



## KULSEN & HENNIG Nature's Brilliant Colours

Newsletter No. 7

05/2011

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## KULSEN & HENNIG News

### **Inhorgenta Europe 2011 - in Brief**

This year, once again, the inhorgenta trade fair in Munich lived up to its reputation and attracted many pleasant and interested visitors to both the fair and our stand. The demand for coloured diamonds and the interest shown in the specialist's expertise seem to be growing throughout the world. We would like to thank our loyal customers who took the opportunity to come and see our collection and to talk to us about their plans for the upcoming year. We are especially excited about the new contacts we made and the positive feedback we received on both our new colour card for yellow diamonds and our newsletter. It is with great pleasure that we bring you this new edition. Happy reading!

Juliane Hennig



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### **Office Support Position Available**

Due to the continued growth of our company, we are currently recruiting a motivated and trustworthy person for our Berlin office:

#### **Office Assistant (M/W) in the diamond industry (80%-100%)**

In addition to assisting customers on the telephone (occasional customer visits and professional trade fairs), job duties will include processing customer orders and handling day-to-day office activities.



For this position, the applicant should have considerable experience in office administration and good computer skills. Ideally, he or she should also have experience in the jewellery or diamond industries.

Very good levels of English and German required; knowledge of French would be a plus.

We offer a varied professional activity, ideal for an open-minded and organised person who communicates well and is willing and able to work independently.

Please send applications to:

[info@kulsen-hennig.com](mailto:info@kulsen-hennig.com)

Or:

KULSEN & HENNIG GBR

POB 2 10 63

10122 Berlin

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### **From Our Collection: Marquise, Fancy Deep Brownish Greenish Yellow, 0.51 ct**

Because of its mysterious ability to change colour, the stone we are presenting today is more than just a pretty olive green diamond! As the diamond is unwrapped and passes from darkness to light, its colour changes from an undefined greenish-yellow to a saturated olive green. In the field of precious stones, this phenomenon is called the chameleon effect. Even if the change in colour is only slight, the effect makes the diamond fascinating. A diamond that, when perfectly mounted, will be transformed into the dream gift for someone just as fascinating.



[View GIA Certificate](#)

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## **All about Natural Coloured Diamonds**

### **Pink and Blue Coloured Diamonds to Be Auctioned in Geneva**

This week, two remarkable coloured diamonds are to be auctioned off in Geneva: Sotheby's is presenting an emerald cut Fancy Intense Pink diamond weighing 10.99 ct. Its clarity has been graded VS1 (only very small inclusions).

This costly stone is particularly interesting because it is a Type IIa diamond, a sort of diamond that is very rarely found in nature and known for its exceptional clarity and even colour distribution. The diamond's value has been estimated to be anywhere between USD 9 million and USD 17 million.

Another exceptional diamond will be auctioned off by Christie's, a rectangular Fancy Intense Blue diamond. Weighing 6.60 ct, and possessing an IF clarity grading (flawless), this diamond is also a Type IIa diamond. Its value has been estimated to be between USD 4.5 million and USD 6 million.

"As far back as I can remember the coloured diamond market has never before thrived as well as today", says David Bennett, Sotheby's Chairman of Jewellery for Europe and the Middle East.

If you are interested in the auction results, information can



be obtained on the following Internet sites:

[www.sothebys.com](http://www.sothebys.com)  
[www.christies.com](http://www.christies.com)

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## **Jewellery should be a celebration of beauty! An Interview with Dominik Steiner**

Dominik Steiner, the second of a family of five children, was born in 1962 in Winterthur, not far from Zurich; his father ran a transportation business that had been in the family for three generations and Dominik's future career seemed settled. A friend of his parents', however, who owned a goldsmith's shop in the old town of Winterthur, made a strong impression on the young man not only with the beauty of his work but also with his fascinating and rich personality. There was no turning back: Dominik Steiner would be a goldsmith, and so much more. His years of apprenticeship and on-the-job training would take him to Zurich and Bern, then to Italy, and later to South and Central America. During this time, Dominik Steiner matured while his savoir-faire also grew and developed. He completed his apprenticeship in jewellery-making with specialised training in the silversmith's trade. Today, Dominik Steiner owns and manages the same goldsmith's shop in the old town of Winterthur that once belonged to his parents' friend.

During our interview, we wanted to learn more about many things, including how Dominik establishes a personal relationship with each of his clients and the role that coloured diamonds play in his work.



[Read more...](#)

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## **Test Your Knowledge of Coloured Diamonds**

It is nice to have customers interested in coloured diamonds, but it can be embarrassing to not know how to answer relevant questions... So refresh your knowledge about diamonds with us! We have designed a quiz on coloured diamonds containing the most important questions on the subject. Answer them alone or as a group and get ready for your next sales appointment!



