



# **KULSEN & HENNIG**

## **DOMINIK KULSEN**

Nature's Brilliant Colours

Newsletter No. 19

06/2014

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## **Our News**

### **Some Reading, a Few Surprises, and a Little Sorting!**

Dear Clients and Readers, Dear Friends,

Spring is here and many a project has come to its completion. We are pleased to welcome Tanja Fischer to our Swiss team.

Even the mobile library for children and young adults has been finished! Share our joy at the sight of these children and their laughing eyes. The world of diamonds is full of surprises. If the one thing missing from your closet is a really fancy pair of boots, we have a special recommendation for you. They could even be matched up with a most unusual watch that we found for you at Baselworld 2014.

As our readers, you know all too well how passionate we are about Natural Fancy Coloured Diamonds. This is why we are so pleased that more and more future brides and grooms are choosing these coloured beauties as a symbol of their own personal attitude towards life. Given our passion for Natural Fancy Coloured Diamonds, we would like to invite you on one of our shopping trips.

Happy reading!

Juliane Hennig  
Your KULSEN & HENNIG Team

Dominik Kulsen  
Your DOMINIK KULSEN Team



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## Reading Can Be So Nice!

In Newsletter N° 17 we told you about the commitment, inventiveness, and enthusiasm with which the Arrow Coach employees tackled the challenge of converting a Tata ACE pick-up truck into a mobile library for children, a project financed by our donation.

Today, we are proud to show you all the love that went into making the idea of Madhan Mohan, founder and director of Regenboog India Foundation, a reality.

The children's impatience and the joy on their faces say it all!



See for yourself...

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## From Our Collection: Rose-Cut Champagne Diamonds

Did you know that in past centuries rose cuts were among the most popular cuts for diamonds? Today, jewellery designers especially appreciate the antique charm of these flat, rose-cut diamonds that are particularly well suited to filigree jewellery creations requiring minimal material thickness.

We have a large selection of rose-cut champagne diamonds in stock, available in various shapes and shades and in sizes ranging from 1,80 to 5,50 mm.

If you are interested in our rose-cut diamonds, feel free to contact us at:

### **Our Office in Berlin/Germany**

E-mail: [info@kulsen-hennig.com](mailto:info@kulsen-hennig.com)  
Telephone: +49 (0)30 400 55 93 0

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# All about Natural Fancy Coloured Diamonds

## Noel Holly – A Master of Presentation

Have you ever tried to photograph Natural Fancy Coloured Diamonds? If so, then you know how much patience, technical knowledge and know-how are needed to successfully capture the subtleties of these coloured beauties.

Because we know just how difficult this task is, we wish to take this opportunity to express all our appreciation for Noel Holly, one of the most experienced and creative photographers of pink diamonds. Noel Holly died in February of this year in Perth, Western Australia at the age of 71.

Noel Holly presented the much sought after Fancy Pink diamonds in the most fascinating way for the annual Argyle Pink Diamonds Tenders. Together with Ray Sparvell, head of Public Relations for the Argyle Diamond Mine from 1986 to 1992, Noel Holly began his work in 1987 and created legendary photos that have lost none of their fascination.



[See for yourself...](#)

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## Record-Breaking Diamond Boots

On 4 December 2013, the Antwerp based luxury fashion label A.F. Vandervorst presented a stunning pair of diamond boots during the *Business of Design Week* in Hong Kong. These boots have resulted from the collaboration of A.F. Vandevorst with the Antwerp World Diamond Centre (AWDC), the Flemish Fashion Institute and Diarough, one of the leading diamond companies in Antwerp.

These boots are adorned with paisley patterns made up of 39 083 diamonds. To make this possible, Diarough/Uni-Design provided a total of 1 550.00 ct in diamonds. Although most of the diamonds used were champagne coloured and grey, the designer used very rare pink diamonds to create the A.F. Vandervorst logo.

In the Uni-Design manufacturing facility, a team of goldsmiths set the diamonds in a total of 4 783 grams of gold. The entire production process, from designing and producing the boots to selecting, sorting, transporting and then setting the diamonds took 30 000 man hours.

On 4 December, the Chinese artist Yi Zhou had the honour of presenting these sparkling boots in one of Hong Kong' finest restaurants before the Queen of Belgium, the Minister-President of Flanders and four hundred selected guests.

Interested? If so, these boots are available in European shoe size 39 for USD 3 188 100.



