



# Texas Jewelers Association 2006 Annual Conference & Exhibition

## CAPITAL IDEAS in the CAPITAL

- GREAT SPEAKERS
- INFORMATIVE TOPICS
- PRODUCT DEMONSTRATIONS
- NETWORKING AND FUN!



AUSTIN, TEXAS  
MARCH 31 – APRIL 2, 2006

# ONSITE CONFERENCE PROGRAM



# Texas Jewelers Association 2006 Annual Conference & Exhibition

**CAPITAL IDEAS IN THE CAPITAL • RED LION HOTEL • AUSTIN, TEXAS • MARCH 31 - APRIL 2, 2006**



## Dear Texas Jewelers

Your TJA staff and Board of Directors have planned a fantastic Conference that offers you:

- A chance to meet, hear and learn from some of the brightest stars in the jewelry business

- An opportunity to network with your peers at roundtables and between sessions
- A few days of rest and relaxation that everyone could use...an evening of 6th Street entertainment, a beautiful city to bring your family to, with shopping nearby.
- Face-to-face meetings with new and established suppliers in the Discovery Room
- Great room rates for this event—plus a free breakfast!

Plus, just by attending you will receive a certificate for a FREE 3-day/2-night vacation at a long list of resort locations around the country. Or if you brought two or more associates with you—you'll receive a certificate for a deeply-discounted 7-day tropical vacation. No where else but from the Texas Jewelers will you find a better offer than our 2006 TJA Annual Conference & Exhibition.

Enjoy the TJA 2006 Annual Conference!

Peter LeCody, TJA President

## TJA 2006 Conference

We're glad you're here for the the Texas Jewelers Association 2006 Annual Conference and experience... *Capital Ideas in the Capital.*

Your hotel is within walking distance of many of Austin's great restaurants, and a short drive to the Texas State Capitol and the city's renowned 6th Street Entertainment District. Among the hotel's many amenities is a swimming pool where you can take in the sun during the day and spectacular skyline views at night. A two-minute drive from the hotel to Highland Mall puts you at one of Austin's largest shopping centers. Or you're only minutes from museums, fabulous dining and the home of the University of Texas Longhorns, National Rose Bowl Champions—all in the heart of Austin's central business district.

In addition to its central location, the Red Lion offers fine dining a full-service spa, plus complimentary use of a fully-equipped fitness center for all guests.

Exhibitors will be staged in the in Salon E, adjacent to the Conference registration and information desks for participants to learn from the experts. A regular breakfast has been negotiated per paid room occupant and all refreshment breaks will be set in the Exhibit areas for your convenience. These events are well-attended, and are an outstanding opportunity for you to make some new contacts and renew acquaintance with others.

TJA Sponsor Packages add to your Conference fun and activities, so please be sure to THANK those vendors who help make this 2006 TJA Annual Conference a good time for everyone.



## Capital Ideas in the Capital TJA Conference At A Glance

### Friday, March 31st, 2006

- 7am-3:30pm Exhibitor Set Up – Salon E
- 8-9am Golf Registration – Ballroom Foyer
- 10:30am-3:30pm Golf Tournament – Onion Creek Country Club
- 12:00pm Golf box lunch – Onion Creek Country Club (At the turn)
- 3:30-5:30 pm Educational Programming
- 6-8 pm President's Reception
- Exhibits Open/Prizes

### Saturday, April 1, 2006

- 8:30am-4pm Registration-Ballroom Foyer
- 8am-5pm Exhibits Open (Closed for luncheon)
- 8-8:30 am Continental Breakfast with Exhibitors/Prizes
- 9-11:30am Educational Programming

### Saturday, April 1, 2006 (cont.)

- 11:30am-1:30pm Annual Business Meeting Luncheon
- 1:30-4:50pm Educational Programming
- 3:30-4:00pm Final Break with Exhibitors/Prizes
- 4-6pm Exhibits Tear Down
- 6:45-10pm \*Esther's Follies Stage Show 6th Street
- \*Optional Paid Activity

### Sunday, April 2, 2006 (No Exhibits)

- 8:30am Registration Open
- 7-8:30am Breakfast/Prizes
- 8:30am-3:30pm Programming
- 3:30pm Conference Ends with Grand Prize drawing
- 3:30pm TJA Board Meeting





