



# The District of Gemology

Volume 5 Issue 1

Spring 1998

## Holiday Auction & Party Huge Success

New Year Begins With New Officers and Solid Bank Account - Prospects Bright

By Fred Ward

A new record-high auction, a new restaurant, new officers, a new Board, and a new year all combined to make last December 6th one of the bright nights in our chapter's history. Not only did we raise more than \$6700 in auction sales (all to be used to bring you more and better monthly programs), but the evening was also great fun for everyone.

For the past several years a major part of the auction's success has been the combined selling and entertainment talents of Carolyn Chappell and Bobby Mann. This year Bobby once again chaired the Auction Committee and organized the night's event. But he was unable to stay for the actual fun and games. It took two pretenders to even partially fill Bobby's fast-moving shoes, Marty Fuller and me. However, the ever-mellowing crowd of sixty fun-lovers captured the spirit of the moment by bidding up most items as the auctioneering trio merrily alternated among singing, dancing, and cajoling.

Marty's surprise auction item of agreeing to dry-shave his mustache and goatee while the bidding went on caught most party-goers unaware. It seems everything has its price. And this price was the agonized scraping from the back as Marty kept slicing and dicing and Carol and Fred kept exchanging the auctioneer's red Santa hat. (The public shave (that's *public* shave) brought in \$100.)

Gems, jewelry, lab equipment, books, antique pieces, and a popular private tour of the new Smithsonian gem hall were auction highlights throughout the evening. (The tour netted \$240.) Various suppliers to our members again made major contributions, which greatly affected our record auction. Pala International's tourmaline brought \$275. The Tiny Jewel Box donated a tourmaline pendant that sold for \$400. We appreciate their help and include their cards elsewhere in this issue. The largest single donation of the evening by a firm or individual was by Lynn Sauls, whose three rings went for \$950.

To all, we send our thanks. And we look forward to an even greater 1998.



**"Knees" Lees entertained the chapter before dinner, but denied all inquiries as to what he was hiding beneath the kilt.**

## President's Letter

By Bobby Mann

Good News!



Same low meeting fees for 1998! \$10 per meeting or a bargain rate of \$40 for the year (11 meetings).

We had our most successful Holiday Party & Auction yet. Thanks to all our generous auction donors and those of you that helped solicit donations and assisted in other ways to make this all possible.

We are starting the year with a healthy treasury. Your board of directors is working hard planning this year's activities. Your input is welcome. Our chapter of the GIA Alumni is the most active in the world. If you haven't joined us lately you are missing a wealth of educational opportunities. We meet monthly at the Westpark Holiday Inn in Rosslyn, located at the Virginia side of the Key Bridge. The address is 1900 North Fort Myer Drive in Arlington, Virginia.

Come early, from 7:00 to 7:30pm to network, socialize, meet and make new friends and business contacts. Visit our Show and Tell Table, see new exhibits and hands-on demonstrations. Bring something to share - a new discovery or find, a new tool to demonstrate. Gain knowledge from sharing.

(Continued on Pg.2)

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## *President's Letter*

At 7:30, we have a short business meeting followed by our guest speaker, and finishing with a question and answer period.

This is a great opportunity to meet and learn from knowledgeable speakers, participate in hands-on activities, and keep up-to-date on the latest news and gossip in the gemological world. You can benefit from tours and special events, and participate in GIA sponsored seminars at reduced prices. You can also receive our quarterly, award-winning newsletter as well as monthly meeting announcements, and be listed in our biannual resource directory, if you wish.

We kicked off 1998 on January 21st. Our guest speaker was Douglas Hucker, Executive Director of the AGTA. His lecture was entitled, "Hot Issues on Colored Gemstones".

On February 19th, we put on our "Annual Tucson Panel", where chapter members share their most recent Tucson Gem Show experiences and finds in a show and tell format.

