



*The Maine Gem
Book*

The Maine Gem Book

"The dumbest oyster can make
a better pearl than the
brightest man"



by

Martin L. Keith

65 Court Street,
Auburn, Me.

Journal Printshop
And The Man



(Mr. Keith in Right Foreground)

Mining at Mount
Apatite

THE purpose of this brief work is that of acquainting the people of Maine and neighboring states with the true worth of Maine Gems, and to enable them to choose a genuine Maine Stone in a market flooded for years with worthless substitutes or man-made imitations.

Commercially, the history of Maine Gems date back to the year 1861, with the discovery of tourmalines at Mount Mica, a mine which has produced abundantly in the past.

The list includes Tourmaline, Garnet, Topaz and Beryl.

The peculiar qualities of such stone as can be recommended unconditionally, will be taken up in brief form from the experiences of Mr. Keith as a cutter and an authority of recognized standing in the world of Maine Gems.

Emphasis must be put on the high quality of Maine Tourmalines because of their superior brilliancy, their clearer, richer shade, and the singularity of being remarkably free of that smoky tint, particularly noticeable in

the green gem tourmalines from other parts of the world.

To be able to say that one possesses a genuine Maine Tourmaline is synonymous with the statement that one has acquired the utmost in brilliancy and color; that one has procured a marvelous work of Nature's own, taken from its secret hiding place after centuries of concealment. Everywhere one prices Maine Tourmalines, their monetary value will be found somewhat higher owing to their scarcity and superior qualities.

Mining

Taken collectively, all Gem Mining in Maine is done at a loss, or would be were it not possible to produce in the excavating process other minerals of which immense quantities are used commercially. The bulk of these is feldspar and used in the manufacture of pottery.

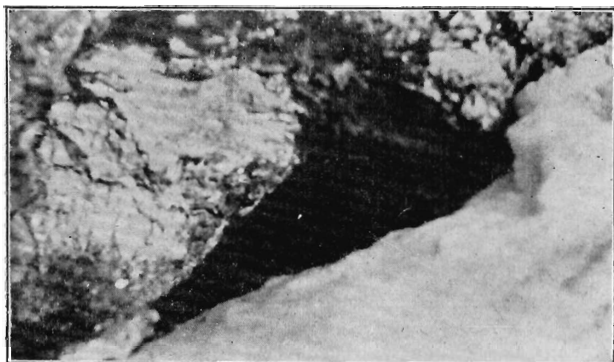
Mount Apatite in Auburn and some rich deposits just across the river in Poland, are now the only localities producing Gem Tourmalines of any commercial importance.

Geological Age

The Maine Gems are found in "pockets" or cavities in the pegmatite (coarse granite) formations intimately associated with the feldspar.

These formations date back to what geologists term the Silurian or Niagaran age, being undoubtedly of that era—are the only formation producing the transparent green, pink, and blue Tourmalines; green, pale blue and golden Beryl, as well as Amethystine quartz.

In general, excavation must proceed with great caution; the drilling done in a most careful manner, much of it by hand, and blasting with light charges, because of the liability of shattering valuable gem materials.



"Pocket" occurring in the solid pegmatite formations where the Maine Gems are found

The Beryl

The Beryl IS the Emerald in chemical composition and in hardness, lacking naught but color to make it identical. Its hardness is 7.5 to 8. When Blue, called Aquamarine.

The Tourmaline

The Tourmaline is a complex silicate of boron and aluminum containing various amounts of either magnesium, iron or the alkali metals. Its hardness is 7.5 and some mineralogists set it higher.

The wearing qualities will better be appreciated with the knowledge that but five stones are harder, including the diamond with 10, and the emerald with 7.5 to 8 degrees of hardness.

The Range of Color

The mineral exhibits a great variety of color, ranging from black through brownish black and blue-black to blue, green, pink and colorless.

Form In Its Natural State

Tourmalines are found in crystals of various sizes, some of which grade from white at one termination to emerald green, then light green, then pink, and finally are colorless at the other termination.

Dichroism—Di-krō-i sm

The property by which a crystallized body exhibits different colors according to the direction of light transmitted through it.

The Tourmaline is dichroic in a marked degree, and for this reason never successfully imitated, though much tried and the results widely sold in Maine and elsewhere as the genuine. The color in the transparent varieties, varies with the direction in which the light penetrates it, thus a crystal which when viewed from the side is a transparent green, may be opaque or yellow green when viewed from the length of the prism.

Cutting

From the foregoing it will be apparent that a Gem Tourmaline must be properly cut to release its entire beauty to the eye.