# Conference Schedule and Session Descriptions

## Friday, March 31, 2006

7am-3:30pm	Exhibitor Set Up	
8am-9am	Golf Registration	Hotel Ballroom Foyer
10:30am-3:30pm	Golf Tournament	Onion Creek Country Club
12:00pm	Golf box lunch	Onion Creek Country Club (at the turn)
3:30-5:30pm	EDUCATIONAL PROGRAMMING	
3:30- 5:30pm	SESSION 1:	Salon A, B, C

### *Strategic Planning and Benchmarking in Jewelry Retailing*

Now, more than ever, it is critical that the retail jeweler develop a comprehensive retail strategy with the ultimate goal of creating and sustaining a competitive advantage resulting in higher levels of sales and profit. Planning and benchmarking are at the core of any retail strategy, and without proper planning and benchmarking positive growth and success is virtually impossible to achieve. This seminar will give participants an appreciation of the changing world of jewelry retailing and provide an integrated and structured system for developing effective resource management through planning and benchmarking.

You'll learn about:

- Strategic planning skills in the areas of financial and productivity management
- New retail formats including the use of the Internet
- The effects of globalization and the importance of supply chain integrity
- Analytical tools to effectively manage merchandise, space and people
- The benefits of market research
- Data-driven strategy development



**Presenter: David Peters.** *Peters is the director of education for Jewelers of America, Inc. (JA) where he develops and delivers educational services to JA's national membership. He also works to make educational resources more readily accessible to retail jewelers across the US. Peters holds a M.S. in education and educational technology from Pepperdine University, is a Graduate Gemologist (GIA), Certified Gemologist (AGS) and has more than 16 years' experience in the retail jewelry industry. Prior to JA, Peters was an instructor at the Gemological Institute of America (GIA), where he gained extensive experience training retail jewelers. He has also conducted educational programs at major industry events worldwide.*

*continued on page 4*

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# Conference Schedule and Session Descriptions

## Friday, March 31, 2006

## Saturday, April 1, 2006

3:30–5:30pm

SESSION 2:

Salon F, G, H

### *Jewelers Mutual Presents - When Disaster Strikes: Are you prepared?*

If a disaster strikes today, would you be prepared? Whether it's a hurricane, flood, fire, chemical spill, earthquake or explosion, you need to know what to do before, during and after a disaster. Attend this program to learn how to protect your merchandise, data and records and computer equipment. Find out what to look for when checking your roof, doors, windows, and building exterior. Review the clean-up process, including how to secure your building, avoid further damage and prevent fire. Learn what's needed to document inventory loss, property damage, and business interruption claims. Plus, you'll get the essentials for establishing a business continuity plan.



**Presenter: Matthew Thies, CPCU, AIC.** *Matthew Thies is a Senior Claims Examiner at Jewelers Mutual Insurance Company. He joined Jewelers Mutual's Underwriting Department in 1994 and was promoted to Underwriter and Senior Underwriter during his 7 years in the department. In June of 2001, Matthew accepted a new challenge and moved to the Claims Department. He graduated from Concordia University - Wisconsin in 1990 and has earned his Chartered Property Casualty Underwriter designation.*

6–8pm

President's Reception/Exhibits Open/Prizes

## Saturday, April 1, 2006

8:30am– 4pm

Registration

Ballroom Foyer

8am– 5pm

Exhibits Open

(Closed for luncheon)

8– 8:30am

Continental Breakfast with Exhibitors/Prizes

9– 11:30am

EDUCATIONAL PROGRAMMING

9–11:30am

SESSION 3:

Lone Star 1-2-3

### *Customer Management –A Guide to Proactive Customer Service, Acquisition and Retention*

Jewelers that understand who their best customers are—and how to satisfy them—have a tremendous advantage over their competitors. A strategic customer management focus enables a jeweler to maintain long-term profitability by understanding customer needs, preferences and buying patterns. A true understanding of customers enables the retailer to acquire new customers cost-effectively by targeting and converting prospects with similar preferences and expectations. And, strong customer relationships lead to improved customer value by delivering timely and compelling messages resulting in increased response rates and higher levels of customer satisfaction and profitability. David's session will cover:

*continued on page 6*

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# Conference Schedule and Session Descriptions

## Saturday, April 1, 2006

- How to develop successful acquisition and retention strategies
- Price/value perceptions based on the in-store shopping experience
- Loyalty factors that keep customers coming back
- Building tangible and effective loyalty programs
- The benefits of customer segmentation in marketing and advertising



Today, good customer service just isn't enough. You have to go above and beyond your competition to convince both customers and prospects to choose you. Only through a strategic customer management focus will you be able to build the emotional partnerships with your customers that lead to higher levels of loyalty and profitability.