March 25th brought us Martha McCorty on the subject, "Dynasties & Diamonds: Court Jewelry of the Arabian Renaissance".

The April 21st meeting with Peter Shemonsky lifted the veil from the mysteries of, "Indian Mogul Jewelry".

Mid-May welcomed Ed Faber on Antique Watches. Toward the end of May and beginning of June, our chapter is planning two special GIA seminars in conjunction with the Door-Step program.

Our meetings are open to all with interests in gems and jewelry. Spread the word and bring a friend.

**Editor's Note:** See the Summer issue for reviews of March, April, May & June speakers and events.

# 2nd Annual Lorin Atkinson Memorial Scholarship

The Washington D.C. Chapter of the G.I.A. Alumni Association is pleased to announce its 2nd Annual Lorin Atkinson Memorial Scholarship. A \$500 dollar scholarship is to be used as partial or full payment for a G.I.A. class or course. Eligibility is open to all with an interest in Gems, Gemology or Jewelry.

Entry rules are simple. To apply for this scholarship, type your application essay on one side of a single sheet of 8.5" x 11" paper. In your own words, tell us about yourself - what you feel you have accomplished so far, what your ultimate career goals are, and what you would like to achieve in applying this scholarship toward your goals.

All entries must be received by August 31, 1998. The chapter board members will read all entries and declare a winner at the October GIA Alumni Chapter Meeting.

Mail your entries in time to be received no later than 8-31-98, to:

**Bobby Mann**  
Washington D.C. GIA Alumni Chapter  
Lorin Atkinson Memorial Scholarship  
4111 Rocky Mount Drive  
Temple Hills, MD. 20748-5646

See *Washington Chapter News* on Pg. 10 for exciting announcement concerning the Lorin Atkinson Memorial Scholarship.

## Board of Directors

President - Bobby Mann (301) 894-5071  
Vice-Pres. - Davia Kramer (301) 770-4367  
Secretary - John Lees (540) 882 4742  
Treasurer - Tom Mangan (703) 780-0317

## Members at Large

Fred Ward (301) 983-1990  
Michele Zabel (301) 365-0712

## Newsletter

Martin Fuller (703) 442-6690  
E-Mail: diamondful@aol.com

## Member Profile

By  
Cathy Gaber

### ***"Our Davia"***

A self-professed happy person, our new Vice President Davia Kramer told me she was also an important person before she married her current husband Ira. Born in New Jersey, in a town called Neptune (which Ira thinks may explain something about her effervescent personality), she was also raised in the garden state. While pursuing her BA in psychology at George Washington University, she spent half of her junior year living it up in London.

Since her dad owned a jewelry store, it was natural that, after a stint working for the circus and after marrying her first husband, she would eventually find herself employed back at Dad's store. She earned one G in 1984 when she became a certified gemologist appraiser. It was not until 1991 that she realized that others had two G's. Unable to simply take a test or offer a bribe for the second G, she was forced to take a week long course to earn it. She came armed with magazines and crossword puzzles to keep herself occupied but ended up helping in the class and being certified as a GG in 1992. Anyway, it turned out to be a good networking opportunity as she met other locals in the jewelry industry.

From 1984-1991, she had her own jewelry store in New Jersey and was head of the Merchants Association. In 1990, she was awarded the J. A. Peacock Award for Marketing. She gave lectures for the American Gem Society

(AGS), the JES, women's clubs and the Rotary. Topics included diamond grading, estate jewelry, birthstones and Brazilian adventures. Later she taught a six week course in gemology for the Adult Education program. She has also taught at the Learning Annex locally and talked to fourth graders as part of a Montgomery Co., MD school program. And after all that, would you imagine that she still gets nervous in front of an audience?

On the auspicious date of 9/11/91, she married Ira and moved to the Washington area. At first, finding a job was difficult, but she currently runs an Independent Certified Gemologist Appraiser firm for AGS, one of only four firms in the country privileged to have this title without having a retail store. Often she works with other local jewelers on appraisals of anything in the industry except silverware. Eclectic as her interests are, she loves all aspects of the jewelry industry.

