

[15:58] Richard joined #go.
[15:58] <MoDo> Hi, Frank
[15:58] <Alain> Hi Richard, welcome
[15:58] <Annie> Hi Richard
[15:58] <africanuck> Hi frank
[15:58] <africanuck> hi richard
[15:59] <Frank> Hi Alain...everyone
[15:59] <Richard> Thanks. I am waiting for Stuart. He should be here soon. We decided to do this together from one site.
[15:59] <Alain> That might help with the communication I think
[15:59] <Annie> Hi Frank
[15:59] <Frank> Hi Annie...hugs
[15:59] <africanuck> guest91, would you please change your name in the box at the bottom right of your screen?
[16:00] <africanuck> oops, that wasn't it
[16:01] <Alain> Hi Crystal
[16:01] <africanuck> hi crystal
[16:01] <MoDo> Hi, Crystal
[16:01] <Frank> you scared them off Canuck
[16:01] <Crystal> Hi y'all
[16:01] <africanuck> i think so
[16:02] <Richard> Stuart is with me now so whenever you are ready, ask away.
[16:02] <Alain> OK Richard, first of all a warm welcome and thank you both for doing this with us
[16:03] <Alain> For those who are new here, we generally raise our hands by typing "question"
[16:03] <africanuck> and then wait our turn to ask it
[16:03] <Alain> As a small request to Richard and Stuart, if you could type "ok" after an answer, then we know you finished answering
[16:04] <Richard> ok
[16:04] <africanuck> and if the answer is long and you want to break it up, type "more" at the end
[16:04] <Alain> Would like anyone to start with a question?
[16:04] <africanuck> so we know to wait for more
[16:05] <Alain> Maybe I could start with one
[16:05] <Frank> question
[16:05] <Alain> Richard, did you notice a price shift after the latest suspicions on BE treatment in blue sapphire?
[16:06] <Richard> No, not yet on the blue but market is cautious. We did see it in the orange market. ok
[16:06] <africanuck> go ahead frank
[16:06] <Alain> Frank, you had a question
[16:06] <Frank> what is the average percentage increase for the more common gems on a yearly basis
[16:07] <africanuck> question
[16:08] <Richard> Can't say any exact number since they fluctuate. US dollar is effecting some like the emerald market. We have put trends on gems in the newsletters and some are higher, some lower over time. ok
[16:08] <africanuck> how long did it take you to build up the sort of network you need to have up to date prices worldwide?
[16:09] <MoDo> Question
[16:09] <Richard> Well, started 25 years ago but always refining. Most confident in our procedures over the past ten years. Growing stronger and getting better info all the time. ok
[16:09] <africanuck> go ahead modo
[16:10] <MoDo> Like most guides, you show diamond prices for D-M; could you recommend someplace reliable for N-Z and fancy color?

[16:11] <Richard> We do many fancy colors and in the reference manual with The Guide, we do give discount ranges for below M. more

[16:11] <Richard> By the way, with HPHT, prices seem to have gone up in some lower color categories.

[16:11] <Richard> ok

[16:11] <africanuck> question

[16:11] <Alain> Yes africanuck

[16:11] <africanuck> why would they have gone up?

[16:12] <Greg> Question

[16:12] <Richard> Many of these previously unsaleable light brown diamonds were candidated for HPHT and are now colorless. ok

[16:12] <Alain> Greg, go ahead

[16:13] <Greg> How will the new Patriot Act change the way Gem Dealers oporate in the U.S.

[16:14] <Richard> Don't think it will have a great impact except maybe for those that were laundering (laugh). Will open some books a bit but not a big deal for the most. ok

[16:14] <africanuck> follow up to greg's question

[16:14] <Greg> Do you think it will affect the pricing of certain gems

[16:14] <africanuck> ah, that was my question, lol

[16:15] <Richard> May have potential for some particular origin but we still think not much. Wait and see. ok

[16:15] <Greg> Ok

[16:15] <africanuck> question,

[16:16] <Alain> Richard, could you share what the main sources of information are and how you establish averages.