Mr. Martin L. Keith, Lapidary and Dealer in Maine Gems

Mr. Keith, after years of work and study in this rich Gem Tourmaline producing field, as a life-long resident, as a miner, as a Gem cutter, and dealer, has secured for himself an enviable position as an expert and authority on Maine Gems. His wide acquaintance with mines and miners, the means to secure the richest and most desirable stones, are at the service of all who desire the utmost in a genuine Maine stone, be it the inexpensive Quartz or the finest Tourmaline. In any case you are assured the genuine, for every stone procured of Mr. Keith



Mr. H. A. Keith, Jr.

Cutting a Maine Gem with the use of specially designed machinery

is cut either by him or under his personal supervision in his own lapidary. The method of cutting and polishing used by him has been adopted as the standard, because of its excellence.

Beauty and Range of Color

As will be seen from the color plates, the green, pink and colorless stones in any combination, cannot be matched for brilliancy or beauty in brooches, pendants, ear drops, or ladies' and gentlemen's rings.

One need not be confined to a choice of the combinations shown in the handbook, however, or yet to the articles themselves.

While we find the combinations shown to be more popular with our counter trade, the stones themselves permit of a much wider range, each a distinctively tasteful arrangement of colors blending beautifully. So your individual taste can be carried out for personal satisfaction both in color and size of stone.

LADIES' AND GENTLEMEN'S RINGS
SET WITH GENUINE MAINE
TOURMALINE AND BERYL



NO. 228



NO. 229



NO. 230



NO. 231



NO. 232



NO. 233



NO. 234



NO. 235



NO. 236



NO. 237



NO. 238



NO. 239

PINS, PENDANTS, BROOCHES AND EAR DROPS
SET WITH GENUINE MAINE GEMS
TOURMALINE AND BERYL



NO. 330

NO. 331



NO. 332



NO. 440



NO. 441



NO. 442



NO. 443



NO. 444



NO. 445



NO. 550



NO. 662



NO. 660



NO. 661



NO. 663

Or, we will gladly fit a stone of any size into such a mounting as you may send, at the price of the stone alone.

Then, again, we are glad to cut to your order, any rough gem material sent us, and that too in any design suggested, where such design is practical.

Various Gradings for Quality

All our cut gems are graded carefully after being examined, classified and weighed.

From this and the advantage of our position as cutters, dealing direct with the miner and you, the advantage in quality and saving should be at once apparent.

Our "C.P." grade (in Tourmaline listed in the color plates) is a grade constituting the bulk of commercially valuable stones found in Maine and are sold generally at from \$12 to \$15 per carat. Our price \$10.

Our "C" grade (in Tourmaline) is slightly imperfect stone; such gems appearing without blemish when mounted. These are sold in Maine gem markets everywhere at from \$10 to \$12 per carat.

Our Price, \$7.00 per carat.

In each of these grades the gems are beautifully colored by nature and all are cut with the same care and attention to bring out their utmost beauty. In every instance each grade is sold under a positive money back guarantee.

Pink Tourmaline

Contrary to common belief, the genuine Maine Pink Tourmaline is not plentiful. It will be furnished at the same price as the green Tourmaline when available, however.

Unusual Stones

In the cutting, in rare instances we are able to take from a crystal, a gem of unusual brilliancy, color, size or all three features combined in one gem.

These gems are very rare and offered only to those of our customers notifying us that they are in the market for an exceptional stone.

These are the "A" grade selling at from \$15 upward per carat.

Gem Quartz

This mineral is a compound or Oxide of pure Silica with a hardness of .7. Quartz of gem value is found in various shades of purple called Amethyst and in several shades of brown, from dark brown to golden brown and amber called smoky Topaz and the colorless variety. This latter cutting into gems that are very brilliant and exceptionally clear.

Amethyst and Smoky Quartz (all colored varieties) are offered at \$2 to \$5 per carat according to color. Colorless, \$2 per carat.

Maine Tourmalines Do Not Fade

The owner of a Maine Tourmaline can be sure its color will not fade. In all cases where any such alleged phenomena has been reported to us, a generous application of soap and water as applied with a brush has always been sufficient to restore its original beauty.

Care of Maine Gems

There is nothing delicate in a Maine Gem except its beauty which is impaired only by becoming soiled. Hot water, acids, ammonia or alcohol will not injure them.

Their care is simple. With an old tooth brush, warm water and soap wash the mounted gem thoroughly to loosen and remove all the oils or other foul substance. Rinse off all soap etc. in clean warm water. Dip in alcohol if convenient. With a small roll made of soft tissue paper dry the gem well, passing the paper over and under the prongs. In other words treat it exactly as you would any precious stone.