She really enjoys travelling for any reason, any excuse. This year is a slow year with trips only to Tucson, New York, Houston and California in the early months. Last year included a few weeks in Europe. In the 1980's, she went several times to Brazil to visit the mines. Her most memorable experience there was being lowered 160 feet into a mine on a rope. When she resurfaced, she asked what all the noise had been. It seems the miners had been dynamiting! She also acquired one of her prize stones there, a 6+ carat cat's eye emerald.

Davia agreed to be the new vice president because she appreciates the members' willingness to help others. Her connection to the Chapter provided the opportunity to work with others such as Tom Mangan, Jerry Root and Izzy Heller. Going to the theater is one of her favorite leisure activities. At Christmas time, she treats relatives to rugalagh, made from scratch from her grandmother's recipe, and to chocolate chip cookies enhanced with walnut liquor, amaretto or kahlua. On a still lighter note, she is contemplating a new profession in psychic appraisals.



*Davia, with husband Ira, demonstrating the art of reading a karat stamp on a chain tag.*

The following individuals or companies were donors of \$100 or more to our

## *Annual Holiday Auction*

held this past December

\* \* \*

Please, patronize them whenever possible.

*We Are Grateful For Their Support!\**

### *Designs Unlimited*

\* \* \*

*Russ & Helen Shew, Jewelers*

Torpedo Factory Art Center  
Studio 207

105 N. Union Street  
Alexandria, VA 22314-3217

Phone/Fax: (703) 836-3375

### *Buyers Without Borders*

\* \* \*

*Lynn Belland Sauls*

President

\* \* \*

(703) 549-5799

### *Glyptography Center*

*Helen Serras-Herman*

Sculptor, M.F.A.

Master Glyptographer/Gemologist FGA  
P.O. Box 366

Davidsonville, MD 21035-0366

(301) 261-4028

### *Pala International*

Fine Gemstones

Member AGTA, AGS, ICA

*Josh Hall, Vice President*

912 South Live Oak Park Road  
Fallbrook, CA 92028

(800) 854-1598

Fax: (619) 728-5827

### *Designs in Gemstones*

\* \* \*

*Lisa Carp*

8613 Fox Run  
Potomac, MD 20854

(301) 299-8205

### *Gemworld International*

\* \* \*

*Mr. Richard Drucker*

650 Dundee Road Suite 465  
Northbrook, IL 60062

(888) GEM-GUIDE

Ed.Note - Due to space limitations, our \$100+ donor ads will be placed throughout the year. Let me know if it appears you've been forgotten or improperly represented!

# Annual Auction Donors Honored

*Success Began With The Generosity  
Of  
The Companies And Individuals Listed Below*



*A grand time was had by all!*

Howard & Pearl Milliren  
Pebbie Barnes  
Pat Hilmoe - The Bead Concern  
GIA/GEM Instruments  
Lois Berger  
Jim Rosenheim - The Tiny Jewel Box  
Josh Hall - Pala International  
Thom Underwood - Quantum Leap  
GIA Bookstore  
Bill Wise - Wise Jewelry Applications  
GIA Alumni & Associates  
Gail Levine - Auction Market Resource  
Cynthia Renee' Inc.  
William Brown - Dendritics Inc.  
Heritage Bank  
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Lisa Carp - Designs in Gemstones

Camilla Nasr  
Al & Barbara DeMilo - A B Creations  
Karen Skinner - Skinner International  
Gemworld International  
GIA-Net  
Rembrant Charms  
Israel Heller - Heller Antiques, Ltd.  
Ira & Davia Kramer - Diamond Exchange  
Tri Electronics  
Cathy Sledz - Christie's  
Frederick Goldman, Inc.  
Lynn Sauls - Buyers Without Borders  
Prestige Pearl & Stone Co., Inc.  
McLean Choral Society  
Kurt Gutmann Jewelry, Inc.  
Suna Bros., Inc.  
Carolyn Chappell - Carolyn's Crystals



*Good friends, good food, and a good time!*

# Doug Hucker - AGTA President

## Colored Gemstone Enhancement Disclosure

By John Lees



**D**ouglas Hucker, AGTA's new executive director, addressed our first meeting of 1998 with a lively discussion of a number of topics, but his main topic was enhancement.

