CARMENIA DRIVE WHITTIER CA 90603	#324		
CHARLES A. ZAWACKI, G.G., M.G.A. 5455 FOXHOUND DRIVE NAPLES FL 33942 813-643-1102	#314		

 **ACCREDITED GEMOLOGISTS ASSOCIATION****MEMBERSHIP APPLICATION**

(Please type or print all information)

- FULL MEMBERSHIP
- ASSOCIATE MEMBERSHIP
- SUPPLIER MEMBERSHIP

FOR OFFICE USE ONLY: _____
_____NAME Mr. Mrs. Miss _____
LAST FIRST MIDDLERESIDENCE: _____
STREET/POST OFFICE BOX PREFERRED MAILING: _____
CITY
STATE/COUNTRY ZIPBUSINESS: _____
STREET PREFERRED MAILING: _____
CITY
STATE/COUNTRY ZIP

DIPLOMA(S) HELD: _____

DATE(S) CONFERRED: _____

SPECIAL AREA(S) OF INTEREST: _____

GEMOLOGICAL AFFILIATIONS: _____

SPECIAL AWARDS OR HONORS BOOKS: MANUSCRIPTS: _____

DATE _____ SIGNATURE _____

SUBMISSION REQUIREMENTS

- A. Application form filled out completely, marked FULL MEMBERSHIP or ASSOCIATE MEMBERSHIP; preferred mailing marked RESIDENCE or BUSINESS.
- B. Professional conduct code, signed. (Retain one copy for your files.)
- C. Dues fee of \$125.00 domestic; \$135.00 (U.S. Currency) Overseas; \$175.00. Supplier Member. This includes a one time application processing fee of \$25.00 and a full years' dues. Make checks payable to: ACCREDITED GEMOLOGISTS ASSOCIATION.
- D. Photocopy of your Gemologist, Graduate Gemologist, or F.G.A. Diploma. Associate member applicants—photocopy of student letter of acceptance. Supplier Member—State type of business.

ALISON BIRCH, G.G.
Chairman Admissions and Membership
1600 Howe Avenue
Sacramento, CA 95825
(916) 925-6711

THE ACCREDITED GEMOLOGISTS ASSOCIATION (A.G.A.) IS AN INTERNATIONAL NON-PROFIT ORGANIZATION DEDICATED TO PROFESSIONAL STANDARDS OF EDUCATION, RESEARCH, IDENTIFICATION AND EVALUATION OF GEM MATERIALS AND JEWELRY. ALL APPLICANTS FOR MEMBERSHIP ARE REQUIRED TO READ AND SIGNIFY THEIR ACCEPTANCE OF THE FOLLOWING CODE OF ETHICAL CONDUCT, AND INDICATE THEIR WILLINGNESS TO ADHERE TO THIS CODE.

I. PROFESSIONAL CONDUCT

- A. It is incumbent on every member to refrain from giving any counsel or making any report on any gem or article with which he is not thoroughly familiar, unless (1) the client is aware of those limitations and/or (2) he consults with another who is competent to assess and evaluate the gem or article.
- B. A client should be counseled of the need for periodic reassessment of the value of his items, because of continued price fluctuations in the market.
- C. Every member agrees to make every possible effort to keep abreast of new developments in the field of jewelry and gemology.
- D. Consultations in performing gemological duties, including any reports, are confidential and any disclosures should only be made after obtaining written approval from the client.
- E. The gemologist is in a position of trust and, due to his professional knowledge and training, must accept the special nature of the relationship with his client.
- F. It is unprofessional practice to give off-handed opinions, which tend to belittle the importance of careful inspection, testing and analysis.
- G. It is unethical practice for a member to suppress any facts, data or opinions which he may be called upon to give in a court of law, or to overemphasize any facts, data or opinions so as to unfairly influence a decision or bias a case for either party.
- H. It is unethical practice to serve more than one party with respect to the same situation unless all parties previously agree to this.
- I. It is unethical to reduce a previously quoted fee in order to supplant another gemologist or appraiser after the other's quotation for professional services has been revealed.
- J. A member of A.G.A., aware of the questionable conduct of another member, has an obligation to report the matter to the Grievance Committee for appropriate action.
- K. Any conduct, practice, self-laudatory advertising, or other questionable gemological practice using misleading or inaccurate claims and promises detrimental to the establishment of public confidence in gemological work is considered unprofessional.
- L. The gemologist should have no interest or contemplated future interest in the purchase of items reported on, in order to avoid any suspicion of bias. The full revelation of pertinent facts is mandatory.