## Seen for You in Basel - Graff's *Hallucination*

No, it was not a hallucination. For its debut in the Baselworld fair, the British jeweller Graff Diamonds did indeed present a spectacular jewelled watch, set with more than 110 ct of Natural Fancy Coloured Diamonds – a medley of colours.

Designers, goldsmiths and gemmologists created the jewel using Laurence Graff's ideas as inspiration and by doing so made one of his diamond dreams a reality. The *Hallucination* symbolizes the passion Graff has for Natural Fancy Coloured Diamonds.

The price for this watch – and at this point you might be wondering if you aren't actually hallucinating - is

USD 55 000 000!

The lucky lady who is able to own the *Hallucination* will certainly hold time in high esteem and have just as great a passion for Natural Fancy Coloured Diamonds.



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## Fancys Forever?

Natural Coloured Diamonds have become an indispensable element in jewellery design and we are always fascinated by the variety of jewellery creations in which we find our diamonds.

As we are always on the lookout for examples, we wondered whether Natural Fancy Coloured Diamonds might also be considered for engagement and wedding rings.



[Read more...](#)

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## Gemmology Corner

### On a Buying trip with the Sortoscope

When customers ask us why our Natural Fancy Coloured Diamonds have a higher price per carat than those of other traders, we can answer in all honesty:

Because our products are hand selected.

Today, we would like to share with you how we "had pick" our diamonds.

[Read more...](#)



You will receive our next newsletter in September 2014.

Earlier editions of our newsletter may be found in our [newsletter-archive](#).

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## Our News

### Reading Can Be So Nice!!

The Regenboog India Foundation's "Youth Library" project started with a motorbike, outfitted with a blue plastic crate, which was used to deliver books to evening schools. An autorickshaw was supposed to replace the motorbike, but the books still wouldn't have been protected enough during the monsoon season. The solution was to renovate a Tata ACE pick-up truck and convert it into a mobile library.





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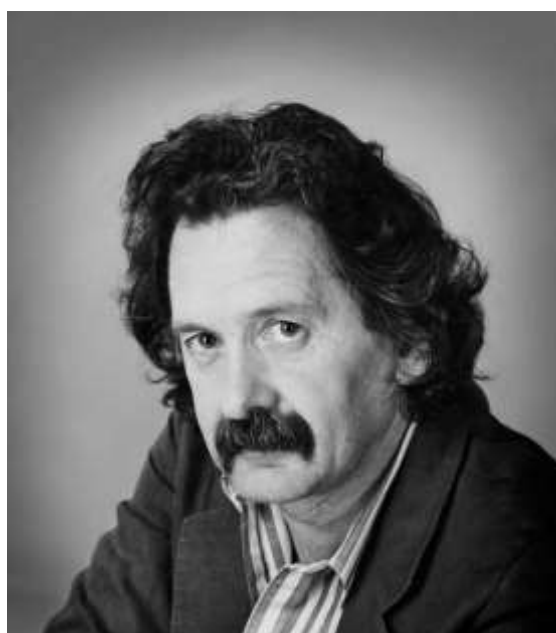
06/2014

## All about Natural coloured Diamonds

### Noel Holly – A Master of Presentation



© Rio Tinto



Noel Holly. © Illustrations 291



© Rio Tinto





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## All about Natural Fancy Coloured Diamonds

### Fancys Forever?

For most people, a colourless (white) diamond still remains the ultimate symbol of a lifelong commitment. The first engagement ring set with a colourless diamond was given to Mary of Burgundy by Archduke Maximilian of Austria in 1477 – the birth of an ongoing tradition.

Today in the United States, an engagement ring set with a colourless single stone has become the standard for which couples pay on average the equivalent of 3 months' salary. In Europe, the trend for the last few years has been to adopt the American model. The same is true for wedding bands. There again, colourless diamonds are most popular.

Yet, is this a deliberate choice not to use Natural Fancy Coloured Diamonds? First of all, we find that, in general, most couples do not even know that Natural Fancy Coloured Diamonds exist.

Often, goldsmiths and jewellers with a true passion for these rare gems are the first contact. They give their customers an idea of the rarity and variety of diamond colours; with true sensitivity, they are able to find the right stones to match the personality of each customer.

#### Atelier K. (Cologne), Angela Katzy:

"The key is to communicate. For me, white diamonds often create too hard of an effect. Natural Fancy Coloured Diamonds, especially champagne and cognac shades, blend more easily with different skin types."