[Read more...](#)

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# Gemmology Corner

## Diamond Shapes: The Radiant Cut

The term radiant comes from the Latin word radians which means beaming.

Where does the particular brilliance of the radiant cut come from? What makes this cut so unique? Why is it used so readily for coloured diamonds?



[Read more...](#)

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You will receive our next newsletter in August 2011. Earlier editions of our newsletter may be found in our [newsletter archive](#).

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## All about Natural Coloured Diamonds

### Jewellery should be a celebration of beauty! An Interview with Dominik Steiner

**Gabriele Gollwitzer:** Before this interview, I did a little research about you on the internet, but I didn't find much, no website, no e-mail address, even though you are far from being an isolated and secluded craftsman. On the contrary, you are a successful artist with many loyal, long-time customers. It seems to me, then, that for you the most important thing is the personal contact; is that right?

**Dominik Steiner:** Yes, I have always felt that jewellery making was something very personal, something one might compare to the activities of a doctor, a costume designer, or an image consultant. A piece of jewellery must always highlight and glorify a facet of your personality. The goldsmith's craft is an artistic craft, not simply an art, and not an ordinary craft, either. Whereas an artist is free to comment on society, the goldsmith must reflect the customer's personality.



**Gabriele Gollwitzer:** One aspect of your personality is assuredly generosity: every year you invite your customers and friends to the opening party of your Christmas show. There is a classical music concert in a flower filled room, followed by mulled wine and roasted chestnuts. Everyone says that the mood of the evening is unique and the tradition has become an integral part of Winterthur's cultural activities. No wonder your customers come back! But, actually, how do you explain the success of your jewellery?

**Dominik Steiner:** My customers appreciate the relationship between a modern expression of shapes and the traditional structures of the goldsmith craft. By paying close attention to details, I bring a historical, or even baroque, dimension to modern jewellery. That's what makes people want to have their very own "little treasure".

**Gabriele Gollwitzer:** What challenges do you set for yourself, in terms of both creation and *savoir-faire*?

**Dominik Steiner:** The work of creation is to translate a customer's wishes and needs into a contemporary and wearable piece of jewellery. I try to use only traditional techniques that bring enormous value in terms of quality and I avoid casting as much as possible. I much prefer assembly and forging techniques, and find the latter to be especially useful when making rings and earrings so as to compress the metal as much as possible. As almost all of my pieces include precious





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stones, the settings play an important role in my work, with for example, pave settings or modern prong settings.

**Gabriele Gollwitzer:** Why do you enjoy using diamonds in your work?

**Dominik Steiner:** Today, there are fewer opportunities to dress up in evening clothes and wear jewellery taken out of the drawer especially for the occasion. People want to wear their jewellery every day. And that's where diamonds become interesting, if only for their hardness.



**Gabriele Gollwitzer:** You also use coloured diamonds a lot. What do you like about them? What quality must a stone have to appeal to you in particular?

**Dominik Steiner:** A stone has to give off a marvellous charm, a charm that comes from good size, good clarity, and a mysterious colour that can't be defined at first glance. I enjoy using old cuts and rose cuts that give off such old-fashioned elegance. Coloured diamonds are not as loud as white diamonds; the colour softens the hard edge of the diamond's brilliance.

**Gabriele Gollwitzer:** What are the colour combinations that you find most interesting?

**Dominik Steiner:** Colours and their various shades, subtle contrasts in pastel tones but also bright green and red, or pink and orange. I look for combinations where the colours enhance each other.

**Gabriele Gollwitzer:** What would be your motto as a goldsmith be?

**Dominik Steiner:** Jewellery should be a celebration of beauty!





## All about Natural Coloured Diamonds

### Test Your Knowledge of Coloured Diamonds

Here are the questions. Only one response is correct. The answers are given on the last page. Have fun guessing (and being right)!

