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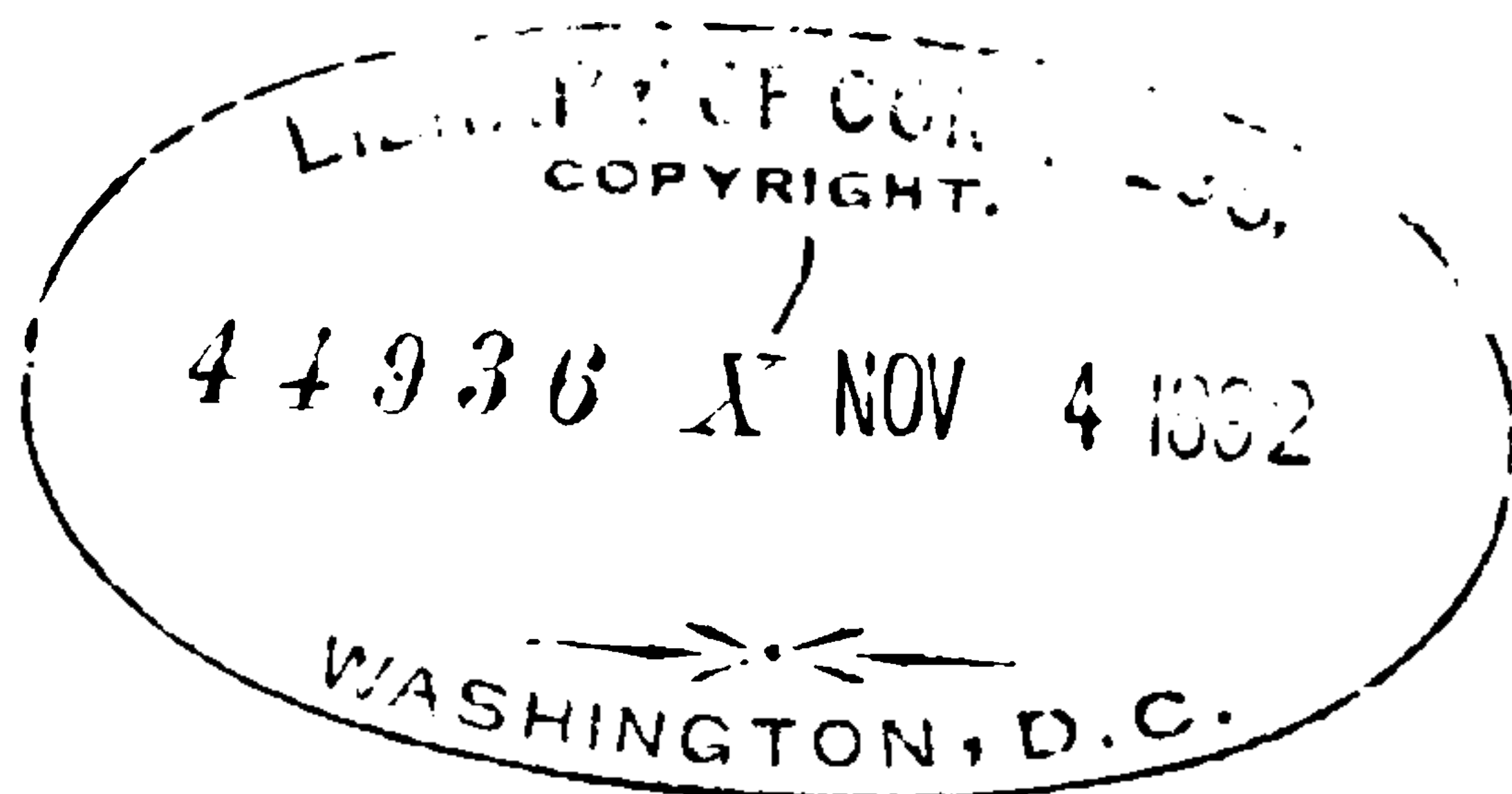
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# SCHEDULE

OF

# GEM-STONES



PRICE, 25 CENTS.

