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# PERFECT HUE

## NEW ARRIVALS COLORED STONE JEWELRY

Colored gems are shifting toward vivid hues and being given a boost by the Retro trend. As this fashion movement rolls back the decades, modest deep colors will be combined with flamboyant coral, turquoise, tourmaline, tanzanite or zircon to give old looks a modern spin for spring 2008.

— PAUL HOLEWA

### THE ENSEMBLE

This suite of AGTA Spectrum Award jewelry includes Robert Wander's (Winc Creations) 18K-yellow-gold lizard brooch set with sapphires, garnets chocolate diamonds and coral; Shant Dakessian's (Simone & Son) platinum and 18K-yellow-gold cufflinks set with green tourmalines and natural yellow diamonds; and 18K-yellow-and-white-gold earrings from Yanke Designs set with removable gold zircons, gold tourmalines, chrome tourmalines and diamonds.

BROOCH \$12,000\*  
CUFFLINKS \$10,000

EARRINGS \$5,150

\* Except where noted, all prices listed are suggested retail prices

**COLORED  
STONE JEWELRY**  
UNDER \$500



**ARTISTRY, LTD.**

Fourteen-karat chain-like links form double teardrops holding faceted cognac quartz stones (total length 34mm).

**\$306**

(888) 674-3250



**ACLEONI DESIGNS**

The Opal Diamonds Collection features opal triplets made by fusing opal and natural quartz, such as this 12mm round sample fused with faceted rose quartz.

**\$299** (800) 654-3424



**REBECCA**

A steel and bronze bracelet set with amethyst, peridot and iolite. From the St. Tropez Collection.

**\$545**

(310) 319-9600



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March 9-11, 2008

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**JUDITH BRIGHT**

From the RockLess Collection, this 14K-yellow-gold Lots O' Rocks Nest Ring is set with prasiolite ("green amethyst").

\$178 (615) 269-5600



**SIMON GOLUB & SONS**

This 7-inch sterling silver bracelet features an 18K-yellow-gold setting for a 10mm by 8mm oval peridot.

\$395

(206) 762-4800

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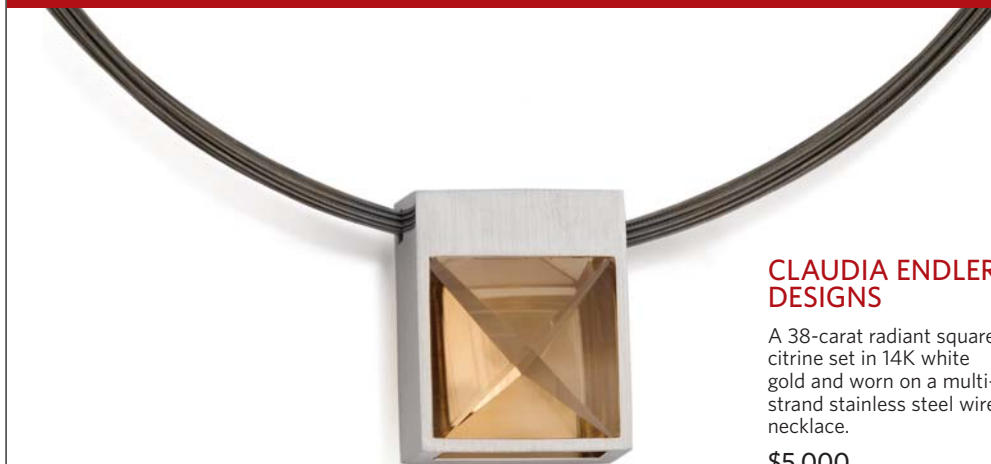
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## CLAUDIA ENDLER DESIGNS

A 38-carat radiant square citrine set in 14K white gold and worn on a multi-strand stainless steel wire necklace.

**\$5,000**

(323) 225-5924



## JULIE BAKER DESIGNS

This Tuscan Lace 18K-yellow-gold bangle bracelet is set with a large piece of blue chalcedony.

**\$5,250**

(212) 966-6771



## PARLÉ

From the Stones That Speak! Memories by Parlé collection comes this 14K-white-gold necklace with a pendant set with sapphires, tsavorite garnets and diamonds.

**\$1,149**

(800) 635-9800



## SUSAN BLOND

The center stone for this 14K-white-gold ring is a 19mm by 15mm oval chocolate quartz done in a checkerboard cut. The ring is set with chocolate and white diamonds.