Do this every week or as often as the

gem may become dirt-stained, and your Maine gem will always retain its full beauty, brilliancy and color.

All Mountings 14-Karat Solid Gold

All our gems are mounted in settings of 14 Karat Solid Gold. They are the finest diamond mountings, and in perfect harmony with the beauty of our Maine Gems.

Price List of Pins, Pendants, Brooches and Ear Screws as Shown in the Color Plates

No. 228

Ladies' 14 Karat, Solid Gold Fancy Tiffany Belcher. $\frac{1}{4}$ carat White Beryl. Price \$4.00.

No. 229

Ladies' 14 Karat Solid Gold Tiffany with 1 Carat Pink Tourmaline. Price \$13.50.

No. 230

Ladies' 14 Karat Solid Gold Tiffany set with $1\frac{1}{2}$ Carat Green Tourmaline. Price \$19.00.

No. 231

14 Karat Solid Gold Tiffany Belcher $\frac{1}{4}$ Carat Green Tourmaline. Price \$5.00.

No. 232

Ladies' 14 Karat Solid Gold Twin Tiffany, two $\frac{1}{4}$ Carat Green Tourmaline. Price \$9.00.

No. 233

Ladies' 14 Karat Solid Gold Twin Tiffany, two $\frac{3}{4}$ Carat Stones, one Pink, one Green Tourmaline. Price \$20.00.

No. 234

Ladies' 14 Karat Solid Gold three stone Tiffany. Two Green and one Pink, $\frac{1}{2}$ Carat Tourmalines. Price \$19.00.

No. 235

Ladies' 14 Karat Solid Gold three stone Tiffany set with two 1 Carat Green Tourmalines and one 1 Carat White Beryl. Price \$30.00.

No. 236

Ladies' 14 Karat Solid Gold Tiffany Belcher set with one $\frac{3}{4}$ carat Green Tourmaline. Price \$11.00.

No. 237

Gent's 14 Karat Solid Gold "Tooth" Mounting set with $\frac{1}{2}$ Carat Green Tourmaline. Price \$10.00.

No. 238

Gentlemen's 14 Karat Solid Gold "H" Belcher with $1\frac{1}{2}$ Carat White Beryl. Price \$17.00.

- No. 239**
Gentlemen's Belcher 14 Karat Solid Gold Mounting set with a 2½ Carat Green Tourmaline. Price \$32.50.
- No. 330**
14 Karat Solid Gold Brooch Pin ¼ Carat Green Tourmaline and two pearls. Price \$13 00.
- No. 331**
14 Karat Solid Gold Brooch Pin set with ¼ Carat Green Tourmaline and two Pearls. Price \$13.00.
- No. 332**
14 Karat Solid Gold (green gold) Brooch Pin ¼ Carat Green Tourmaline and two Pearls. Price \$10.00.
- No. 440**
14 Karat Solid Gold Pendant set with ½ Carat Green Tourmaline, two Carat Blue Tourmaline, Six Pearls and neck chain Price \$40.00.
- No. 441**
14 Karat Solid Gold Lavalliere set with one Pink and two Green Tourmalines. Price \$20.00.
- No. 442**
14 Karat Solid Gold Lavalliere, set with one ¼ Carat Green Tourmaline. Price \$5.00.
- No. 443**
14 Karat Solid (Green Gold) three stone Pendant one ½ Carat and two about ¼ Carat Green Tourmaline.
Price \$15.00.
- No. 444**
14 Karat Solid (Green) Gold Six Stone Lavalliere with neck chain, Three Pearls and three Green Tourmalines; one being ¼ Carat and two ½ Carat. Price \$30.00.
- No. 445**
14 Karat Solid Gold Pendant set with three, ⅓ Carat Green Tourmalines.
- No. 550**
14 Karat Solid Gold Ear Screws. Set with 1 Carat White Beryl. Price \$14.00.
- No. 660**
14 Karat Solid Gold "Special" Stick Pin set with two Carat Garnet Very striking. Price \$6.00.
- No. 661**
14 Karat Solid Gold Fancy Belcher Stick Pin set with ¾ Carat Green Tourmaline. Price \$14.00.
- No. 662**
14 Karat Solid Gold Tiffany Belcher Stick Pin set with ½ Carat White Beryl. Price \$7.00.
- No. 663**
14 Karat Solid Gold Tiffany Stick Pin set with a "beauty" Green Tourmaline weighing 2 carats.
Price \$25.00.