He stressed the need to disclose treatment of gemstones and the need to educate the people behind the counter—those who are not gemologists and will probably not be making a career in the jewelry industry. They are the folks who are talking directly to the customer.

Enhancement disclosure has been an issue for a decade, but it hasn't been part of the lexicon of the business. Enhancement has been used for thousands of years. The rough stone at the mine is treated as well as the finished product. The treatment includes cutting, oiling, heating, filling, irradiating, and anything else that will bring out the natural beauty of the stone.

We have become defensive about this topic and are reluctant to talk about

it, but it is only wrong when it is concealed. Customers are becoming afraid of color, and are buying diamonds. He stressed that the person behind the counter, the nonprofessional, is not afraid to talk to the customer, but this person needs the education. He brought up an analogy of when he recently bought a leather sofa. The salesman not only explained to him how the leather was treated, including splitting, stamping and dyeing, but was enthusiastic to explain the process to the customer.

The AGTA sends out an Enhancement Manual, but it is not clear enough for the sales person to explain it to the customer. According to the Federal Trade Commission (FTC), the dealers should disclose treatment of the stones.\* Some do, some don't. The challenge to the professional is to keep up with what is going on. Hucker stresses that the "code" which the industry now uses is too obscure. Dealers put an "O" or an "H" or an "R" on an invoice and think they have fulfilled their responsibility. Instead, they should spell out in plain English what has been done to the stone. The code should only be used if this explanation becomes too cumbersome.

The industry needs answers, and there are few people providing them. Those who do are frequently not coordinated with each other, so AGTA is spon-

soring a meeting of the various labs, including EGL, GIA, AGL, Gubelin and others, in an effort to establish some cooperation among them. The AGTA has a booth in Tucson dedicated to the detection and disclosure of gemstone enhancements.

Other subjects discussed were irradiated cat's eye, synthetic amethyst, the fact that independent upscale stores did well with color last year, although the chains did not, and the fact that the AGTA registration is up for Tucson this year, 6000 preregistered. Hucker said he would appreciate it if those of us going the Gem Show would critique it from the point of view of displays, layout, and



*Ron Talley & John Lees seek further clarification from Mr. Hucker.*

anything else we feel is significant. This was an interesting and enjoyable talk followed by a lively Q & A session.

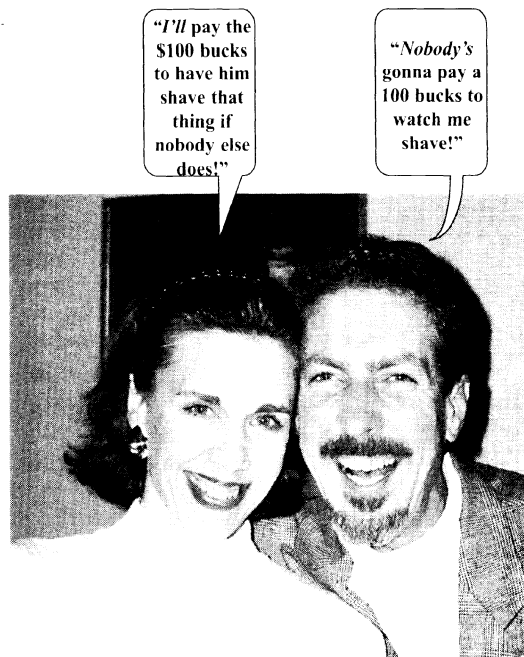
*\*(Ed. Note: If the treatment is considered permanent, such as laser drilling or diffusion treatment, strangely enough, nothing need be disclosed!)\**