Arranged and Published by

GEO. F. GLASER,

DEALER IN

Precious Stones, Minerals and Shells,

ENTERED ACCORDING TO ACT OF CONGRESS

WITH

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52.4

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## Precious Stones and Their Meaning.

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For January we have the Garnet expressing Constancy.

“ February “ “ Amethyst “ Sincerity.

“ March “ “ Bloodstone “ Courage.

“ April “ “ Diamond “ Innocence.

“ May “ “ Emerald “ Success in love.

“ June “ “ Agate “ Health and long  
life.

“ July “ “ Ruby “ Content.

“ August “ “ Sardonyx “ Conjugal Felicity

“ September “ “ Sapphire “ Antidote to mad-  
ness.

“ October “ “ Opal “ Hope and Faith.

“ November “ “ Topaz “ Fidelity.

“ December “ “ Turquoise “ Prosperity,



# SCHEDULE OF GEMSTONES.

NAME.	Hardness.	Specific Gravity.	LOCALITIES.
1 Diamond . . . . .	10.	3.5	Africa, India, Brazil.
2 Sapphire . . . . .	9.	4.	} The family of Corundums are found in India, South America, Sumatra, France, Germany, Burmah, Siam, Ceylon, and lately in Montana, U. S.
3 Ruby . . . . .	9.	4.	
4 Emerald (Oriental) . . . .	9.	4.	
5 Zircon " . . . .	9.	4.	
6 Hyacinth " . . . .	9.	4.	
7 Jacinth " . . . .	9.	4.	} The family of Corundums are found in India, South America, Sumatra, France, Germany, Burmah, Siam, Ceylon, and lately in Montana, U. S.
8 Olivine " . . . .	9.	4.	
9 Topaz " . . . .	9.	4.	
10 Aqua Marine " . . . .	9.	4.	
11 Amethyst " . . . .	9.	4.	
12 Jargoon " . . . .	9.	4.	} Russia, N. America, Brazil, Australia, Germany, Ceylon, Switzerland, Siberia.
13 Beryl . . . . .	8.	2.70	
14 Emerald (Beryl) . . . . .	7.75	2.70	
15 Alexandrite " . . . . .	8.	3.7	
16 Chrysoberyl. . . . .	8.	3.7	
17 Cat's Eye (Chrysoberyl)	8.	3.5	

# SCHEDULE OF GEMSTONES.—Continued.

NAME.	Hardness.	Specific Gravity.	LOCALITIES.
18 Topaz, Precious . . . . .	8.	.5	Germany, Brazil, N. America.
19 Spinnel . . . . .	8.	.5	} India, Australia, Germany, Ceylon N. America.
20 Balas Ruby . . . . .	8.	3.5	
21 Sapphirine . . . . .	8.	3.5	
22 Alamandine . . . . .	7.5	4.	India, N. America, Cape Good Hope.
23 Aqua Marine . . . . .	7.05	3.	N. America, Germany, Russia, India, Australia.
24 Arizona Garnet . . . . .	7.5	4.5	} Navajo Reservation, Arizona.
25     "    Jacinth . . . . .	7.5	4.5	
26     "    Hyacinth. . . . .	7.5	4.5	
27 Garnet . . . . .	7.	3.7	} Various kinds are found in nearly all gold-washings in the world.
28 Cinnamon Stone (Garnet)	7.	3.7	
29 Opal, North American . .	7.	2.50	Idaho, Washington, (U. S.)
30 Peridot (Ceylon) . . . . .	7.	3.	Turkey, Ceylon, N. Am., Germany.
31     "    (Arizona) . . . . .	6.5	3.5	Colorado, Arizona, Mexico, (U. S.)
32 Chrysophrase Quartz . .	7.	2.60	} N. America, Germany, Russia, Switzerland, India, Australia, S. America, Ceylon.
33 Jasper                     "    . .	7.	2.50	
34 Agate                     "    . .	7.	2.60	