Wedding rings: 750 white and rose gold, baguettes and princess, cognac colour. © Atelier K. (Cologne)



Engagement ring:  
750 white gold, diamond 0.16 ct, Fancy Yellow  
© Rieger & Schnaas Goldschmiede (Tübingen)

"When selecting stones, our customers are increasingly attracted to diamonds in general and to Natural Fancy Coloured Diamonds in particular. We think the pictures on our website speak for themselves."



Engagement ring:  
950 Palladium, diamond 0.24 ct, Fancy Brown  
© Rieger & Schnaas Goldschmiede (Tübingen)

If, for example, a light champagne coloured diamond is chosen instead of a colourless one, the decision depends above all on the open-mindedness of the couple and their willingness to take a more unconventional path.

Once the decision has been made to opt for a Natural Fancy Coloured Diamond, however, its uniqueness makes the stone a strong symbol of the couple's future life together.



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Some of the most popular colours chosen by couples for their rings include warm brown tones ranging from light champagne to dark cognac, sunny yellow, delicate pink and subtle shades of grey and olive green.

**Form-Werk (Cologne), Andreas Köther:**

"I myself have a great passion for Natural Fancy Coloured Diamonds and have noticed a growing interest among my customers. Demand is increasing."



Engagement ring: 750 yellow gold, tourmaline, pink diamonds. © Form-Werk (Cologne)



Wedding bands: 750 yellow gold, pink diamonds. © Form-Werk (Cologne)

**Schmuckmanufaktur Kneist (Darmstadt), Kerstin & Wolfram Kneist:**

"We appreciate the unusual character and unique diversity of colours of Natural Fancy Coloured Diamonds. Customers who place great value on individual expression like to break with tradition and opt for these extraordinary stones."



Wedding bands: 750 white gold, princess cut champagne colour. © Schmuckmanufaktur Kneist (Darmstadt)



Wedding bands: 18 kt gold, ebony, Natural Fancy Coloured Diamond. © Schmuckmanufaktur Kneist (Darmstadt)

**Goldschmiede Heike Crusius (Ratisbonne):**

"Natural Fancy Coloured Diamonds make a charming and mysterious statement. For engagement rings, I like to suggest a light champagne coloured diamond as an alternative to a colourless diamond."



Engagement Rings: light champagne diamonds. © Goldschmiede Heike Crusius (Ratisbonne)



**Tragkultur (Düsseldorf), Imke van der Voort & Anna Weiß**

"We like to suggest these unusual gems to our customers because they are very special. Someone looking for a diamond that is not too "flashy" is often delighted with the warm elegance of champagne diamonds."



Left: engagement ring: yellow gold, white gold, champagne coloured navette diamond. Right: engagement ring: 750 yellow gold, cushion cut champagne coloured diamond. © Tragkultur (Düsseldorf)



**Gold und Form (Meersburg), Freia & Martin Scheerer:**

"Our customers are looking for something unique and they want their engagement ring and wedding bands to express that difference. The "traditional" American engagement ring, with the biggest possible diamond set on the smallest possible band, is rarely requested by our customers. Rather, they want a customized ring that fits their partner perfectly and says "you are exceptional"."



Engagement ring: silver ring with white gold and grey diamonds. © Gold und Form (Meersburg)



Engagement rings: "Cosy Rings" and cognac diamonds. © Gold und Form (Meersburg)

**Niessing (Vreden), Thomas Nünning**

"Engagement rings are definitely in fashion. We like to suggest Natural Fancy Coloured Diamonds to our customers as an alternative to colourless diamonds. For example, the warm tones of champagne diamonds blend beautifully with pink gold. Natural Fancy Coloured Diamonds have become indispensable to our range of products."



Niessing tension rings®: red gold, champagne diamonds. © Niessing



Niessing tension ring® Everest: platinum, Fancy Yellow diamond. © Niessing



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In summary, although Natural Fancy Coloured Diamonds are not yet the fashion for engagement and wedding rings, we can observe that more and more customers are open to the beauty of these rare diamonds. The information provided by the goldsmiths and jewellers about the exceptional characteristics of these stones is a decisive factor.

**Eva Niemand (Berlin):**

"Eva Niemand: Longevity and inheritability are the main reasons why a couple chooses colourless diamonds, but Natural Fancy Coloured Diamonds are more than just that; they are unique, non-interchangeable pieces that blend perfectly with both the metal and the wearer."