**\$2,799**

(212) 333-7728



**COLORED  
STONE  
JEWELRY**  
➔ \$1,000-\$5,000

**ASCH/GROSSBARDT**

This bracelet, ring and earrings are set with tiger's eye, onyx and diamonds (designs are available in 14K and 18K gold).

BRACELET	RING	EARRINGS
\$2,800	\$3,500	\$2,000

(800) 543-2724



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➔ OVER \$10,000



LENA SKLYUT

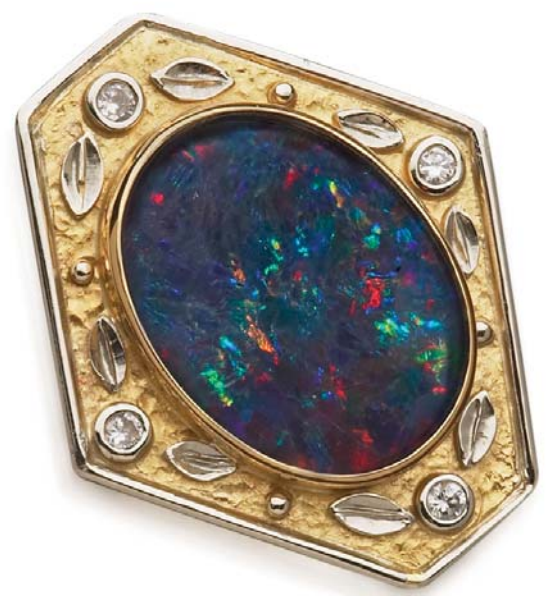
A 200-carat rutilated quartz and sapphire accents (4.0 TCW) are set in an 18K-yellow-gold and 925 sterling silver bracelet. \$12,000 (718) 840-9775



GUMUCHIAN

The Bubble ring is crafted in 18K white gold and set with a 6.40-carat aquamarine center stone, and features diamond and aquamarine accent stones. \$10,000

(212) 593-9888



MAHLIA COLLECTION

The Daphne ring is made of 18K yellow and white gold and is set with an oval black opal and diamonds.

\$10,800

(520) 791-3081



**LATA K DESIGNS**

From the Taj Collection come these 18K-yellow-gold drop earrings set with rubies, sapphires, emeralds and diamonds.