[16:17] <Richard> The main sources are dealer inventories, transactions, researchers that we use at major trade shows. Sort of a checks and balances. No one dealer can dictate a change unless we have the "blind" proof. ok

[16:18] <Greg> Question

[16:18] <Alain> yes Greg

[16:18] <Greg> Can you shed some light on the new so called Pariba Tourmaline. Source price etc OK

[16:19] <Richard> This could take all morning to type. The latest newsletter just sent out has the most in-depth info anywhere in the industry. more

[16:20] <Greg> I do not get the news letter how can I get a copy? OK

[16:20] <Richard> Baisically, Pariaba name is being abused by some dealers selling copper bearing tourmalines from Nigeria and Mozambique. Paraiba is an origin, not a brand name. Best are still from Paraiba.ok

[16:20] <africanuck> question

[16:21] <Alain> Go ahead africanuck

[16:21] <africanuck> how big a difference in prices are there depending on which country it is being sold in

[16:21] <Richard> Greg. Send me your info at rdrucker AT gemguide.com (ed.) and we will send you a copy--anyone else too. Now will answer next question. more

[16:22] <Greg> Thank You> OK

[16:23] <Richard> Brazilian highest price. Roughly half of the price of Brazilian for others. However, some huge ones coming out of Africa. Saw 40 carat at \$15,000 per carat. ok

[16:24] <Greg> Question

[16:24] <Richard> Sorry, more.

[16:24] <africanuck> sorry, I was speaking of gems in general. Price in Thailand as compared to US for example

[16:24] <ars> question

[16:24] <Alain> question

[16:24] <Richard> African 5-9,000 per carat for top 2-3 carat. Brazilian 15-20,000 in extra fine category. ok

[16:25] <Richard> more

[16:26] <Richard> Where it sold in answer. Depends on the type of material. Example. Corundum still lower price in Thailand but many gems today becoming more global and prices not much different. Labor still a factor. Disclosure an issue though.more

[16:28] <Richard> Some countries like Thailand do not do suc a fine job disclosing treatments. That may make prices look lower but if treated, may not be true. ok

[16:28] <africanuck> ars, your question

[16:28] <ars> How did you get involved in jewelry judge and how well is it being received?

[16:30] <Greg> How does the color and clarity of the African material (40 cts. at 15K) compare to the Brazilian material OK

[16:30] <Richard> Short of it is this. Partnered with JJ originally for appraisal software and franchising for appraisal centers. Split up few years ago. I now own the software (Guide Appraisal Software) and Barry Block does the licensing of appraisal centers. Steve Knight is in Canada and has no affiliation with us anymore.ok

[16:30] <Alain> Sorry Greg, you were up next indeed

[16:30] <africanuck> yes, my fault, sorry

[16:31] <Richard> Color is simiar but not quite that top "neon" color. Mid level hard to tell difference sometimes.ok

[16:31] <Greg> Thank You OK

[16:31] <africanuck> alain, is you next, i think

[16:31] <Alain> Richard, for young appraisers the world of gemshows can be very overwhelming, what would you recommend to them?

[16:31] Apollo joined #go.

[16:32] <Greg> Question

[16:32] <Apollo> Don't tell me I'm too late :(

[16:32] <africanuck> no apollo, u got here right on time for the middle, LOL

[16:32] <Apollo> :)

[16:33] <Apollo> hi everybody

[16:33] <Richard> The majors are still the best. Have great educational opportunities and most are free. Tucson is best show for color and education. JCK also great show for jewelry and education. Overseas, probably Basel show.ok

[16:33] <Alain> Go ahead Greg

[16:33] <africanuck> greg, your question

[16:33] <Greg> Richard since you see so many different gemstones, can you share with us your favorite and why OK

[16:33] <africanuck> question

[16:34] <Alain> And maybe Stuart's aswell

[16:35] <Richard> Richard says Tanzanite--love the color and Tsavorite--best green gem ever. Stuart says sapphire and the pearl group for the great varieties and unique shapes and colors in CFW. He does a lot of research on those.ok

[16:35] <Alain> africanuck

[16:35] <Greg> Question

[16:35] <africanuck> as Alain said, the shows can be overwhelming for people starting out and you end up with gem overload. Any hints on how to get around this?

