
◆ The District of Gemology ◆

Volume 1 Issue 1

August 1994

Tom Chatham Is Not A Commie!

By Martin Fuller

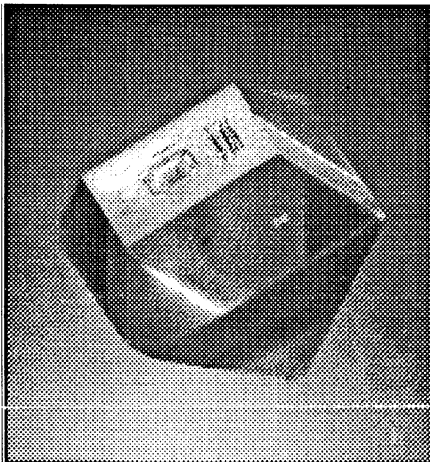
Just a few short decades ago, anyone who had as many hammer and sickles stamped in his passport as Tom Chatham would surely have been under the watchful gaze of the FBI. As it is, everyone in the jewelry business from DeBeers to Walmart is anxiously awaiting the next move of this world class entrepreneur.

What is that son-of-a-chemist Tom Chatham up to? He's bringing synthetic diamonds into the jewelers marketplace!! He may not look like Super Man, but like Clark Kent's alter ego, Chatham's alchemy will change the face of an entire world in the next few years. That world is ours, lady's and gentlemen. And this change is anticipated with trepidation - fear by some, and excitement by others.

Chatham spoke, much to the delight of the alumni in attendance, of the history of the Chatham empire, from its humble beginning in a basement with a boy and a chemistry set, through his fathers early experiments in crystal growth, to its current status as the leading producer of synthetic flux-grown emeralds, sapphires and rubies. He also spoke of its future, bringing synthetic gem quality diamonds into the world market.

The synthetic diamond will one day be as common as CZ in the jewelers repertoire, and indeed, it is the niche between natural diamond and CZ, which Chatham is targeting for his newest product.

What will be the fate of the diamond world? Should we all start considering new jobs as newsletter editors? Stay tuned!



©Fred Ward 1994
Russian Synthetic Diamond Crystal
Straight from the Furnace
* Unpolished *

*Believe it or Not!!!
Volume 1 Issue 1 of our new
Washington Chapter Alumni
Newsletter - Another step
forward toward serving our
members.*

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President's Letter

by Bobby Mann

Have you had the opportunity to join us at our monthly meetings this year?

We meet at the Rosslyn Westpark hotel, in Rosslyn, Virginia. From 7:00pm to 7:30pm, meet, network and socialize with your fellow colleagues.

Our meetings formally begin at 7:30pm, with an introduction of members and guests, followed by a short business meeting. After this, we have our guest speaker's presentation followed by a question and answer period.

We kicked off our 1994 year on February 22nd, with Jack Abraham, president of Precious Gems Resources in New York. Mr. Abraham is an expert in corundum, and a dealer in fine rubies and sapphires. This was also an excellent hands-on presentation.

On March 23rd, we had a panel of Washington, D.C. area diamond merchants, including Mr. Tom Mangan of Mangan Jewelers, an AGS retail store; Mr. Ronnie Mervis, Mervis Corporation, retail and wholesale store; and Mr. Zohar Kirshenbaeim, ZK Imports, wholesale diamond merchant. Representatives from Washington Diamond Co. and Charleston Alexander had also pledged to participate, but reneged at the eleventh hour. Fred Ward moderated this lively panel discussion with audience participation.

On April 19th, Ms. Vivian Swift, Assistant Vice-President of Christie's and head of the watch department, joined us for an excellent slide program on vintage watches.

May 26th brought us Mr. Campbell Bridges, the acclaimed mining geolo-

(Continued on page 2)

Nuggets from the Past

by Lorin Atkinson

July '84 Our First Board Meeting *****

Officers present included:

- Pres - Kathryn Everhart
- VP - Jeffrey Hurwitz
- Secr - Lou Ann Miller
- Treas - Conrad Mann
- Mem at Lg - Paul Cohen

Plans for the first chapter meeting in October (to coincide with the Gem & Mineral show in New Carrollton, Md), and a later meeting in December, were discussed, as was dues and expenses, fees, locations and future topics. The "Procedures Manual for Establishing and Maintaining Chapters" was reviewed.

July 1984 - A letter was sent to Dr. Willie Reams - curator of the Lora Robins' Gallery at the University of Richmond, inviting him to speak at the first meeting, informing him that there were approximately 100 members! (Wishful thinking!).

One potential speaker contacted suggested a professional fee of \$200. She was informed there were no funds, to which she responded that if she accepted the invitation to speak, we were not to divulge the fact that she had not received remuneration. It might ruin her reputation.