**\$12,125**

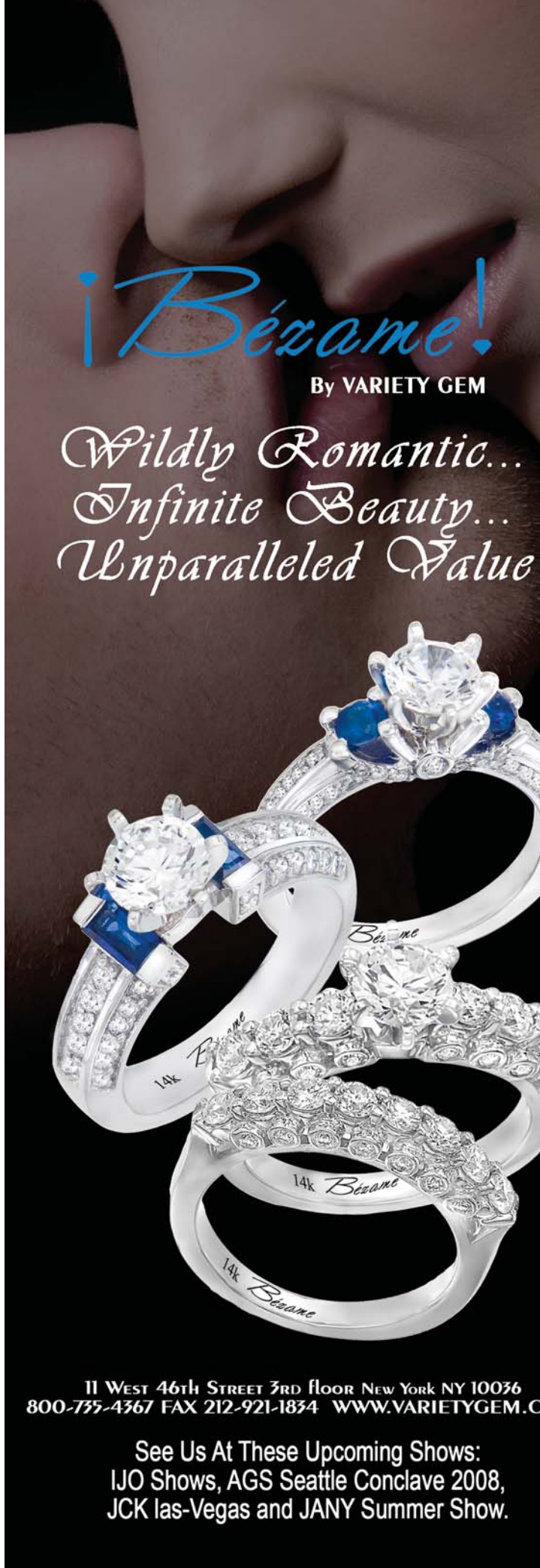
(917) 405-5202

**GURHAN**

Known for his 24K-yellow-gold pieces, this Sleeping Beauty turquoise necklace from the Turkish-born designer features large samples of fine turquoise.

**\$18,000**

(877) 447-4692



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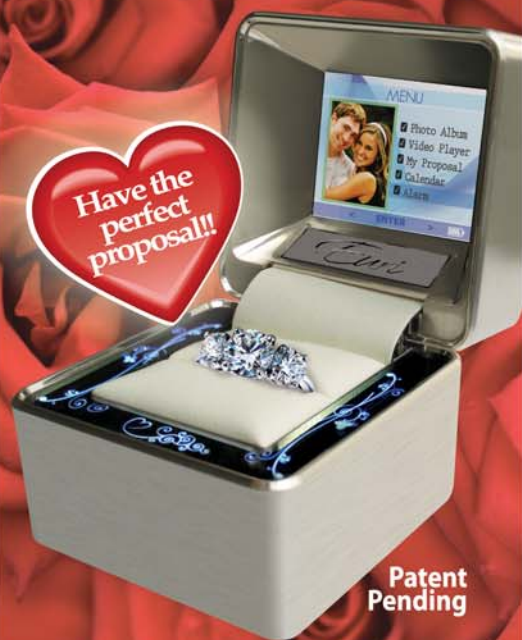
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## BRIDESMAID/ GROOMSMAN ➔ SPECIAL SECTION



### DAVID SHANO

A men's pendant and necklace design featuring a 925 silver pendant set with a black diamond (1.0 TCW) on a Greek leather cord.

\$450 (480) 988-2129



### DELAFÉE INTERNATIONAL SARL

DeLafée offers a hand-rolled Dominican cigar wrapped in 24K gold leaf and presented in an engraved stainless-steel tube.

\$79 contact@delafee.com



### WILLIAM HENRY STUDIO

This ornate pocket knife features a 45-layer patterned Damascus steel blade, shakudo gold mokume, snake wood, carved silver and more.

\$350 (888) 563-4500

### THISTLE & BEE

The Enamel Collection includes hand-enameled sterling silver designs inspired by nature and the spirit of the great outdoors (pictured here is a pointer hunting dog).

\$250 (212) 594-0418



### KELLY WATERS

This stainless-steel money clip is done in a brushed finish and features gold highlights.

\$55 (800) 647-7017







**KC DESIGNS**

From KC Design come these 14K-yellow-gold Diamond Disc initial pendants set with diamonds (.09 TCW).

**\$610** (800) 552-3790

**EK DESIGNS**

This sterling silver bridesmaid bracelet features black Swarovski crystals (other colors available), white pearls, sterling silver beads and a bridesmaid charm.

**\$120** (781) 383-6878



**REMBRANDT CHARMS**

Rembrandt's Catching the Bouquet bracelet features eight wedding-day charms (available in silver, gold plated, 10K and 14K yellow and white gold).

STERLING SILVER  
**\$200**

(800) 242-7699



**SARENA TRAYER**

From Sarena Trayer's JeTalia Collection come these Synchro hairpins in 18K yellow and white gold set with small round brilliant diamonds.

YELLOW GOLD	WHITE GOLD
<b>\$1,300</b>	<b>\$1,400</b>

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IN SEASON: MOTHER'S DAY

# MOTHER LOVE

A gift of jewelry is always near mom's heart.