Engagement ring: 750 rose gold, champagne coloured diamonds. © Eva Niemand (Berlin)

**Schmucklabor Matthias Frank (Berlin):**

"Most of the time, couples want colourless diamonds for engagement rings; however, those customers who are looking for both a diamond and a touch of colour in their wedding rings are enthusiastic about the variety of colours offered by Natural Fancy Coloured Diamonds."



Engagement ring: pink diamond. © Schmucklabor Matthias Frank (Berlin)



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## Gemmology Corner

### On a Buying trip with the Sortoscope®

We consider it our duty to offer our customers only exquisite goods of the highest quality. This requires an accurate assessment on our part of the diamonds offered to us by our suppliers; the Sortoscope® is the main tool we use to do this.

#### The Sortoscope®

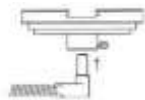
The Sortoscope®, developed by the Nossigem Company in Bonn, is a device similar to a microscope that allows the user to efficiently examine and sort even the smallest diamonds by purity, colour and cut. The results are much more precise and reliable than those obtained with a 10 X magnifying glass. Specially developed lighting technology makes it possible to examine the diamonds without reflexion.



Microscope optics binocular Stereo Zoom



From left to right: Fiber optic light source Nossigem Fiberlite; glass fiber light conductor, single arm, flexible; cold light-reflector halogen bulbs



Working stage and Glass fiber light conductor



Sliding rails; sorting scoops; conversion (daylight) filter discs; fine brush and special angled tweezers, superfine



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## Handling the Sortoscope®

The user first sets the unit to individual requirements like the height of the eye pieces, visual acuity and viewing distance. Next, the diamonds are carefully distributed onto the sorting rail (slide system) using a diamond shovel.

The sorting rail is inserted into the rotary working stage which is lit from below at certain points. Because the rail is made of a milky, translucent material, the light diffuses and produces a softly lit area with a very low degree of reflexion. The stones can then easily be examined one by one.



## Shopping for Diamond

When we are shopping for diamonds, we first obtain an office, for example in Antwerp, where we meet with diamond traders. Our equipment includes diamond sieves, diamond shovels, tweezers of various sizes and the Sortoscope®. Ideally, at least two people are involved in selecting diamonds – one to prepare the sorting rails and one to examine the diamonds under the Sortoscope®.

When a trader offers, for example, 100.00 ct of brown pavé diamonds, ranging in diameter from 0,8 mm to 2,7 mm, we first use the sieve to separate the diamonds by batches according to standard increments, from 0,8 to 1,25 mm. This way, it is not necessary to continuously change the focus on the Sortoscope® from large to small and from small to large.

Finally, the diamonds are spread out evenly along the sorting rails using a diamond shovel and then turned upwards. According to the manufacturer, the rails have been designed in such a way that the stones turn upward themselves when the rails are shaken gently several times vertically and horizontally; in fact, though, many stones have to be turned with tweezers.

Diamonds with a diameter of 0,8 mm represent are quite challenging to examine and require much time, patience, skill and experience. Once several sorting rails have been prepared, the examination of the diamonds with the Sortoscope® can begin. This process, namely the preparation of the sorting rails and the examination of the diamonds, is repeated over and over again until all 100.00 ct have been examined.



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## Our Selection Criteria

When selecting diamonds, we choose those that show no exterior damage such as ragged girdles, cracks or nicks. Because unfinished or poorly executed cuts adversely affect a stone's brilliance, we also pay close attention to the right proportions. Stones that have a crown that is too high, a table that is too large or a girdle that is too thick or too thin will be sorted out. At the same time, we carefully evaluate each stone's clarity and the quality of its colour.

In principle, any diamond presenting a strong mixed colour or a tarnished, dirty effect will be eliminated during our quality assessment. Brown diamonds often contain an undesirable grey or greenish colour; olive green diamonds should not be either too yellow or too brown.

In yellow diamonds, we make sure that there are no brownish, greenish or greyish modifiers, and in grey diamonds, we sort out any that show tints of yellow, green or brown.

Out of all the goods we examine, a maximum of 10 percent ultimately meet our quality standards.



Damaged culet



Large inclusions



Reduced brilliance because the table is too large



This diamond corresponds to our quality criteria

## Prices

There are three price categories when buying small goods. If the buyer takes the whole parcel, a lower wholesale price applies. If the buyer decides to take an unsorted portion of the parcel, a higher "cut price" applies. Because we select the best stones from a given parcel, we pay the highest price, known as the "selection price".

Although this, of course, has an impact on our sales prices, our customers can be sure they are buying Natural Fancy Coloured Diamonds of exceptional quality.