

GEM TRADING BEHIND THE CURTAIN



2022 | TREND FORECAST WATERCOLOR GEMS

While most bi-colored and tri-colored gemstones are typically a function of color zoning and clearly defined growth lines, some gemstones reveal more of an impressionist effect where clouds of color blend and morph like watercolors on canvas. The trick is, of course, to buy the material as second grade while recognizing the full potential that may not be obvious.

Dear Readers,

The gemstone business has survived another tumultuous year. Those who thought a raging virus would kill the trade were wrong, and the demand for quality gems and jewelry is as strong as ever. With quarantines and precautionary measures still hindering travel, businesses have continued to evolve and embrace the challenges of buying and selling without a physical presence. Both buyers and sellers can still succeed without going anywhere.

Cell phones are everywhere, and with them, the possibilities to showcase the latest jewels with a remarkable degree of clarity and convenience. Magnified images and videos can present gemstones with extraordinary color and detail. For older eyes, high-resolution images on a large monitor are in some ways even more informative than on-hand inspections. After all, we might have only a short time to inspect a prospective purchase, yet we can review its image or video incessantly.

Even miners and buyers in remote and inaccessible regions are just waiting to broadcast the latest discoveries as soon as they emerge. Buying at the mines is no longer a guarantee of opportunities, and the best stones may have already sold from an image.

Our focus remains on rare and beautiful gemstones for collectors and resellers and stones for specific designs and special occasions. As prices continue to rise, gemstones have proved their resilient luster once again. Despite the fluctuating prices of commodities like precious metals and oil, fine gemstone values have continued to ascend and generally outpace inflation.

Next year's issues will present a blend of research and observations. Our buyers in East Africa and Madagascar continue to suffer from bureaucratic challenges, export taxes, and a shortage of gemmy material. Still, the next big strike could be around the corner. We hope you enjoy this newsletter and do let us know if there are any topics you'd like to see in upcoming issues.

We thank you for your patronage and continued support.



DAVID WEINBERG
EDITORIAL DIRECTOR

2021 MOVERS & SHAKERS

From the skyrocketing interest in untreated sapphires of every hue to the sustained demand of rare Garnets and Spheens, see some of the trend-setting gemstones of 2021.

MALAIA GARNET

MOST POPULAR

Malaia is the name given to pinkish-orange or reddish-orange garnets that do not match the colors or gemological properties of any of the other more well-known varieties of garnet. They are a mixture of pyrope and almandite.



BLUE GREEN SAPPHIRE

MOST UNEXPECTED

The intriguing mixture of colors comes from both color zoning and pleochroism. Kenya is among the best sources for blue-green sapphires.

BRAZILIAN ALEXANDRITE

MOST SIGNIFICANT

Brazilian alexandrites appear reddish-purple to purple red under incandescent light, while their daylight colors are often more blue than green. Many of the best Brazilian stones already show blue and purple in daylight but appear purplish-red or raspberry red under warm light.



SPHENE

MOST APPRECIATED

The dispersion of spheene exceeds that of diamond and may show gold, yellow, red, and green flashes. Due to this high dispersion and strong pleochroism, well-cut stones may be stunningly brilliant. Spheene is a collector stone popular worldwide, especially in Japan.

GREEN CHRYSOBERYL

MOST CONSPICUOUS

Chrysoberyl is normally yellow, with its color being caused by the presence of iron. However, when vanadium is also a chromophore, it affects a magnificent bluish-green coloration that approaches the colors of traffic lights. In such rare cases, the values of the stones can exceed even the best alexandrites and emeralds.

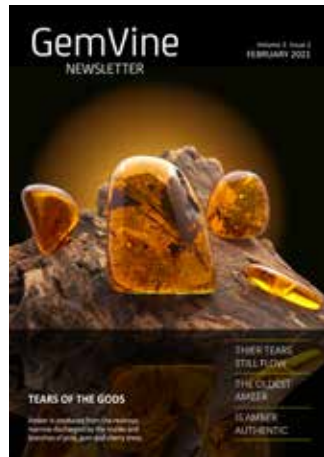


2021 ISSUE ARCHIVE

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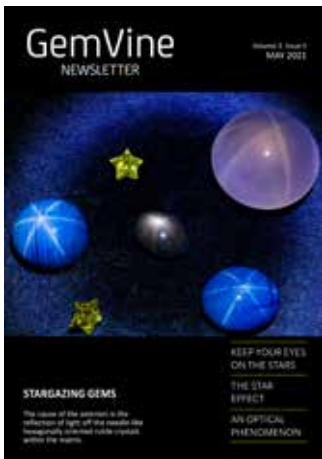
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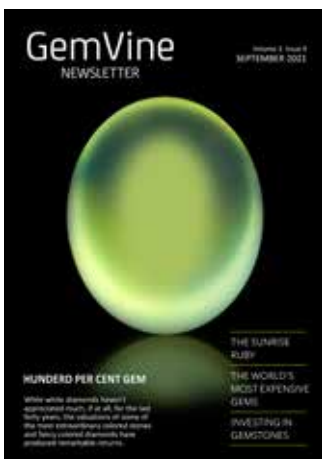
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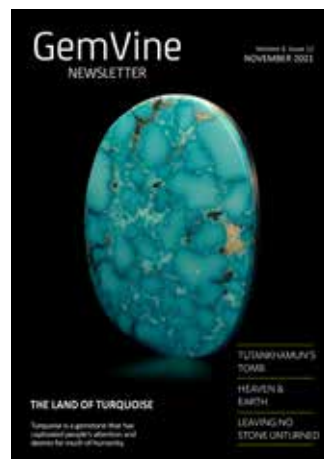
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A BEHIND-THE-SCENES LOOK AT THE GEM TRADE

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