# SCHEDULE OF GEMSTONES.—Continued.

NAME.			Hardness.	Specific Gravity.	LOCALITIES.
35	Crystal	Quartz . .	7.	2.65	N. America, Germany, Russia, Switzerland, India, Australia, S. America, Ceylon.
36	Topaz	" ..	7.	2.65	
37	Amethyst	..	7.	2.65	
38	Cairngorm	..	7.	2.65	
39	Pink	..	7.	2.65	
40	Crocidolite	..	7.	3.	
41	Chalcedony	" ..	7.	3.	
42	Onyx	..	7.	3.	
43	Bloodstone	" ..	7.	3.	N. America, Mexico, Germany, Ceylon, Turkey.
44	Carnelian	..	7.	3.	
45	Chrysolite . . . . .		6.5	3.5	
46	Tourmaline . . . . .		7.	3.	N. America, Brazil, Germany, Sweden
47	Hiddenite, . . . . .		7.	3.15	Alexander Co, N. Carolina.
48	Olivine . . . . .		6.75	3.5	Mexico, Turkey, India.
49	Epidote . . . . .		6.5	3.40	N. America, Brazil, Switzerland.
50	Hematite . . . . .		6.	4.50	N. America, Germany, France, Italy.
51	Labradorite . . . . .		6.	2.5	N. America, Germany, Switzerland.



# SCHEDULE OF GEMSTONES.—Continued.

NAME.	Hardness.	Specific Gravity.	LOCALITIES.
52 Moonstone . . . . .	6.	2.75	N. America, Germany, Switzerland.
53 Obsidian . . . . .	6.	2.5	N. America, Germany, Switzerland.
54 Opal, Precious . . . . .	6.	2.65	Hungary, Australia, Honduras, etc.
55 Sunstone . . . . .	6.	2.8	Finland, Switzerland N. America.
56 Turquoise . . . . .	5.5	2.	N. America, Persia.
57 Opal, common . . . . .	5.5	2.	N. America, Mexico, Australia, Germany.
58 Lapis Lazulis . . . . .	5.5	2.40	Persia, India, Brazil, S. America.
59 Hydrophane . . . . .	5.5	2.	N. America, Mexico, Germany.
60 Malachite . . . . .	4.	3.75	N. America, Mexico, Germany, Russia.
61 Spar . . . . .	4.	3.	N. America, Mexico, Germany.
62 Jet . . . . .	2.5	1.40	England, France, Germany, Spain.
63 Amber . . . . .	2.5	1.50	N. America, Russia, Sicily, Galizia.
64 Pearl . . . . .		2.6	More or less in all oceans and a number of rivers.

To Whomsoever It May be of Interest:

To *all dealers* in Jewelry, Curios, Precious Stones and *to all* who want to make money by selling Gems, I wish to say that experience and observation teaches me that the greater variety of stones and curios you can keep *on exhibition*, nicely displayed, the more you will sell and the better profit you can realize.

The stones should be kept loose and the mountings ready to be used.

Always show a stone with a pair of diamond tweezers. A diamond scale is essential to be always in plain sight, and stones should invariably be quoted by the karat, even the cheaper grades. For your information and guidance I quote below my prices on precious stones, adding short explanatory notes, gathered by me during my travels and in my business experience.

No. 1. Diamonds—We quote no prices, because we know that competitors, for their own selfish interests, will invariably *cut under* just enough to make the other fellow *feel cheap*. We guarantee our prices for quality furnished.