[16:36] <Richard> You must have a plan before you leave. Do not try to see it all. Comfortable shoes and a bottle of water for the desert shows. Must be specific in what you want to see or you will miss it.ok

[16:37] <africanuck> greg, your question

[16:37] <Greg> Stuart I love Sapphires as well. What is your favorite color and what is the most popular color right now in the U.S. OK . OK

[16:37] <africanuck> question

[16:37] <Frank> question

[16:37] <Richard> Blue by far. Dominates in all surveys for past several years. Also my favorite color.ok

[16:38] <africanuck> are you seeing a greater interest in stones like garnet and spinel that aren't treated in any way?

[16:39] <Alain> question

[16:39] <Richard> Yes and partly because of the non-treated issue as you say. Some great spinel this year and we wrote about in our latest newsletter. Color variety offers many choices. Mayer & Watt had great spinel from tanzania. Reds and pinkish color. ok

[16:40] <africanuck> frank, your question

[16:40] <Frank> when a new source or stone is discovered how long does it take for the price to reach a constant accepted level level

[16:40] <Frank> follow up question

[16:42] <Richard> Some never do. Take Zultanite, new change of color diaspora from Turkey. In person, not great appeal but they are asking very high prices. Will probably never reach a constant price or show up in Guide. Others like tanzanite when it appeared caught on fast because of Tiffany promotion.ok

[16:42] <Frank> and how does the news of a mine being played out or going to close affect the price (I'm thinking of benitoite here)

[16:43] <Richard> Benitoite too limited and a collectors stone so mine closing will probably boost price. Other stories like this are hard to say. Been hearing for years that tanzanite will be played out but every year a great supply.ok

[16:44] <Frank> thanks ok

[16:44] <africanuck> alain, is you i think

[16:44] <Alain> Do you notice next years' trends by increase in prices and dealers stocking certain stones or other means?

[16:45] <Greg> Question

[16:45] <Richard> We look at number of things. Colors in fashion industry and color projections are important. We know of dealers that also do this. What is available in the market important and what is new in the market also important.ok

[16:46] <Alain> Go ahead Greg

[16:46] <Greg> How is the current supply of Chrome Tourmaline and can you give an idea of current prices up to 3 carats OK

[16:47] <Alain> question

[16:47] <Frank> question

[16:48] <Richard> Not a lot of chrome tourmaline around this year. 2-3 carat \$425-600 per carat extra fine but when not a lot in the market prices are more subjective. When this happens, we sometimes see stones above The Guide. It happens. Not as much tourmaline in all varieties this year.ok

[16:48] <Apollo> question

[16:48] <Alain> Richard, will you also be publishing Alan Hodgekinsons new book and are there any copies of VO still available?

[16:49] <Greg> Question

[16:49] <Richard> We do not have anymore of his first or second edition. The new one will be published and available direct from Alan. I have info if you email me and I will forward on to you how to get when done.ok

[16:50] <Frank> What is the "most humble" stone that the guide lists prices for?

[16:50] <Alain> Thank you (I have his address though)