Ed. Note:

July 18th marks this chapters 10th anniversary. Our chapter historian, Lorin Atkinson has graciously offered to compile anecdotal articles for a regular column in this newsletter. Anyone wishing to contribute memories from past meetings is encouraged strongly to relay them, as well as photographs - the more incriminating the better - to Lorin.



(Continued from page 1)

President's Letter

gist, who discovered Tsavorite in 1961. Mr. Bridges spoke about the discovery, mining and marketing of this remarkable gem, with slides and samples.

On June 8th, we arranged with GIA for an excellent two hour hands-on seminar, "Advanced Diamond Clarity Grading". This class was offered to the first 45 members to sign up, at a low, reduced rate.

On June 21st, Mr. Tom Chatham, President of Chatham Created Gems, Inc. was our guest speaker, with an excellent slide presentation followed by hands-on with samples of the new Russian synthetic diamonds he will be promoting, as well as large synthetic corundum and emerald crystals. he produced.

Your board of directors is working hard for you - We welcome any comments or suggestions.

July 12th- Patty Geolat joined us to discuss her new book, "The Professional's Guide to Jewelry Appraising".

(Pres. Letter Con't.)

August 16th brings us Eve Alfille', founder and President of the Pearl Society, and Treasurer of the International Pearl Society.

Sept. 21st - is the return of Dr. Willie Reams - Ten Years Later!

Oct. 13th we'll have jewelry construction techniques by Leslie Kinder-Anderson, goldsmith extraordinaire.

Nov. 9th Anna Miller, author, on on Cameos.

In mid-December, look for our annual Christmas party and auction. (Details next edition).

Our new lending video tape library will start in July. Details were presented at the July 12th meeting. (See Pg. 3).

There is a Bulletin Board at all meetings for your use. Take advantage of this to list a current show, event, items wanted or for sale, equipment, jobs, etc. Some of the bulletin board items may be incorporated into this newsletter.

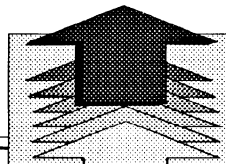
Your board of directors is working hard for you. We welcome any comments or suggestions.



Board of Directors - Contact Numbers

Clip & Save for Future Reference

- President - Bobby Mann.....(301)894-5071
- Vice-President-Fred Ward...Ph.(301)983-1990 Fax 983-3980
- Secretary - Michele Zabel.....(410)750-7625
- Treasurer - Bill Dougherty.....(703)780-0317
- Historian - Lorin Atkinson.....(703)734-3831
- Newsletter Editor - Martin Fuller.....(703)442-9008
- or Fax those stories to.....(703)821-2430



Consumer Comments by Ellyn Kay

Retail merchants are required by the Virginia Consumer Protection Act (59.1-200) of the Code of Virginia, to post a sign clearly stating the merchant's refund policy. The sign can be attached to the merchandise, or posted in a conspicuous public area on the premises.

However, no sign is required when the retail merchant provides a cash refund or credit to the purchaser's credit card for a period of not less than twenty days after the purchase.

In other words, if you don't see a return policy sign in the store, you should be able to assume that you have at least twenty days to return the item for a refund. You may want to ask anyway, just to be sure!

In the case of merchandise paid for by check:

The purchase may be treated as a cash purchase. Any refund may be delayed for a period of ten banking days to allow for the check to clear.

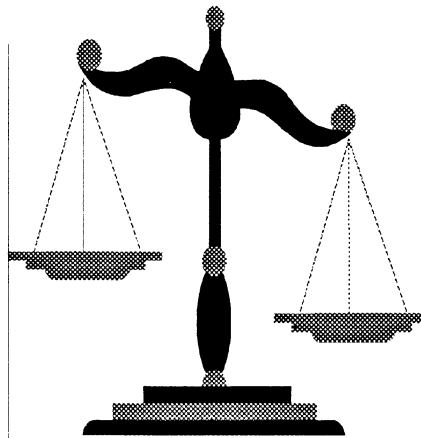
The above regulations do not apply to:

Sale merchandise which is obviously distressed, out of date, post season, or otherwise reduced for clearance.

Special order purchases where the purchaser has requested the supplier to order merchandise of a specific or unusual size, color or brand not ordinarily carried in the store or the store's catalogue.

Transactions involving the sale or lease of motor vehicles, farm tractors or motorcycles.

* * *



For more information or to request a copy of the law, call Ellyn Kay at the Fairfax County Department of Consumer Affairs, at (703) 324-5940.

If you have a consumer with a complaint, please request that they submit the complaint in writing to the attention of:

Ellyn Kay
Dept. of Consumer Affairs
12000 Government Ctr. Pkwy.
Suite 433
Fairfax, Virginia
22035-0047

This department only handles complaints if either the consumer or the business is located in Fairfax County.