No. 2. Sapphire or Corundum—Under which head the Gems from numbers 2 to 12 inclusive are classified. So much has been said and written lately about the Sapphire mines, in Montana, that these particular Gemstones have been more talked about and have caused more diversity of opinion among experts than any find in the history of our country. *Sapphire* means *Corundum*, or a stone of the hardness of 9 ; the color of each stone gives it its name. A *Ruby* is a *Red Sapphire* and a *Green Sapphire* is called an *Oriental Emerald* ; the *Purple Sapphire* or *Oriental Amethyst* ; the *Golden Sapphire* or *Oriental Topaz* ; the brown red or *Oriental Hyacinth* ; yellow red or *Oriental Jacinth* ; the pale green or *Oriental Olivene* ; the grey white or *Oriental Fargoon* ; the brownish green or *Oriental Zircon*, and other fancy colored *Sapphires*, are all graded according to brilliancy, perfection and accuracy of cut and finish.

*The Montana Sapphires are true Corundum.* They are true *Sapphires* in hardness, composition and texture, and some of them equal the diamond in brilliancy, but none have yet been found of the *true blue* or the *ruby red* color, nor, in fact, have I



so far been able to find any of the clearly distinguished colors mentioned in Nos. 2 to 12 in my schedule. But some very fine and beautiful gems have been found and marketed, at prices from \$15 to \$100 a karat, their predominant color being light sea green to a deep blue green, pale pink, pale blue and, occasionally, white and brownish. I have handled several thousand karats—sold them in the rough, cut them for others and sold the finished stones, and I have yet to find a single stone that would, in its finished state, be pronounced a *Sapphire on sight*, by even a good judge. I can offer good Montana Sapphires, in sizes of 1-16 to 1 karat, at from \$12 to \$24 a karat.

Oriental Sapphires, in true blue, come in ordinary sizes, at from \$6 a karat, for ordinary quality (we have some for \$3), up to \$40 a karat, for good, perfect stones. Of course, extra fine Gems command much higher prices, and are not plenty.

The Indigo—very dark, blue sapphires—range from \$12 to \$30 a karat.

The various Colored Sapphires, such as white, grey white, green, pink, golden, brown, brownish yellow, yellowish red, purple, etc., command prices

varying from \$4 a karat to \$50 a karat, and will be sent to responsible dealers, for their inspection and purchase, on application. These gems are highly recommended by us and meet with ready sale, their wearing qualities being next to the diamond.

The Ruby or Red Sapphire varies in color from a pink to a deep red, the most desirable being the pigeon blood. A perfect stone commands a higher price than a good diamond, but is rarely met with. A  $1\frac{1}{2}$  karat Ruby, perfect and of absolute perfect color, is valued at \$1,000 a karat. We carry in stock assorted sizes, from \$50 to \$100 a karat; very small ones at \$10 to \$25; Ruby Eyes at \$10 (thirty to a karat).

The American Ruby is really only a very fine garnet, the names of *American*, *Arizona* or *Montana Ruby* having been given it by the natives and old settlers who, for years past, have had “*millions in sight*” in their precious stone deposits, but who have, so far, failed to materialize a single piece of genuine, true Ruby Corundum (at least, so far as I have been able to ascertain, and I have seen about all there is in it).

The best Ruby Garnets, Hyacinth and Jacinth

Garnets come from Arizona. We sell rough specimens at 10 cents to \$1 each. Special, fine, large pieces have brought as high as \$50 a piece. In quantities of from one pound to 100 pounds, we quote prices only to large dealers, lapidaries and exporters. These prices depend on sizes wanted and quantity used yearly. Our sales in rough garnets will amount to over \$10,000 this year, most of which went to Europe, to be used for doublets.

Our best cut Arizona Ruby Garnets come at \$3 a karat, all sizes ; a very good quality at \$1.50, and cheaper goods at \$9 a dozen, for karat size, and correspondingly cheaper for smaller stones. We have a few extra large ones, 6 to 10 karat each, diamond and cushion cut, at a low price.

Imitation Rubies and Sapphires, in best quality (crystalines), made out of genuine crystals, and hence hard enough to wear well, range from \$4.50 a dozen, for  $\frac{1}{4}$  karat, up to \$18 for 3 karat. These we recommend very highly.