II. GEM IDENTIFICATION AND APPRAISAL REPORTS:

- A. Should contain the results of a sufficient number of tests (e.g., R.I., S.G., U.V., examination with microscope, spectroscope) to establish the identity of the material in question, unambiguously.
- B. Should indicate (where feasible) special characteristics of the material examined, such as natural origin vs. synthetic or vice versa, or if material is dyed, assembled, reconstructed, irradiated, etc.
- C. Should utilize standardized grading criteria where available, and indicate the grading system used.
- D. Should avoid confusing terminology that tends to perpetuate incorrect gemstone names, or which can be misconstrued by layman as representing something other than that which is intended.
- E. Should be in writing only, with the gemologist retaining a copy of the report as a permanent record.
- F. Should indicate the purpose of the report (e.g., estate appraisal, replacement value, etc.).
- G. Should present a thorough qualitative and quantitative statement, including mention of special markings, hallmarks, age, historical significance, provenance, uniqueness, etc.
- H. Should present the truest possible value, along with a statement as to whether the stated value includes an increment for inflation and, if so, what that increment is.

III. FEES

- A. It is recommended that fees are to be computed on the basis of a per hour rate or on the basis of a charge per item. It is consistent with professional practice to have a minimum fee, or that consistent with the experience of the appraiser or gemologist doing the work.

I HEREBY AFFIRM WITH MY SIGNATURE THAT I ACCEPT THE ACCREDITED GEMOLOGISTS ASSOCIATION CODE OF PROFESSIONAL CONDUCT TO BE VALID, AND I AGREE TO USE IT AS A GUIDELINE IN PERFORMING GEMOLOGICAL ACTIVITIES. I UNDERSTAND THAT THE A.G.A. MAY TERMINATE MEMBERSHIP OF ANY INDIVIDUAL WHO IS FOUND TO BE PERFORMING GEMOLOGICAL WORK INCONSISTENT WITH THE STANDARDS OF PROFESSIONAL CONDUCT SET FORTH ABOVE. I UNDERSTAND THAT MEMBERSHIP IS GRANTED ONLY TO ELIGIBLE INDIVIDUALS WHO ARE DULY ELECTED BY THE A.G.A., AND DOES NOT EXTEND TO BUSINESS ASSOCIATES UNLESS THEY ARE INDIVIDUALLY ELECTED TO MEMBERSHIP.

(Professional seal or stamp may be shown below)

Signature _____

Date _____

Address _____

(NOTE: Keep one copy, sign and date the other and return to A.G.A. with any fees).

SUPPLIER MEMBERSHIP DESIGNATION

Dues: \$150.00 per year. \$25.00 one time application fee.

Who can join: Any company which supplies materials to the gemological trade (e.g. trade journals, stones, findings, tools, equipment, etc.). The company must be in good standing withing the trade.

Status: Non voting status.

Members: All employees currently working in the company.

Certificate: Made out in companies name and membership is advertisable in all publications.

Benefits:

1. Economical price to join A.G.A.
2. All employees can attend the A.G.A. Tucson conference at the "member" price.
3. The company receives all "A.G.A. UPDATE" and "CORNERSTONE" publications.
4. The company receives a membership roster which is a great source for some of the most respected and reputable people in the trade. Company also receives one complete mailing label run at no charge (additional runs purchased seperately).
5. The company is listed under "SUPPLIERS" in all of our publications.
6. The company can register for "first come, first serve" booth space at the location where our conferences are held.
7. Access to latest developments and research in gemology and a "test market" for new products, plus all the other benefits which go along with being a member of such a fine organization as the Accredited Gemologists Association.

*Note: This designation may not be used by companies who supply a product to the public, it is for suppliers to the trade only.



ACCREDITED GEMOLOGISTS ASSOCIATION

SUPPLIER MEMBERSHIP APPLICATION

Please fill out the following information in addition to the regular application.

Company Name _____

Current Employees Names _____

Type of Business (i.e. product to the trade) _____

List three references who can be contacted (business only - please give address, phone, and person to contact if any).

1. _____

2. _____

3. _____

Please be sure you have filled out the regular application attached including the code of ethics and return with check to:

Alison Birch
11600 Howe Avenue
Sacramento, CA 95825
(916) 925-6711

It is not necessary to attach a copy of gemologists diploma, as none is required.

