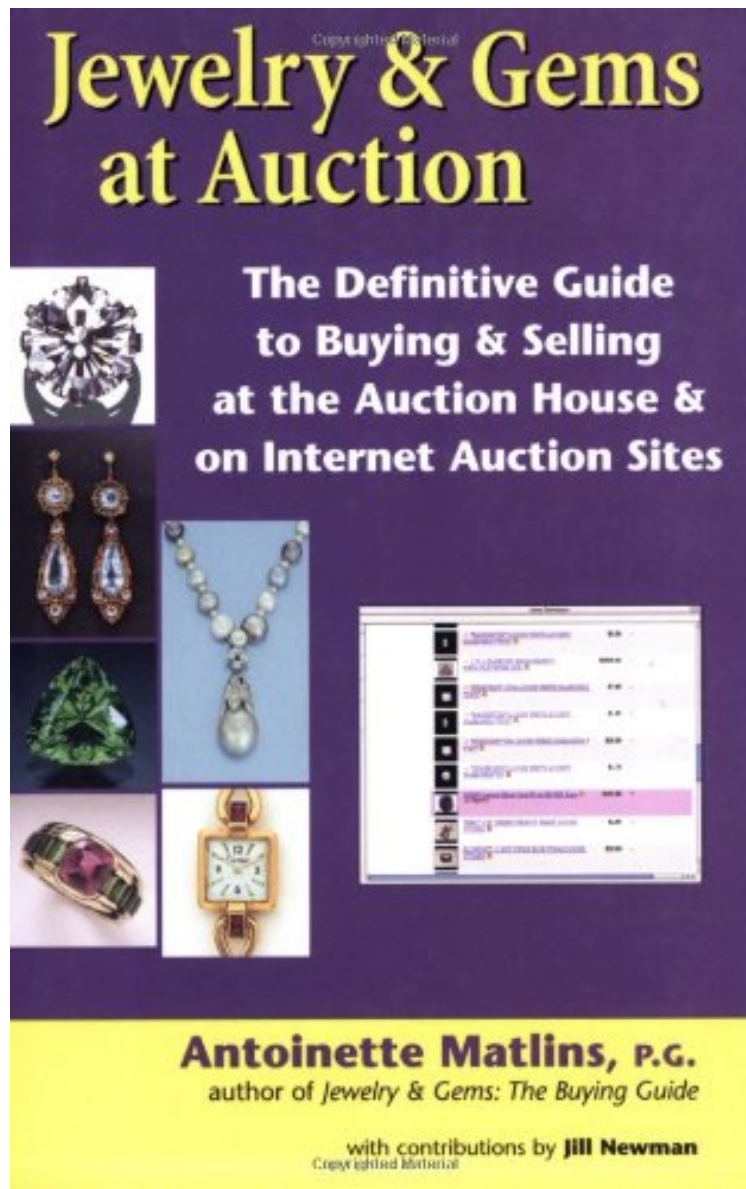


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Everything you need to know before you buy?or sell?gems and jewelry at auction. A source of expert guidance to help you enter today's fastest-growing marketplace for gems and jewelry. This definitive guide to buying and selling at auction covers both the unique risks and opportunities to be found?how to make a profit on yesterday's treasures or find a valuable treasure of your own. Entertaining, informative and packed with tips from an "insider," this practical, easy-to-understand guide makes available?for the first time?detailed information on: What distinguishes auction buying and selling from other methods How to buy and sell at auction: The rules of the game What you need to know before bidding on: - Diamonds - Colored gemstones - Pearls - Gold and platinum Design and style: Great jewelry periods and great jewelers Special concerns when buying and selling on Internet auction sites How to avoid the pitfalls when buying and selling at auction What auctions do guarantee, and how to protect yourself against what they don't ... and much more. With comprehensive price charts and auction results, as well as resource information on auction houses and websites, Jewelry Gems at Auction is a book no potential auction buyer or seller can afford to be without.

From BooklistAh, the lure of the auction--online and off. Gemologist and multitomed author Matlins (aided here by coauthor Newman) uncovers the truth--or consequences--of selling and buying jewels by competitive bidding. She demystifies such common terms as "without reserve" and "seller's commission" while painting a realistic picture of the successful seller and buyer. The former, for example, needs to remember that presentation is key; buyers should track sales, subscribe to auction catalogs, and establish realistic estimates. The second half of her book concerns the dazzle and glitter of gemstones, educating the reader, at a macro level, about the four Cs of diamonds, quality in gemstones and pearls, and the signs and styles of great period pieces and great jewelers, from Belperron to Raymond Yard. Much of the gem-related material is, of course, a rehash of her previous writings, but, given the current auction fever, it makes dollars and cents to cool down by reading her very practical recommendations. Information on internationally respected laboratories issuing reports used by major auction houses and online auction sites and a selected list of auction houses are appended. Barbara JacobsCopyright © American Library Association. All rights reservedAbout the AuthorAntoinette Matlins, PG, FGA, is an internationally respected gem and jewelry expert, author and lecturer. With over 1 million copies of her seven books in print in nine languages, she is the most widely read author in the world on the subject of jewelry and gems. Honored with the international Accredited Gemologists Association's highest award for excellence in gemology, Ms. Matlins' books are widely used throughout the world by consumers and professionals in the gem and jewelry field. Her books include Jewelry Gems: The Buying Guide (over 400,000 copies now in print?the only book of its kind ever offered by Consumer Reports); Colored Gemstones: The Antoinette Matlins Buying Guide; The Pearl Book: The Definitive Buying Guide; Gem Identification Made Easy; Engagement Wedding Rings: The Definitive Buying Guide for People in Love; and Jewelry Gems at Auction: The Definitive Guide to Buying Selling at the Auction House on Internet Auction Sites (all GemStone Press). Former gemology editor of National Jeweler magazine, her articles and comments on buying and selling gems and jewelry and on gem investment have appeared in many national and international consumer and trade publications. She is also the author of the "Gemstones" chapter in the Encyclopedia of Investments, second edition. Ms. Matlins has gained wide recognition as a dedicated consumer advocate, and continues to spearhead the Accredited Gemologists Association's nationwide campaign against gemstone investment telemarketing scams and other types of consumer misrepresentation. A popular media guest, she has been seen on ABC, CBS, NBC and CNN, educating consumers about gems and jewelry and exposing fraud. In addition to her educational work, Ms. Matlins is retained by clients worldwide to seek fine, rare or unusual gems and jewels for acquisition.