*Extra quality* Imitation Rubies, Sapphires, Emeralds, Garnets, Amethyst, Topaz, etc., etc., in a variety of sizes and shapes, are \$3 a dozen, with



large discount on quantities, and much cheaper for cheaper goods.

*Doublets* in Emerald, Ruby and Sapphire, we quote sizes: 5 to 9, at \$6 a gross, or \$1 a dozen; 10 to 14, at \$9 a gross, or \$1.25 a dozen; 14 to 19, at \$13.50 a gross, or \$1.75 a dozen; 20 to 24, at \$18 a gross, or \$2 a dozen; 25 to 30, at \$30 a gross, or \$3 a dozen; 30 to 36, at \$42 a gross, or \$4.50 a dozen. We sell first quality of Doublets only.

No. 3. The Beryl occurs in various colors, the most valuable of which is the—

Emerald, a stone rarely perfect, and when so, it is looked upon with suspicion. The price of a really perfect Emerald, of perfect color, is like a ruby, way above the diamond. We offer fairly good Emeralds, in  $\frac{1}{8}$ ,  $\frac{1}{4}$ ,  $\frac{1}{2}$  and 1 karats, at \$40 to \$80 a karat; light colored, at \$24, \$18, \$12, and even \$6 a karat. For Imitation *Emeralds*, see *Ruby and Sapphires*.

The Hiddenite, or American Emerald, has not been sold very much as yet. The owners of the mine are withholding the product from the market



for some reason not known to us. We have a few in stock—pale green—at \$12 a karat.

The Alexandrite, a dark green beryl, with a red cast, and the faculty of turning a deep red under artificial light, ranks amongst the finest and rarest gems. We have none to offer.

The Aqua Marine sky blue or sea green Beryl sells at from \$3 to \$10 a karat—a very bright, brilliant stone.

The Chrysoberyl, or yellow, brownish, and, sometimes, greenish Beryl, is quite saleable, and ranges with us at \$1.50 to \$6 a karat.

The Cat's Eye and Cimophane are species of Chrysoberyl, not often sold now, because the Crocidolite Cat Eye is so much cheaper. We quote price about \$1.50 a karat.

The Spinel might properly be called a second cousin to the Ruby. It contains 20 to 25 per cent less of corundum, and is not quite so hard. In color, it comes in pink, red, brown, blue and black.

The Balas Ruby is a rose colored Spinnel.

The Sapphirine is a pale blue Spinnel, and both these, as well as other colors, are usually sold as

fancy Spinnels. Prices vary, according to quality, at from \$3 a karat up to \$40 and \$50 a karat.

The Topaz, white or precious, is but seldom found in large pieces, and commands high figures if at all clear and of perfect form. \$20 an ounce in the rough has been paid for good specimens of two or more ounces. Cut stones sell at \$3 to \$8 a karat.

The Almandine is a purple garnet of exceeding fine lustre and one of the most saleable stones. Prices range from \$6 to \$15 a dozen, according to size. Some few extra fine ruby-colored ones sell at \$1.50 a karat. If you try them they will make you money.

The Garnet (Bohemian or Cape) comes in all shapes and sizes. We quote Garnet roses at \$1 to \$1.50 a gross; oval cut, 50 cents to \$4.50 a dozen; round cut, 60 cents to \$3 a dozen; square, oblong, marquise, heart and fancy shapes at \$3 to \$12 a dozen.

The Carbuncle is a garnet cut oval top like a cat's eye or opal. Prices from \$1 a dozen to \$10 each.

The Cinnamon Stone is a brown garnet and ranges about the same price.



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## THE BIRTH OF THE OPAL.

---

The Sunbeam loved the Moonbeam,  
And followed her low and high;  
But the Moonbeam fled and hid her head—  
She was so shy—so shy.