# Annual Christmas Auction Honor Roll

Fred Ward - Gem Book Publishers  
 Bobby & Kitty Mann - Nothing New  
 Diane & Bill Grimes - Briars Antiques  
 Carolyn Cavanaugh  
 Tammy Green - East of Suez  
 Melanie Marts - Jewelry Appraisal Services  
 Bruce & Cathy Gaber - Pure Brilliants  
 Starfire Designs - Janett Stout  
 Tim Roark  
 Denise Nelson - Inner Circle  
 Weschler's Auctioneers & Appraisers  
 Leslie's Gold  
 Tom & Ling Mangan - Mangan Jewelers  
 Andy & Helen Herman - Nature's Bounty  
 Gailyn Sanderson - Sanderson & Co.  
 Jeffrey Post - Smithsonian Institution  
 John Lees - JAL Company



"No, Santa *didn't* wear a boa. At least as far as Mrs. Claus was aware."



Pino's Italian Restaurant  
 John Greenan & Sons  
 Trabich, Baumstein & Feder  
 Carole Scott  
 Yvonne Johnson  
 Bob Davis - Floryna Gems  
 Michele Zabel  
 Suzanna Thomen - Richmond Jewelry Supply  
 Jerry Root - Root Jewelers  
 Martin Fuller - Fuller & Associates  
 Toby Fitzkee - Five Star Jewelers  
 L. Courtland Lee - Appalachian Gemstones  
 Harriet Summerwell - Jacaranda  
 Tsavorite U.S.A., Inc.  
 Leys Christie & Co., Inc.  
 David Hopkins - Church & Co.

*Richmond Jewelry Supply*

\* \* \*

*Jim Burick, Owner*

1400 Spring Street Suite 120  
Silver Spring, MD 20910

(301) 587-8822

Fax: (301) 587-8890

*Fuller & Associates*

Jewelry & Silver Appraisers  
Gemological Consultants  
to the Public and the Trade  
7921 Jones Branch Road Suite 311  
McLean, VA 22102  
(703) 442-6690



*Carolyn auctions off deed to a famous bridge in England.*

*CHRISTIE'S*

Auctioneer's of Fine Jewelry  
Hamilton Court  
1228 31st Street, N.W.  
Washington, D.C. 20007  
(202) 333-7459  
Fax - (202) 342-0537

*Tiny Jewel Box*

Antique & Modern Jewelry  
Fine Giftware  
*Jim Rosenheim*  
1147 Connecticut Avenue, N.W.  
Washington, D.C.  
(202) 393-2747

*Fred Ward Productions, Inc.*

Gem Book Publishers  
Maya Black Jadeite  
Galactic Gold Jadeite  
\* \* \*

(301) 983-1990

Fax - (301) 983-3980

*Diamond Exchange*

*Ira & Davia Kramer*  
(301) 770-0100





# Tucson '98

## The People - The Panel

### Our Chapter

**T**ucson is where you find it! O.K., so it's a couple of hours south of Phoenix, for the most part, but every February, after the show, many of your fellow chapter members, reluctant to part with their cowboy boots and ten gallon hats, can be found sharing treasures at the annual Tucson Panel meeting.

The finds were no less astounding than one would expect, especially considering the wealth of gem & mineral sleuthing expertise comprising the panel. The award for "*Miss Intrepid*" this year surely goes to **Lois Burger**, our resident pearl maven.

Lois persevered in search of knowledge of the intricacies of the pearl market, in spite of being "under



"Not a bad year, at all!"

the weather". Taking a turn for the worse, her illness, now thought to have been a flu varietal that struck a number of our members this year, took Lois to the emergency room the night of the GIA Alumni Dinner/Dance. Ultimately, she had to leave Tucson a few days earlier than planned, though not before she finished her research.