[16:50] <Richard> Hmm. thinking...more

[16:50] <Richard> Hmm still thinking...more
[16:50] <africanuck> LOL
[16:50] <Frank> lol
[16:51] <Richard> We give up. What is the answer.ok
[16:51] <africanuck> hehe
[16:51] <Alain> haha
[16:51] <africanuck> apollo, your turn
[16:51] <Apollo> thanx... What is the market scope of volume sales of calibrated corundum and spinel in jewellery setting sizes? What are the prices for Burmese material upto 0.5 carat?
[16:52] <Richard> Part one: A lot. (Actually working on private project for similar question). More
[16:53] <Richard> Part 2 Burmese up to .5 carat looking up. hold please more
[16:54] <Richard> If someone wants to ask new question, will get back to you on this one.ok
[16:54] <Apollo> thanx...
[16:54] <africanuck> greg, your turn I think
[16:54] <Greg> The prices you report in the guide, are they like Rap prices and are traded at a lower price than the report states. If so who much back OK
[16:55] <Richard> No. We removed the smoke and mirrors. Prices are pretty right on for better goods with reliable reports. May find a small discount but when you do, its a good price.ok
[16:55] <africanuck> question,
[16:55] <Alain> go ahead africanuck
[16:56] <africanuck> what kind of wine do you and Stuart drink? :)
[16:56] <africanuck> that is my job here, btw
[16:56] <africanuck> lol
[16:56] <Apollo> "Little"? :)
[16:56] <Richard> Red. ok
[16:57] <africanuck> any particular preference, French, Californian, Australian?
[16:57] <Greg> Question
[16:57] <Richard> Aren't some of you down under? Works for us.
[16:57] <Richard> ok
[16:57] <africanuck> thanks
[16:57] <africanuck> greg?
[16:57] <Alain> Yes we have people from Australia here .. Annie
[16:58] <Greg> Earlier I asked about hte Patriot Act in the U.S. Are there any paticular countries of origin we should be concerned with OK
[16:58] <Alain> From all the continents actually, except Antartica
[16:58] <ars> question / request
[17:00] <Richard> Oops. I deleted my answer. hold on more
[17:00] <Richard> We know there are world issues but have not seen much effect here because can still get from other trading centers. ok
[17:01] <Alain> ars, go ahead
[17:01] <ars> Richard, would you consider coming back to Vancouver for a Canadian Gemmology conference? Vancouver may be hosting it again in 2007.
[17:01] <Richard> Absolutely, my favorite place to visit. Back to the Burma sapphire melee question 3mm \$300-350. Burma ruby \$00-450 pc.ok
[17:02] <Richard> oops \$400-450 ok
[17:02] <Alain> Richard and Stuart, up till now it was a press style session, would you like us to open up the chat, so everyone can ask away?
[17:02] <Apollo> thanx Richard
[17:02] <Apollo> question
[17:03] <Richard> go for it. ok

[17:03] <Apollo> In an article on the page : <http://www.colored-stone.com/stories/jan06/retail.cfm> , consumer preference in 2005 for Blue sapphire tops while ruby follows. Emerald is a distant 8th. Does it signify a drop in the prices of these stones as the demand for stones like amethyst / peridot etc climb up?

[17:03] <Alain> OK people, ask away at will

[17:04] <Richard> The colored stone survey is always interesting and I use in some talks but not really sure who is on the panel or how many. We OFTEN disagree with results.ok

[17:04] <africanuck> Do you see the Australian sapphires going up or down in price? One of our forum members is a miner, and the whole fracas over BE treated from Madagascar seems to maybe be bringing the burners back to Australia.

[17:06] <Richard> Sapphire in general will remain popular and prices should remain fairly stable for all origins. But of course, we can only predict. Beryllium is a tough subject overall. ok

[17:06] <Alain> Richard/Stuart, amethyst can be a problem to identify with synthetics (esp. if they are twinned), do you have any nice techniques that might help?

[17:06] <Apollo> Richard, back to my query on the Corundum melee pricing question, suppose sales were to go in lots, what would be a reasonable wholesale price?

[17:07] <Greg> Can you discuss some sources for American mined gemstones that have good availability and price

[17:07] <Richard> Yes, we ask what they paid. Works every time. Seriously, it is a problem. Have to buy from credible sources. Some do batch testing and work close with miners. Still not a 100% guarantee.ok

[17:07] <Alain> Thanks

[17:07] <Crystal> What about ametrine? I keep hearing the mine is almost cleaned out. Will we see it becoming a more valuable, rare stone when/if that happens?