IT'S A \$16 BILLION pie of which flowers and "a special meal" take the biggest slices. But not far behind — at a little over \$2 billion — comes jewelry, making Mother's Day a significant event on any jeweler's calendar, whether they be moms or not. "Mama" or some variant is usually the first word a baby learns to say, making it a good start for a piece of jewelry that says much more. For the more linguistically precocious child (or father, who is likely to be picking up the bill), the word "Mother" fashioned in an edgy font set with diamonds could do the trick. Another option is photo pendants, which can be customized in gold and set with gemstones. And finally for the mother who can't stop worrying about Junior's grazing and hiding habits, non-toxic, lead-free silicone jewelry that can survive a round with the dishwasher. Whatever the gift, it's from the heart, and that's all any mother can ask for.

## 1 CATHERINE ANGIEL PENDANT & NECKLACE

**PRODUCT:** The "MOTHER" necklace is from the graffiti-inspired "Renegade" Collection.

**SALES PITCH:** The necklace is done in 14K white gold with a black rhodium finish set with diamonds (.60 TCW).

**TELL 'EM THIS:** Ancient Hindus believed diamonds were created by bolts of lightning.

**SUGG. RETAIL PRICE:** \$2,500

**CONTACT:** (212) 924-4314

## 2 BARRY KRONEN DESIGNS CHARM PENDANT

**PRODUCT:** 18K-gold photo charms from the designer's Babylicious Collection.

**SALES PITCH:** This unique line uses individual baby photos to create a personalized, 3D one-of-a-kind charm.

**TELL 'EM THIS:** The pendant can be sold with a 16-inch 18K yellow gold and pearl chain for an additional \$705

**SUGG. RETAIL PRICE:** \$2,200

**CONTACT:** (800) 440-1243

## 3 SENTIMENTAL SILVER PENDANT & NECKLACE

**PRODUCT:** Sparkle Petite pendants set with CZs.

**SALES PITCH:** CZs are available in light pink, pale blue, crystal clear and synthetic dark blue sapphire.

**TELL 'EM THIS:** Each pure silver (.999%) pendant is made completely by hand using recycled silver.

**SUGG. RETAIL PRICE:** \$75

**CONTACT:** (602) 317-7796

## 4 KIM FRACZEK EARRINGS

**PRODUCT:** Hand-blown glass earrings featuring natural rubies and worn with an 18K yellow gold wire.

**SALES PITCH:** Ruby is July's birthstone.

**TELL 'EM THIS:** Ruby was deemed to be the most precious of gemstones by the Bible and ancient Sanskrit writings.

**SUGG. RETAIL PRICE:** \$1,000

**CONTACT:** (646) 387-3180

## 5 SMART MOM PENDANT

**PRODUCT:** Silicone teething pendants, measuring 2 inches by 2 inches.

**SALES PITCH:** Available in eight colors: amethyst, rose quartz, pearl, onyx, moonstone, turquoise, jade and coral.

**TELL 'EM THIS:** The products are made from a food-safe, non-toxic, non-latex, phthalate-free, dishwasher-safe, federally-approved silicone.

**SUGG. RETAIL PRICE:** \$18.90

**CONTACT:** (866) 521-9680

## 6 MA-STYLE PENDANT & NECKLACE

**PRODUCT:** 14K-gold pendant and necklace design.

**SALES PITCH:** The "Mama" pendant's brushed finish gives it a delicate yet edgy look.

**TELL 'EM THIS:** The price includes a 16-inch cable chain with lobster clasp.

**SUGG. RETAIL PRICE:** \$223

**CONTACT:** (917) 208-9433

**CATEGORY FOCUS**  
GEM LABS

# TESTED LABS

**MANY GEM LABS** are adept at issuing quality reports of a diamond's color and clarity. So how do you choose one? It's service, marketing and education that set the best laboratories apart, says Randy Wagner, president of Gem-Ex, which specializes in laboratory reports based on light performance. "Look beyond the report," he says. They also have a responsibility to the consumer to explain what they are doing and why. "You're looking for a partner. You're not looking for a supplier."