The Sunbeam wooed with passion:  
Ah! he was a lover bold;  
And his heart was afire with mad desire  
For the Moonbeam pale and cold.

She fled like a dream before him;  
Her hair was a shining sheen;  
And oh! that fate would annihilate  
The space that lay between.

Just as the Day lay panting  
In the arms of the Twilight dim,  
The Sunbeam caught the one he sought  
And drew her close to him.

But out of his warm arms started,  
And stirred by love's first shock,  
She sprang, afraid, like a trembling maid,  
And hid in the niche of a rock.

And the Sunbeam followed and found her,  
And led her to love's own feast,  
And they were wed on that rocky bed,  
And the dying Day was their priest.

And lo! the beautiful Opal—  
That rare and wondrous gem—  
Where the Moon and the Sun blend into one,  
Is the child that was born to them.

Australian Opals we sell at \$3 to \$24 a karat.

Honduras Opals we sell at \$3 to 12 a karat.

Mexican Opals are too soft for wear, and real fine ones are rare and come too high for their actual value. We have a lot at from 50 cents to \$2 each.

Hydrophane or colorless opal is of no value as a Gemstone. We sell specimens only at 25 cents to \$5 each.

Rough Opal in its matrix, we have in Mexican at 25 cents to \$1.50 each, and Australian at \$1 to \$6 each.

The Peridot and Chrysolite are not much used. They are of a yellowish green and dark olive color and range in price from \$2.50 to \$6 a karat.

The Turquoise, now very much in demand, is a difficult stone to handle, because even the best will sometimes change color. Guaranteed genuine Turquoise we sell at from \$6 to \$15 a karat. Imitation, reconstructed and enamel Turquoise at from \$3 a gross to \$18 a dozen.

Quartz comprises a large variety of precious stones. Under this heading we quote the common white Quartz--the rough in clusters and single crys-

tals at 50 cents a pound or 100 pounds for \$20. Cut stones \$3 to \$12 a dozen.

Amethyst, Topaz, Cairngorm, Smoky Quartz, Pink Quartz, cut in round, oval, square and oblong, we sell at 50 cents to \$1.50 a pennyweight, according to quality. We carry a large stock of these beautiful stones.

Chalcedony, Agate, Carnelian, Bloodstone, Chrysoprase. Onyx, Jasper, Crocidolite (all species of Quartz) we furnish in polished specimens of one inch square at 25 cents or 100 for \$12, larger pieces 50 cents to \$3 each, and in ring sets at from 25 cents to \$1.50 each, plain and cameo.

The Tourmaline occurs in green, blue, red, black, brown and yellowish green, and fine cut stones find ready sale. Prices range \$3 to \$15 a karat and higher.

The Moonstone is a variety of feldspar. We sell fairly good pieces at 75 cents to \$1.50 a pennyweight. In balls they range from 60 cents to \$12 a dozen. We also carry them in heart and marquise shapes at \$4.50 to \$15 a dozen.

The Epidote varies in color from light green to olive, brown, dark, almost black green, to grayish



white. It is not a good seller, and we have none on hand.

The Hematite, or natural steel, is dark, steel gray, and comes in carbuncle shape, balls and hearts. Prices, at present, are \$3 to \$9 a dozen.

Labradorite and Sunstone are a feldspar, and not much used. We have none in stock.

Obsidian, or volcanic glass, is of little use. We sell specimens only, at 25 cents to \$1 each.

Malachite is not much called for, and while some pretty specimens come from the Arizona copper mines, and those with *azurite* crystals find good sale. Its use is confined mostly to cabinets and collections. Specimens sell at 25 cents to \$10 each.

We have included in our list only such of the precious stones as are used and sold for jewelry purposes, and ask you to correct us if in any particular we have made a misstatement.

We close our remarks with the suggestion that you keep a few copies of this schedule for sale. They will prove of interest to your customers, and



will develop a sale for fancy stones to your very good advantage.