Andy and Helen Herman gave a fascinating slide show of their Tucson experience, including pictures of the aftermath of a severe thunderstorm, which collapsed a major tent, to the dismay of numerous exhibitors.

Andy and Helen observed a distinct bleeding in the distinction between "wholesale" and "retail" at the show, which others have noted as well. Helen commented that the color in favor this year was green, and Andy mentioned that druzy was extensively used as a design element. Andy also gets credit for the flattering photo of Fred holding our chapters' cache of awards.

Martin Fuller admitted to the chapter his straying from the field of gemology into the deep, mysterious world of minerals, confirming there is life beyond gemstones. It is, after all, the gem and mineral show.

Courtland Lee and Jerry Root also participated in the panel, bringing numerous treasures to share, much to the delight of all attending.



"A picture says a thousand words." Lois examines a strand of fresh water pearls.



Howard Milliren peruses the Tucson Panel Treasures.

# GIA ALUMNI AND ASSOCIATES NEWS

Washington, D.C.

## Chapter News

...News from Carlsbad and beyond

**O**f note to our chapter - There have been many accomplishments for which we can truly be proud. This year in Tucson at the GIA Dinner and Dance, we received three awards recognizing our hard work and dedication. Firstly, **Bobby Mann**, our president, was awarded *Chapter Member of the Year* for our region. Congratulations Bobby! Secondly, we were awarded the *Chapter of the Year* for our region. Congratulations to all of us! We couldn't have done it without the enthusiastic support and volunteerism exhibited by our members. And thirdly, thanks to the very hard work of **Bill Wise**, our chapter received the *Newsletter of the Year* award.

**L**ate breaking news includes a very gracious offer by **Anna M. Miller**, to donate her *Master Valuer Correspondance Appraisal Course* to the **Lorin Atkinson Memorial Scholarship**.

Anna, who was Lorin's friend as well as colleague, made the offer in honor of Lorin's dedication to the furthering of the appraisal profession, noting in particular her founding and leadership role in the **Washington Society of Jewelry Appraisers**.

The chapter is very grateful for this generous gift, which is worth **\$500** to the recipient. The board of directors will announce in the next newsletter, the criteria for the dispensation of this portion of the scholarship. Thank you, Anna!

## Delaware Valley Chapter News

Probably the most interesting news for the **Delaware Valley Chapter** was their recently being informed of their "Non-existence".

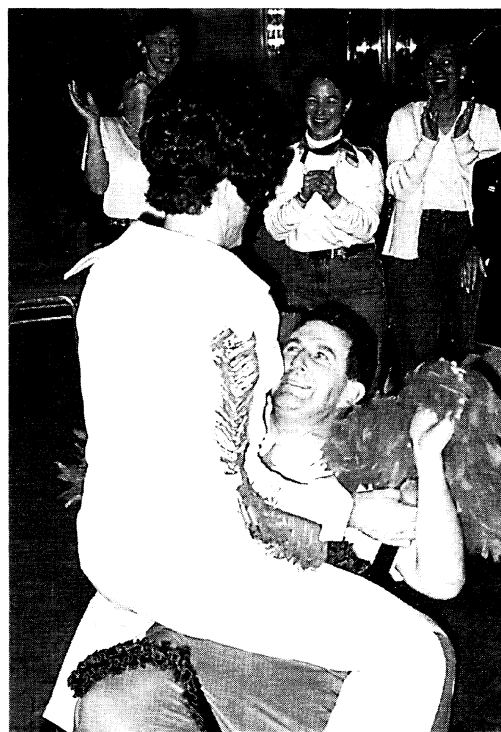
They didn't know they didn't exist, until former GIA Alumni Director, **Gary Roskin** mentioned to current director, **Patrick Ball** (entertaining the troops with Richard Drucker - aka *Elvis* - at right), that he was going to drop in on their chapter meeting, at which Fred Ward was the guest speaker. Mr. Ball informed Mr. Roskin that there was no such chapter, as none of the Delaware Valley board of officers belonged to the parent organization, and therefore didn't qualify.