**POINTS TO REMEMBER**

- 1 **Stringency.** Sometimes a diamond's grade may be borderline. "When that is the case, we grade more conservatively, which means that any consumer buying a diamond with our grading reports can be assured that the quality stated in the report matches the quality of the diamond." — *American Gem Society Laboratories*
- 2 **Objectivity.** Is the grading report from an independent laboratory, unaffiliated with a manufacturer or sightholder? — *AGS Laboratories*
- 3 **Speed.** How fast does it get through the lab? — *Jerry Ehrenwald, president of International Gem Institute*
- 4 **Reputation.** "The retailer wants to issue a document that's well recognized, easy to understand and one that guarantees the grading." — *Ehrenwald, IGI*
- 5 **Innovation.** GIA created the Four Cs — color, carat weight, clarity and cut, universally recognized as the factors determining diamond quality. In the case of standard round brilliant cut diamonds, GIA created a new cut grading system based on the relationship of the proportions of the

- 6 diamond to its face-up appearance. — *Gemological Institute of America*
- 7 **Colored stones.** Look for authentication reports that confirm the stone is a genuine ruby, emerald or sapphire and determine whether and how it has been treated. A more comprehensive option is an origin report, which confirms that an emerald is Colombian, for example. — *Doug Hucker, CEO of American Gem Trade Association*
- 8 **Archives.** The report should be available indefinitely in the lab's database. — *Ehrenwald, IGI*
- 9 **User friendliness.** The laboratory should be able to answer consumer questions directly by phone or e-mail. — *Ehrenwald, IGI*
- 10 **Support.** GIA's Retailer Support Program, for example, offers free tools and promotional items retailers can use to relay diamond information to their customers. — *GIA*
- 11 **Display.** At AGTA, a super-premium package includes a leather or linen-bound book that spins an entire story about a special gemstone, usually a ruby, sapphire or emerald. — *Hucker, AGTA*

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**4 AMERICAN GEM TRADE ASSOCIATION (AGTA) GEMOLOGICAL TESTING CENTER**  
www.agta-gtc.org  
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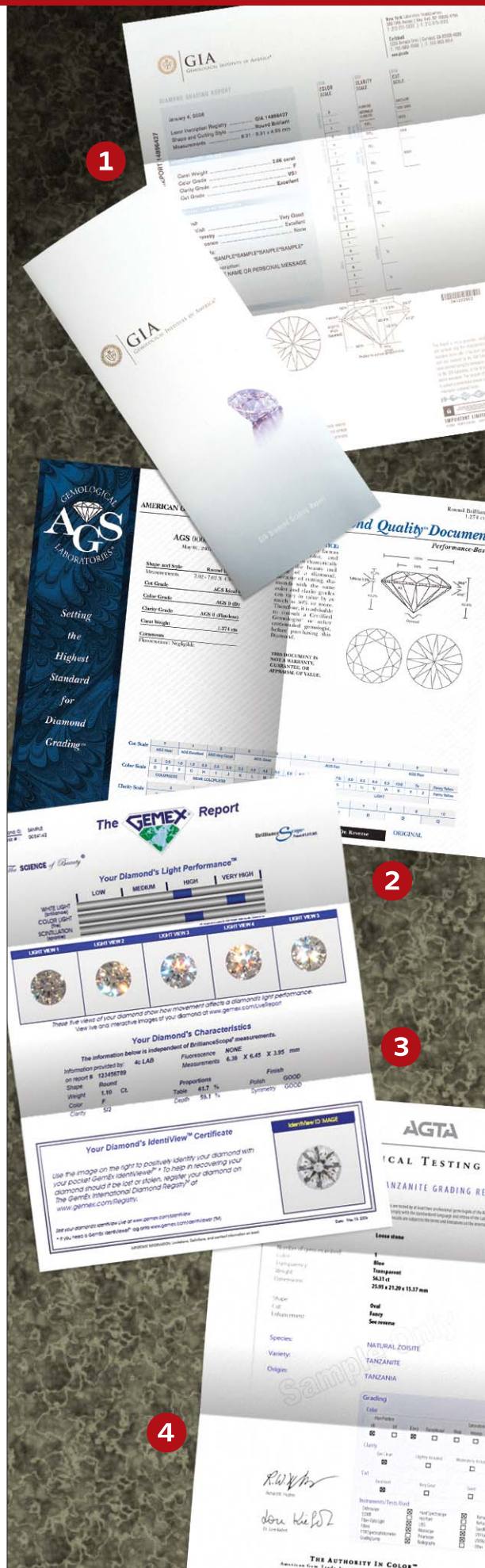
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