Respectfully yours,

G. F. GLASER,

P. S.—In ordering be particular to describe the desired goods, as near as possible, as to shape, size and quality (price), and always return such as you do not wish to keep *at once*. Others may be waiting for them.

## We Quote Prices on Shells:

	<i>Per Dozen, According to Sizes.</i>	
White Murex.....	\$1 50 to	\$7 50
Rose “.....	3 00	9 00
Pink “.....	1 00	4 50
East India Melon.....	3 00	18 00
Bullmouth, or Cameo.....	2 00	6 00
Tiger Cowrey.....	75	2 00
Blued “.....	1 25	2 00
Brown Cowrey, Lord's Prayer engraved.....		6 00
Tent Shell.....	3 00	9 00
Turk's Cap.....	2 00	6 00
Magpie.....	2 00	6 00
Pearl Snail.....	4 50	9 00
Banded Snail.....	4 00	7 50
Notched “.....	3 00	4 50
Zanzibar Harp.....	2 25	6 00
Cones.....	1 00	4 50
Spotted Cone.....	2 25	6 00
Yellow “.....	2 25	6 00
Marlin Spikes.....	1 50	6 00
Pearl Trocus.....	1 50	6 00
Trocus Natural.....	2 50	4 00
Black Helmet.....	4 50	9 00
Hatchet “.....	6 00	12 00
Yellow “.....	9 00	24 00
Trumpet (Triton).....	9 00	36 00
Spider.....	3 00	9 00
Scorpion (East India).....	4 50	7 50
Scorpion, Hooked.....	3 00	5 00
Scorpion, Orange.....	3 00	5 00
East India Helix.....	1 00	3 00
East India Volute.....	1 50	3 00
White Abalone (polished).....	2 25	12 00
Green “ “.....	3 00	12 00
Black “ “.....	3 00	9 00
Blue “.....	9 00	18 00
Red “.....	9 00	18 00
Dolium.....	3 00	6 00
East India Mitre.....	1 50	6 00
West India Conch.....	4 50	7 50
Mexican Yellow Conch.....	2 25	7 50

New Tong .....	7 50	12 00
Nautilus (polished).....	9 00	24 00
Nautilus (half polished).....	7 50	15 00
Nautilus (natural) .....	7 50	12 00
Cornucopia.....	7 50	12 00
Fusus.....	2 50	6 00
Hemifusus Colosseus.....	12 00	24 00
Eburna.....	1 50	3 00
Tunitella.....	2 00	4 50
Chinese Clam.....	2 00	6 00
Furblo " .....	5 00	9 00
Fan Shell.....	2 25	4 50
Gigantic Clam, (per pair).....	\$3 00 to 15 00	
Pearl Oyster (polished).....	9 00	24 00
Sun and Moon.....	1 50	4 50
Spondulas (a beauty).....	6 00	24 00
Venus Clam.....	1 50	3 00
Pecten (scallop).....	1 00	3 00
Coral (brain).....	2 25	6 00
Coral (coarse).....	6 00	12 00
Coral (mushroom).....	1 00	6 00
Coral (Tahiti).....	2 25	12 00
Coral (organ pipe).....	3 00	5 00
Coral (Venus basket) .....	12 00	18 00
Coral (pink).....	6 00	12 00
Porcupine Fish.....	9 00	24 00
Star Fish (California).....	1 00	3 00
Star Fish (Mexican).....	3 00	6 00

Small shells, for ornamental work, at from \$1 to \$5 a gallon.  
Samples and prices on application.

Minerals and curios we cannot quote prices; we invite your orders and guarantee satisfaction.

A full line of Indian arrow points at 25 cents to \$1, each.

Polished Wood (petrified) Agates, Jaspers, etc., rough Opal specimens, Garnets, Sapphires, etc.

Always address George F. Glaser, 1107 Sixteenth Street, Denver, and expect prompt attention to your demands.