Unfortunately for them, the Delaware Valley chapter was not informed of their demise, and has continued to educate their members with regular dinner meetings. "Carlsbad says we've been a non-chapter for over five years", reports **John Cryan**, a past-president of the chapter and *Lifetime Alumni Member* (remember them?). John was a *Chapter Member of the Year* recipient in 1994.

Current discussions are in progress between the Delaware Valley members themselves as well as with Carlsbad, whether to resurrect their status or terminate their official affiliation.

This situation seems surreal, but it is not. The Delaware chapter in a preliminary survey, considered an offer by the AGS to affiliate with AGS in the Philadelphia area, as well as contemplating forming their own organization.

The initial vote at their April meeting left little doubt about their reaction to this unexpected news of their non-chapter status, with 4 voting to go AGS, 1 voting to remain with the GIA, and



"Is this really love, or just infatuation?"

about 50 choosing to continue as they have been, and formally relinquish any GIA affiliation. The chapter has decided to take another vote at their May 18th meeting, to determine their future course. Carlsbad has suggested that the Delaware chapter may have to relinquish their chapter bank account if the vote is to discontinue their affiliation with the GIA.

Our own Washington, D.C. chapter can sympathize with Delaware Valley, as we have also experienced the growing pains of the GIA Alumni Association, in their attempt to settle into a post-Roskin, 2nd millennium identity. Most of the alumni I know are still in therapy, recuperating from the telemarketers of the Vision 2000 campaign. The results of the D.V.C. vote on May 18 will appear in the next issue.

## Librarian's Corner



It has come to the attention of the Librarian, that several of the chapters' Educational video tapes have been checked out for some time. Some very, very long time. The tapes needing to be returned include:

**"Microfeatures in Imitation, Synthetic and Treated Gemstones"** by J. Koivula

**"How to Separate Natural from Synthetic Ruby"** by J. Koivula

**"How to Identify Treatments of Ruby & Sapphire"**

**"The Tucson Experience"**

## Our Own Jerry Root,

was "instrumental" in organizing our special June event, "The Spectroscope", in cooperation with The Gemmological Association of Great Britain, and will be co-instructing the class with Mr. Doug Garrod, FGA, of London, England. This was inadvertently left out of the informational flyer recently sent out by the chapter secretary (also an FGA), who'll be severely chastised (no bagpipes for a week, John!). A thousand apologies!

For this special event, you are encouraged to bring a stone or two that you might like to try out on the spectroscope, if you've signed up! There is very limited space left for this class, so now's the time to send in a check for the class, and for a spectroscope, if you are planning to buy one for this event.

### IMMEDIATE OPENING

Fast growing company with over 350 locations has immediate opening for a jewelry kiosk manager in Bethesda, Maryland. Strong background in fashion merchandise or jewelry required. Great opportunity for advancement. Last two persons in this position advanced to district manager. Base salary \$25-32K, plus great bonus plan and great benefits package. 5-day work week plus a few Sundays per year required.

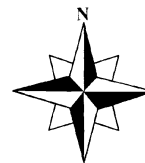
Contact Brad Wilson immediately  
@ (301)469-3100



### HELP WANTED SALESPERSON

Root Jewelers is seeking to fill a sales position  
Full or Possibly Part Time  
Call Jerry Root at 703-522-4881