01. The Argyle Mine in Western Australia is known for its large production of...
  - a) ... yellow and champagne coloured diamonds
  - b) ... pink and champagne coloured diamonds
  - c) ... yellow and colourless diamonds
02. A diamond's value is estimated first based on...
  - a) ... the rarity and the intensity of its colour
  - b) ... the beauty of its colour
  - c) ... the beauty of its colour and the stone's clarity
03. The cause of colour in yellow diamonds is due in part to...
  - a) ... nitrogen deposits in the crystal structure
  - b) ... oxygen deposits in the crystal structure
  - c) ... deformations in the crystal structure
04. The name "Fancy Pink" is only obtained by approximately one diamond out of...
  - a) ... 1 000 000 gem quality diamonds
  - b) ... 10 000 gem quality diamonds
  - c) ... 100 000 gem quality diamonds
05. According to the Argyle diamond colour scale, cognac coloured diamonds are diamonds whose colour is ...
  - a) ... C7
  - b) ... Fancy Deep Brown Orange
  - c) ... Medium Champagne
06. Certain types of diamonds can be called, for example,...
  - a) ... sapphire and ruby
  - b) ... Ia and IIb
  - c) ... marquise and baguette
07. Colourless diamonds are different from coloured diamonds especially because they...
  - a) ... have fewer inclusions
  - b) ... absorb light better
  - c) ... don't absorb light as well
08. When we use "Canary" in reference to diamonds, it means...
  - a) ... their origin – the Canary Islands
  - b) ... their colour – from Fancy Intense to Fancy Vivid Yellow
  - c) ... their clarity – they contain yellow inclusions





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09. The diamond shown here is the famous...
- a) ... Green Hope
  - b) ... Wittelsbach-Graff
  - c) ... Dresden Green
10. When setting coloured diamonds, it is important to consider that they ...
- a) ... have more inclusions than colourless diamonds
  - b) ... have inclusions that can be difficult to see in very dark stones
  - c) ... are not as hard as colourless diamonds
11. To the right you can see a ring set with a yellow diamond. This engagement ring belongs to...
- a) ... Stefanie Wittelsbach-Graf, née Steffi Graf
  - b) ... Heidi Klum
  - c) ... Kate Middleton
12. An engagement ring set with a black diamond played an important role in the movie...
- a) ... *Sex and the City II*
  - b) ... *Gentlemen Prefer Blondes*
  - c) ... *Diamonds Are Forever* (James Bond)
13. The highest total amount ever paid for a diamond or jewel during an auction was paid by an anonymous buyer for the five carat Fancy Vivid Pink coloured diamond shown here. The total amount paid was...
- a) ... USD 80 000
  - b) ... USD 3 800 000
  - c) ... USD 10 800 000
14. The four following colours are the rarest diamond colours that can be found in nature:
- a) ... red, green, blue, and pink
  - b) ... yellow, black, brown, and orange
  - c) ... colourless, olive green, grey, and cognac
15. The following terms refer to the same type of diamond shapes:
- a) ... princess and marquise
  - b) ... navette and marquise
  - c) ... baguette and croissant
16. 2009, the German company KULSEN & HENNIG GBR celebrated...
- a) ... its 50 years of existence
  - b) ... its 5 years of existence
  - c) ... its 10 years of existence
17. The famous football player, David Beckham, gave his wife a ring and matching earrings for her 30<sup>th</sup> birthday. The diamonds were...
- a) ... pink
  - b) ... blue
  - c) ... colourless



## Answers:

09. c) ... Dresden Green  
10. b) ... have inclusions that can be difficult to see in very dark stones  
11. a) ... Stefanie Wittelsbach-Graf, née Steffi Graf  
12. c) ... *Diamonds Are Forever* (James Bond)  
13. b) ... USD 3 800 000  
14. a) ... red, green, blue, and pink  
15. b) ... navette and marquise  
16. a) ... its 50 years of existence  
17. c) ... colourless

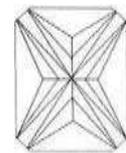
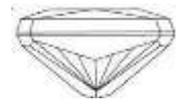
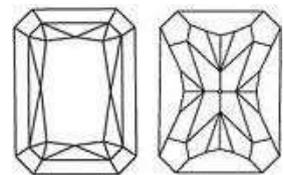


## Gemmology Corner

### Diamond Shapes: The Radiant Cut

#### **Der Original Radiant Cut...**

...was perfected in 1977 by Harry Grossbard and contains 61 facets and 8 upper girdle facets. The radiant cut is in the shape of a square or a rectangle with cropped corners. It can also be called a "brilliantized" step cut. When looked at face up, (left-hand image of the diagram), a well-cut radiant diamond has a diagonal cross pattern. The lower part of the *Original Radiant Cut* (right-hand and bottom images of the diagram) has certain similarities with that of the Cushion cut. Only radiant cut diamonds sold by the Grossbard family can be called *Original Radiant Cut* diamonds.



#### **Other Radiant Cuts**

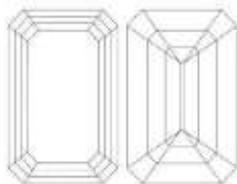
Variations of the radiant cut that present a different facet pattern on the bottom, as illustrated on the diagram to the right, are also available on the market. With this variation, the diamond gives off a certain overall impression of serenity, whereas the *Original Radiant Cut* brings the diamond to life, but perhaps too much so, according to some.