* * *

Ed. Notes:

Obviously, this information applies to Virginia, and Fairfax in particular. It may or may not apply to you. Ellyn will be happy to assist you in contacting the offices pertinent to your locality, which can supply you with information concerning the refund laws and consumer complaint services in your area.

E

llyn would like to put together a panel of volunteers to help arbitrate complaints between consumers and members of the jewelry industry. The panel could also include people who might provide expert witness services, when necessary.

Arbiters Wanted!

You would do this strictly on an as needed and available basis, and would not be required to serve in instances where you might be uncomfortable, i.e., arbitrating your own dispute (sure), or such.

If you would like to participate, please contact Ellyn at the number given earlier.



Events & Things & Ponderings

APPRAISAL CONFERENCE

The National Association of Jewelry Appraisers will be holding its east coast conference in Annapolis, Md. from the 18th through the 21st. of Sept. The itinerary is vast, ranging from Valuation Theory to Pearl Grading; Fracture-Filling and Originals vs. Reproductions, just for starters! Call Jim Jolliff for details @ (310)261-8270



Do You Know

Anyone who might be interested in being our Chapter Photographer? Maybe... it's you!

We would even consider several rotating photographers. Now that would be a sight!

Help document our fun and adventures. Call Us!

Patti Geolat ~ On The Insurance Industry & Appraisals

Patti Geolat entranced her audience at our July 12th meeting, and perhaps surprised them. Many people thought her discussion would focus on appraisal, and though the subject of appraisals did provide a skeleton for the evening, it was really the way insurance companies worked, that was the thrust of the meeting.

Patti described the inner workings of a mysterious industry -to the alumni, one which most all of us deal with, yet rarely understand.

We learned about insurance policies, from the basic to the top of the line - underwriting procedures - update policies - appraiser qualifications - claims settlement procedures and if YOU WEREN'T THERE...YOU MISSED IT!

So, I won't rub it in. I will tell you that just because you missed Patti in person, you don't have to miss out on the special arrangement she's giving us on her book at a special price - \$80.00, with \$5 going to our chapter as a donation. So, you may have missed out on the meeting, but you don't have to miss out on the great book, unless, you are the 7th one to call Lorin Atkinson, who only has six (6) books left at this special price! Call Now - This letter is arriving in about 300 mailboxes today!

New from your chapter!

The GIA Video Library!

Tapes available include...

- 1). Fracture-Filled Diamonds
- 2). Microfeatures in Imitation, Synthetic and Treated Gems
- 3). How to Identify Treatments of Ruby & Sapphire
- 4). How to Separate Natural from Synthetic Ruby
- 5). How to Separate Natural from Synthetic Amethyst
- 6). The Tucson Experience

HOW TO ORDER:

See Bobby Mann at any meeting
By phone - Bobby Mann (301)894-5071
By Mail - B. Mann, 4111 Rocky Mount Dr., Temple Hills, Md. 20748

The cost is \$5 per tape for 5 days.
Send a check payable to Wash., D.C.
Chapter of the GIA Alumni c/o Bobby Mann.

Bobby will tell you who to send the tapes to next.

So, for a video education... CALL!!

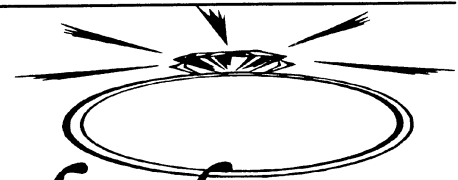
GemSet Users Unite!

A number of chapter members formed a group last year to make a bulk purchase of GemSets from Gem Instruments. It has come to our attention that many of those who participated in this group purchase did not get a listing in the directory of GemSet users, now published by the GIA/Gem Instruments.

The purpose of this directory is to facilitate networking and purchasing between GemSet users, to encourage its acceptance and standardization within the industry.

If you are not listed below, you are not in the directory of users. If you would like to be listed in the next issue of the user directory, please fax or phone Martin Fuller to be put on a list which will be forwarded to Gem Instruments. Gem Instruments will then send you a listing card, which you must fill in, sign and return in order to be in the directory. If you do not reach me live, please leave your name and phone number on my machine.