## Around Town & Around the Web



By Davia Kramer

### WEBSITES TO EXPLORE

**www.diamonds.org.il** Israeli Diamond Industry.

**www.europastar.com** Watch news and info, collectors corner.

**www.hooverandstrong.com** Precious metals info.

**www.oroalex.com** Oro Alexander, manufacturer karat gold jewelry.

### CALENDAR

**May 15 to Aug 16** - Lalique Exhibit at Ripley Ctr. of the Smithsonian. Private chapter tours are planned.

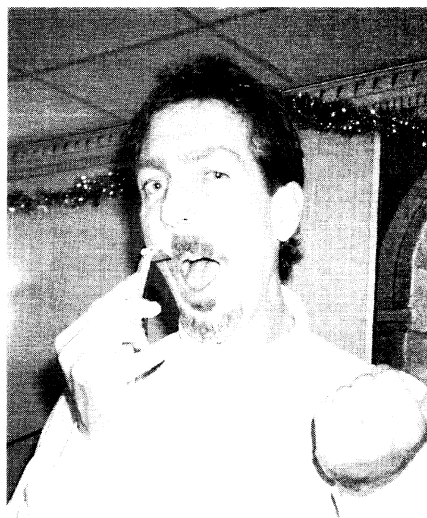
**May 27** - Advanced Diamond Grading\*

**June 1** - The Spectroscope\*

**June 9** - Treated Gemstones\*

**June 14** - **Rescheduled** Ivory Society Lecture (Call Bobby Mann)

\* Enroll IMMEDIATELY!!!



Martin performs his favorite aria,  
"Largo al Factotum"  
at the Christmas Auction

## ***The Critical Angle***

By Martin Fuller

**T**his is the first of four issues scheduled for 1998. We hope you like the new format. I hated it when the Washington Post changed their format. They hoped I liked their new format, too.

We're using new programs, new computers, scanners and digital cameras, all to bring us closer to the 21st century, but more importantly, to try to bring you a better, more informative newsletter.

This is where your input is most helpful. We want to know what you want to know. That way we can give it to you. Do you want more gemological knowledge and techniques? Do you want more web-sites to surf? More pictures? Do you like the recaps of past speakers?

Nobody likes the Spanish Inquisi-

tion. So I'll quit asking questions and start telling you what I think could be fun, such as more about our members through articles such as "Our Davia", in this issue. Cathy Gaber volunteered for this profile. I would love to receive articles from our chapter members and industry leaders and even that person, you know, "Anonymous", particularly via e-mail, regarding subjects you think might interest and educate the readers. My address is, "[diamondful@aol.com](mailto:diamondful@aol.com)". Suggestions work almost as well as articles.

Paid advertising will become a very important part of this newsletter, as the GIA Alumni Association in Carlsbad, CA., is no longer subsidizing many chapter activities, including our postage, and they've doubled the cost of our popular summer seminars. The ad rates are very reasonable, and will reach better than 350 members of our industry. It's easy to submit a scanned or digitally created ad over the e-mail, or send it to us and we'll scan it for you!

There are a few subjects I would beg you to ponder, and if they are of interest, please let me know, or better yet, write an article for everyone's benefit. More and more of my appraisal clients are scrutinizing that mysterious fourth "C" - *Cut*, and more and more of these clients are showing up with diamonds they've purchased over the internet. The frequency has gone from one every six months to at least once a week, and climbing. It requires little or no gas, no crowds, little or no high pressured sales. All of these factors look good to a customer who just had a hard day at work. Tell me what you think.

And on a final note (speaking of the internet), please explore some of the web sites listed in Davia's column, if you have a computer. More will be listed there and in other sections of the newsletter in future issues, as we find them. And don't forget to look for your carats ([@www.giaonline.gia.edu/alumni.htm](http://www.giaonline.gia.edu/alumni.htm)).

*Martin*

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## **The District of Gemology**

Washington, D.C. Chapter GIA Alumni Association  
c/o Martin Fuller  
7921 Jones Branch Dr. Ste. 311  
McLean, VA 22102

TO:

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*Inside This Issue...*

**Christmas Dinner \* Tucson '98**  
**Auction Donors Remembered \* "Our Davia"**  
**Lorin Atkinson Memorial Scholarship**

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