**Price Chart of Various Maine Gems
By Weight and Grades, with
their 14 Karat Solid Gold
Mountings Listed
Separately**

Car't	Grade			Mountings					
	A.	C.P. Tourmaline	C.	Ladies' Tiff.	Lad. Tiff. Bel.	Gents Bel.	Gents Tooth	Ladies Twi	Lad.3 Tiff Stone
$\frac{1}{4}$	3.75	2.50	1.75	—	2.75	—	—	4.00	4.00
$\frac{1}{2}$	7.50	5.00	3.50	2.75	3.00	6.00	5.00	4.00	4.00
$\frac{3}{4}$	11.25	7.50	5.25	3.00	3.50	6.50	5.50	5.00	5.00
1	15.00	10.00	7.00	3.50	4.50	7.50	6.50	—	—
$1\frac{1}{4}$	18.75	12.50	8.75	3.50	4.50	8.00	7.00	—	—
$1\frac{1}{2}$	22.50	15.00	10.50	4.00	4.50	9.00	7.50	—	—
$1\frac{3}{4}$	26.85	17.50	12.25	4.00	5.00	9.00	7.50	—	—
2	30.00	20.00	14.00	5.00	5.00	10.00	8.00	—	—

Beryl (in one Quality only) \$5 per Carat.

Aquamarine (when available) \$10.00.

Amethyst and Smoky Quartz \$2 to \$5 per carat.

Crystal Quartz two dollars per carat.

How to Read Prices from the Chart

Say for instance you wish a $\frac{3}{4}$ carat Green Tourmaline (unmounted) in the "C" grade.

Run down the left hand column until you find $\frac{3}{4}$. The price will be in the column marked "C" directly to the right of it.

To find the price of a Ladies' Tiffany Belcher mounting for it, the second column on the right under Ladies' Tiff. Bel. would give it and so on.

Stone cost \$5.25. Mounting \$3.50. Total \$8.75.

A	1	2	3	4	5	6	7	8	9	10	11	12	13
---	---	---	---	---	---	---	---	---	---	----	----	----	----

How To Ascertain Size Of Ring

Measure finger with narrow strip of paper. Place the paper on the scale, beginning with the letter "A" on the left, to the numbers on the opposite end. When no size is stated, we will send the average size—about $6\frac{1}{2}$ for ladies and 9 for gentlemen.

Our Method of Doing Business

Believing that many people would like a Genuine Maine Tourmaline or other Genuine Maine Gem and would order it by mail if absolutely sure of receiving just what they ordered, we offer to send any article in this handbook upon receipt of the listed price, and allow you to wear it and show it to your friends for three days.

If you and they do not pronounce it absolutely satisfactory, return it to us C. O. D. without explanation, unless you care to do otherwise.

Or, if you prefer to see before buying, we will send any article you choose, C. O. D., with privilege of examination at your express office, we prepaying all charges of transportation.

Caution Against Substitution

It is not the purpose of these cautionary remarks to reflect on reputable and well meaning dealers or jewelers.

On the contrary it is hoped that they will join us heartily in this movement to furnish the Genuine Maine Gems to those who admire them or are willing to become acquainted with their beauty.

The chief substitutions are, the colorless Quartz for Beryl or white or colorless Tourmaline which is very rare and expensive. Foreign Pink and Green Tourmaline for the Maine Pink and Green Tourmaline.

Caution Against False Representation

People solicited by persons representing to be in our employ or connected with us in any way, are respectfully requested to wire us immediately unless the solicitor is prepared to show credentials direct from us.

At present we have no agents, so it is well to doubt all persons who appear to represent any part of our business.

Purchase only from the home office, 65 Court Street, Auburn, Maine.

The
National Shoe & Leather Bank

CAPITAL STOCK \$200,000

AUBURN, MAINE

GEORGE P. MARTIN, Pres't. EVERETT L. SMITH, Cash.

May 11, 1916.

To Whom it may Concern:

Mr. Martin L. Keith of 65 Court St., Auburn, cutter of and dealer in gems and precious stones is well known to us and we are pleased to certify to his general reputation and reliability, financially and professionally, and believe that any business entrusted to his care will receive careful, conscientious and satisfactory attention, with prompt returns.

We consider Mr. Keith entirely trustworthy and responsible for any merchandise entrusted to his care, or any payments made in advance.

The National Shoe and
Leather Bank

By E. L. SMITH, Cashier

ADDRESS ALL COMMUNICATIONS AND ORDERS TO
MARTIN L. KEITH, 65 COURT STREET,

AUBURN, MAINE