[17:08] <Richard> slow down with questions please, behind on answers.ok

[17:08] <Apollo> :)

[17:08] <Alain> Yes it is going fast

[17:09] <Richard> We do not really research lot prices. Maybe 10-20% ok

[17:09] <africanuck> maybe we can hold them until Richard has made it through Apollo's Gregs and Crystals

[17:10] <Apollo> 10-20% of 400-450 \$ or the 10-20% is a discount?

[17:10] <Richard> Ametrine. Problem is that so many think it is a treated color and do not understand the natural Bolivian market of these. They need to market better. Prices are lower than they should be.ok

[17:11] <africanuck> Greg, I think your question is left

[17:11] <Richard> American mined. Montana sapphires still have a great availability no matter what you hear. There are others.ok

[17:11] <Richard> Sunstone also for last question and getting very popular with great supply.ok

[17:12] <africanuck> what impact are the Canadian and Russian diamond mines having on prices?

[17:12] <Richard> 10-20% off of the quoted prices.ok

[17:12] <Apollo> thanx :)

[17:13] <ars> Do you find there's a regular market for gems with interesting inclusions (i.e. garnet in diamond or rare inclusions) or is it on a per-stone basis?

[17:13] <Richard> Diamond prices are still motivated by what DeBeers has dictated they can get. Some may undercut a bit but most are the same.ok

[17:14] <Richard> This is really more into the collectors market. Trade is brainwashed into the must be clean thought process.ok

[17:14] <Frank> 0Is the price trend generally up year by year...or are they more or less constant...does the price ever drop dramatically for any give gem?

[17:15] <Richard> Had big drops in emerald years ago due to opticon. Big drop in tanzanite after 2001 issues of terrorism. Big drop in sapphire when Madagascar came on. But over a long period of time, prices have been ok and in the end usually end up higher. ok

[17:15] <Alain> Richard, How did you start out with setting up the extensive database ... did you have programming skills or all on paper?

[17:16] <Greg> The two sources of Montana Sapphire that i am familiar with are Gem Mountain and Yogo. Can you gice a rough price range on these OK

[17:16] <Richard> I did have programming skills (my former job in my 20's but really just started on paper and it grew every year.ok

[17:17] <africanuck> Do gem prices react to world events like gold does (ie: refuge value)

[17:17] <Richard> Yogo is the collectors stone with little around. Gem Mountain is what is readily available. We have extensive price tables in The Guide (hint hint to subscribe).ok

[17:18] <Alain> Yes <http://www.gemguide.com/> to subscribe to The Guide

[17:18] <Greg> Thank you

[17:19] <Diane> Question

[17:19] <Richard> Sometimes as we said about tanzanite and terrorism possible link but not as a rule. Gold is a monetary item and reacts more strongly and immediate.ok

[17:19] <Crystal> Are the size & quality of Tanzanites coming out of the ground decreasing?

[17:19] <Alain> Go ahead Diane

[17:19] <africanuck> DIane, go ahead

[17:19] <Diane> If one subscribes to the guide is the newsletter included?

[17:20] <Richard> Contrary to the claims we think that still a lot there but harder to get to because of mining depth. However, Tanzanite One corporation also buys from smaller miners to fill in what they do not mine themselves. ok

[17:20] <Alain> It should be noted that The Guide also has an extensive reference manual that is very handy for appraisers

[17:20] <Crystal> Thanks

[17:20] <Richard> Yes newsletter comes with Guide.ok

[17:20] <Diane> thanks

[17:20] <Frank> when you offered to send copies of the newsletter on paraiba...do you want e-mail addies or postal?

[17:20] <africanuck> Do you collect gemstones yourself?

[17:21] <Richard> Reference manual comes with subscription too. We do collect some research specimens but I collect college tuition bills and kids sports equipment extensively.ok

[17:22] <africanuck> LOL

[17:22] <Apollo> :)

[17:23] <MoDo> That will probably pay off better in the long run ;-)

[17:23] <Crystal> The kids are his gems

[17:23] <Alain> Richard, will there be a "students" copy of the guide one day, or will that have to be a poor knock-off?