1. Jewels by Julian, Sil.Spr., Md.
2. Boone & Son, Md., Va., D.C.
3. T. Foster & Co., Leesburg, Va.
4. Lois Berger, Sil.Spr., Md.
5. Marvin Miller, Fairfax, Va.
6. N. Coleman & Son, Balt., Md.
7. B.G. Gaines, Hanover, Pa.
8. B. Norris, Bryantown, Md.
9. Reiko Fetzer, Wash, D.C.
10. Sandy's Touch of Gold, Va.
11. Annandale Jewelers, Annan, Va.
12. Dia. Fact. Outlet, Frederick, Md.
13. John Braunstein, Potomac, Md.
14. Austin & Elkins, Alexandria, Va.
15. Jal Co. Leesburg, Va.
16. Robert Davis, Springfield, Va.
17. T. Foster & Co., Yardley, Pa.
18. Mangan Jewelers, McLean, Va.
19. Lynne Loube, Chevy Chase, Md.
20. Continental Jewelers, Wash, D.C.
21. Talley Jewelry, Waldorf, Md.
22. Maurisa Payne, Warrenton, Va.
23. Blue Ridge Gifts, Afton, Va.
24. B&C Mfg., Alexandria, Va.
25. Lorin Atkinson, McLean, Va.
26. Robert Bord, Rockville, Md.



Hot Flashes

Rumors, Innuendoes and a Sprinkling of Fact!

Finally, The DEFINITIVE Book on Diamond Grading - New, From the publisher of "The Guide", Richard Drucker, authored by none other than the inimitable Gary Roskin.

- * See how labs grade - Compare actual photos!
- * Compare Lab Results -GIA, HRD,IGI and EGL
- * Only \$60 if you act before Aug.31
- * Contact Gemworld International @ (708)564-0555;Fax (708)564-0577

"The Las Vegas show was a smashing success - several vendors wrote one to four million dollars business in four days!"

Viva Las Vegas!

I had the pleasure of speaking with Josh Hall, of Pala International the other day, and he was Hot on Vegas. Josh says the jewelry market is rebounding if the business written at the Las Vegas jewelry show is any indication. "The Las Vegas show was a smashing success - several vendors wrote one to four million dollars business in four days". Josh noted that the show was populated primarily with buyers from west of the continental divide, which is only natural, assessing the logistics of plane fare and hotels (not to mention the distractions), if an Easterner has to choose between the New York JA show and Vegas, Vegas usually loses. But this may change as the Nevada show grows in popularity.



Caveat Emptor Corner -aka -The Classifieds

This corner will, we hope, soon grow to fill a page. At our recent meeting of the board of directors, we discussed charging a small fee to members of the alumni wishing to use the newsletter to reach a hot market of some 200+ avid readers. Currently, we are looking at \$10 for a three line ad, and more complex ads will be considered. We should have a detailed structure in place by the next issue or so. This is strictly to help offset the \$150ish it costs in materials and postage to bring the members this newsletter. More later!

- 1). GIA PHOTOSTAND - Cost \$1,200, Sell \$500. Contact Bernie Esterman @ Esterman Estate Jewelers, Inc. White Flint Mall, Kensington, Md.
- 2). GIA COLORMASTER - Sell \$1,500.00 Contact Bobby Mann (301)894-5071
- 3). RUSSIAN DEMANTOID GARNETS, 2mm to 3.5mm rd. brilliants, 1ct. parcels, med.lt. to lt. green, @\$350/ct. 16cts.t.w. Call Lynne Loube (202)659-4299

If your ad did not appear this time, look for it in the next issue!

MORE HOT FLASHES

Appraisal Discussion Group Interested in hearing what your peers are doing - or how to figure the formula weight of a star cut stone? And what about market research anyway? We are trying to get a discussion group organized. If you are concerned about these and other appraisal issues, please call Lorin Atkinson at (703) 734-3831, and she will give you more information.

Do It Now!

Because if you don't do it by Sept. 9th, you won't be able to. What's that? See the Cullinan Blue diamond necklace, which is on display for the 1st time ever, and it's at the Smithsonian!!!

WANTED!

The chapter is very interested in getting (one way or another) a Kodak Carousel style slide projector. Currently we rent these for each meeting, when needed, and the hotel charges and arm and a leg. In the interest of judiciously using our limited chapter funds, we would like to buy one (or receive one via donation YES!), second hand, in good working order. Please contact a board member if you have any suggestions.

JOB SEARCH

Marita T. Donohue, G.G.
A New chapter member in search of a situation. Marita has a wonderful resume'. Contact the editor for details.

The Critical Angle

by Martin Fuller

This column will be fun...for me. And I hope it will be fun for you, as well. In The Critical Angle, I would like to pose questions and controversies, respond to letters and opinions, and, in general, create a buffer zone within this newsletter to provide novel fill material when the hard facts are hard to find - If that should ever be the case. So I encourage you, our readers, to take advantage of this newsletter forum for your own betterment, and the delight and enrichment of our jewelry community.

Please know that I know, very well, that I have limited experience (ie., none) in producing a newsletter, and I welcome any constructive criticism.

As you read this we are busy on the next issue, so write soon! - Martin



The District of Gemology

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The President's Letter...and much more!

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