#### **Other Names**

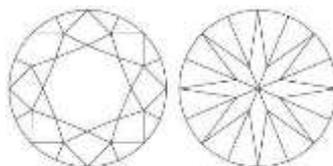
On GIA certificates, radiant cuts are called "Cut-Cornered Rectangular Modified Brilliant" (rectangular radiant) or "Cut-Cornered Square Modified Brilliant" (square radiant). These names are applied to both ordinary radiant cuts and *Original Radiant Cuts* because the GIA does not indicate brands in its certificates.

#### **History**

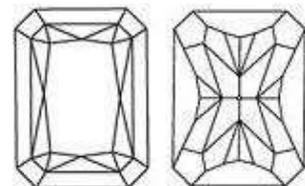
Before the invention of the radiant cut, rectangular diamonds were cut with a step cut, with long rectangular facets. Only rounded shapes like the brilliant and marquise cuts, and pear or oval shapes had triangular facets. In 1977, Henry Grossbard was able to create a diamond cut that combined the elegance of a rectangular shape with the brilliance and fire of a brilliant cut.



The Emerald Cut:  
A step cut



The Brilliant Cut



The Radiant Cut:  
A "brilliantized" step cut



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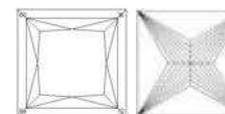
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## Do Not Confuse the Radiant Cut with:

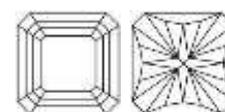
### Princess Cut

Outline is the most obvious difference between them: princess cuts are usually square with sharp corners, allowing princess cut diamonds to be set side by side in channel settings; the radiant cut, on the other hand, is often rectangular, but sometimes also square or squarish. Its cropped corners make it well suited to bezel settings. The radiant cut, however, is not a princess cut with the corners cut off. The way it reflects light makes it very different from a princess cut. Light enters the stone from many angles and is reflected in numerous ways within the diamond before returning to the eye. In contrast, the princess cut presents contrasting light and dark facets.



### Barion Cut

Like the radiant cut, the Barion cut is also a mixed cut that combines step and brilliant cuts and is usually rectangular or square. The basic Barion cut presents smooth facets along the crown parallel to the table. There are, however, Barion cuts whose crown facets are similar to those of radiant cuts. The Barion was invented by South African diamond cutter Basil Watermeyer. The name Barion is a combination of the first letter of his first name and his wife's first name, Marion.



### Some Specifics Concerning Coloured Diamonds

The radiant cut is especially popular for very valuable diamonds, and, as a result, also for rare and very precious coloured diamonds. We also know that the radiant cut enhances the beauty of coloured diamonds by intensifying and "holding" their colour.

### Famous Radiant Cut Diamonds

#### The Peacock Diamond

Because the radiant cut is still relatively recent, there are few famous diamonds with this shape. The Peacock diamond, named for its owner, the Chicago jeweller C.D. Peacock, has however become very well-known. Weighing 20.65 ct, the diamond has been certified flawless by the GIA and has been awarded the rare colour grade of Fancy Intense Yellow. This exceptional diamond measures 15.62 x 14.49 x 9.37 mm and is set with two white trillions in a platinum and 18k white gold setting. The Peacock is on exhibit in its owner's Chicago jewellery shop; by exhibiting this diamond, Mr Peacock hopes to promote "Fancy" graded coloured diamonds.



### Buying Recommendations

It is important to understand the following difference: the *Original Radiant Cut*, available only through the RCDC Company belonging to the Grossbard family, is subject to very strict standards, especially in terms of proportions. *Original Radiant Cut* certified stones (minimum weight of 0.70 ct and a certificate number laser inscribed on the girdle) guaranty optimal brilliance. In addition, only white diamonds with a colour grading between D and K and those with a clarity grading superior to SI2 can obtain this certification. *Original Radiant Cut* stones are currently available only in the United States. On the other hand, some "uncertified" radiant cut stones that are not subjected to these strict standards can, nevertheless, meet the highest expectations. Look for good symmetry,



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moderate height, and strong fire. Trust your own judgement or ask a diamond expert you trust for a professional opinion.

## Radiant Cuts from Our Collection



0.55 ct, SI1, Fancy Intense Yellow, GIA Certificate



1.57 ct, VS, Dark Champagne (C5)



0.30 ct, SI, Fancy Intense Purplish Pink, GIA Certificate