[17:24] <africanuck> out of date issues?

[17:24] <africanuck> lol

[17:24] <Michaux> Which color comparison system do you prefer i.e. GIA Gemset, Gemdialogue, Gemwizard?

[17:25] <Richard> Sometimes we have given away old issues as available. Color comparison. We have Gemset (no longer available) and like it even

though limited--very easy and visual for customers. We have GemDialogue. Better but do not use much. more

[17:26] <Alain> I'm not sure, but is the reference manual sold separate aswell?

[17:27] <Richard> We are negotiating with GemEWizard to work with in some way with The Guide. Interesting. A ton of programming over many years to develop. Will be a standard because GIA is giving trial version to every student now.ok

[17:27] <Richard> Reference Manual can be bought for I think \$45 overseas including postage \$35 in US. Some users have ordered extra copies.ok

[17:28] <africanuck> Is there an electronic version for those who live in places with poor mail service?

[17:28] <africanuck> like here

[17:28] <Richard> Subscribers can dowload prices from Internet for free. Right now the reference manual and the newsletter are not electronic but we are thinking about it.ok

[17:29] <africanuck> thanks

[17:29] <Michaux> Thanks everyone, this has been very informative!

[17:29] <africanuck> thanks for coming michaux

[17:29] <Alain> An electronic version is handy, but the book is handy to carry with you in a briefcase

[17:30] <gemma> can a student or hobbyist subscribe to the guide and purchase software from your company?

[17:30] <Richard> Sounds like we are done. Thanks for having us. Anything else? Richard and Stuart.ok

[17:30] <gemma> yes, i had that last question please

[17:30] <Richard> go for it

[17:30] <africanuck> gemma: can a student or hobbyist subscribe to the guide and purchase software from your company?

[17:30] <Alain> Thank you very much Richard and Stuart, it was a very informative chat

[17:30] <Alain> Applaus

[17:31] <Frank> Thanks to you both...it's been a great chat

[17:31] <gemma> ahh wait for my answer please

[17:31] <Apollo> encore

[17:31] <africanuck> maybe he can answer gemma's question first

[17:31] <gemma> thank you africanuck

[17:31] <gemma> the question was market scope of volume sales

[17:31] <africanuck> gemma: can a student or hobbyist subscribe to the guide and purchase software from your company?

[17:32] <gemma> no that's not right. yes thank you again africanuck

[17:32] <africanuck> copied it for u

[17:32] <Richard> Yes you can subscribe and get the appraisal software too but be warned the appraisal software is mostly used by US and Canada. Few outside that.ok

[17:32] <gemma> ok, so i can subscribe to the guide and purchase the software?

[17:32] <Richard> yes.ok

[17:32] <gemma> love you! thanks!

[17:32] <africanuck> any other last questions?

[17:32] <Apollo> Yes

[17:33] <Alain> Richard, I'll get in touch with you early next week, Thank you both again for doing this with us

[17:33] <Apollo> If the corundum were to be from other mines in Burma apart from Mogok

[17:33] <Apollo> would that cause a change in pricing?

[17:34] <Richard> Most of the corundum we price today is Mong Hsu. The classic source of Mogok will command a premium.ok

[17:34] <africanuck> Richard, Stuart, thank you both so much for giving us your time and expertise today, it has been great!

[17:34] <Apollo> thanx

[17:34] <Crystal> Thanks so much Stuart, Richard, and everyone for their great questions. We learned so much today - great job!

[17:34] <MoDo> Thank you!!

[17:34] <Diane> Thanks

[17:34] <Apollo> it has been a great chat, thank you

[17:35] <ars> thanks for taking time to chat with us

[17:35] <gemma> yes, pricing is a bear to understand. thanks

[17:35] <Richard> You're welcome. Over and out.ok

[17:35] <Frank> bte

[17:35] <Frank> bye

[17:36] Richard left irc: Richard