**Presenter: David Peters.** Peters is the director of education for Jewelers of America, Inc. (JA) where he develops and delivers education services to JA's national membership. He also works to make educational resources more readily accessible to retail jewelers. Peters holds a M.S. in education and educational technology from Pepperdine University, is a Graduate Gemologist (GIA), Certified Gemologist (AGS) and has more than 16 years' experience in the retail jewelry industry. Prior to JA, Peters was an instructor at the Gemological Institute of America (GIA), gaining extensive experience training retail jewelers. He has also conducted educational programs at major industry events worldwide.

9–11:30am      **SESSION 4:**      **Salon A, B, C**

### ***Relationship Selling – A True Competitive Advantage***

Too many jewelry sales professionals view selling as adversarial, difficult and manipulative or as a win/lose situation. With many, a fear of rejection leads to either stopping short of closing a sale or taking a customer's "NO" personally. Letting these negative attitudes get in the way can lead to frustration and fewer sales. There is a way to put a positive spin on every customer interaction—to make each and every presentation rewarding. It's called relationship selling and it centers on building relationships instead of simply pushing product. Effective selling today means meeting the needs of a sophisticated and demanding customer. Today's consumers expect high levels of customer service and seek professionals who understand and meet their needs and wants. In this seminar you'll learn:

- The key differences between traditional and relationship selling
- The best way to uncover and meet customer needs
- Concepts unique to relationship selling
- Dealing with rejection in a positive and proactive manner
- How to build trust in a retail environment

Relationship selling is not about techniques and procedures. It's about selling in the context of



building healthy relationships and acting as an ethical, helpful and considerate human being.

**Presenter: Becca Johnson Kibby** is an independent jewelry educator, consultant and full-time Training Specialist with Robbs Bros., in southern California. Kibby presents specialized training, jewelry product knowledge, communication and selling skills and retail management. Her retail jewelry experience included working for Marshall Fields, Helzberg Diamonds and Borsheim's Jewelry in both training and management positions. She is a Graduate Gemologist (GIA) and for more than five years, Kibby has worked as an instructor with the Gemological Institute of America. She has conducted seminars and training programs for retail jewelers across the U.S. and internationally. With a passion for jewelry and an understanding of the competitive marketplace, Kibby believes education is the key to the continued success of the independent jeweler.

11:30am–1:30pm      **Annual Business Luncheon**

1:30–4:50pm      **COMPANY DEMONSTRATIONS**

## **FIVE TJA Company Demonstrations**

**FIRST DEMO:**      1:30–2:10pm  
**SECOND DEMO:**      2:10–2:50pm  
**THIRD DEMO:**      2:50–3:30pm  
**FOURTH DEMO:**      3:30–4:10pm  
**FIFTH DEMO:**      4:10–4:50pm

Change sessions every 40 minutes.

1:30–4:50pm      **SESSION 5:**

### ***TJA & Company Demonstrations... Close up Involvement:***

These TJA sessions are about getting up close and personal with products and vendors you may have seen or heard about but never had a chance to discover the intricacies of the product design and/or the tricks of the systems and how they can help you in business. You may move from presenter to presenter depending on your interests.

1) **LaserStar Learning Centers Present**      **Salon A, B, C**  
**1:30–2:10pm**

### ***Benefits of Laser Welding for Today's Retail Jewelers***

Discover the benefits of laser welding and how this technology can become a valuable profit center for your business. This workshop will include a comprehensive review of laser technology. Common applications include: heat-sensitive materials and eyewear, how to integrate laser technology into a repair center strategy, educational and training opportunities and pricing of services. The attendee will discover how laser technology can be applied to virtually any jewelry repair or custom design opportunity.

*continued on page 7*



# Conference Schedule and Session Descriptions

## Saturday, April 1, 2006

### **Advanced User's Applications Workshop**

Discover some of the latest "real-world" techniques from LaserStar's Application Specialists and other experienced owners in this dynamic idea sharing event. Topics of discussion will include: parameter settings, custom fabrication, restoration techniques, heat-sensitive applications, eyewear and watch repair, common alloys, benefits of Pulse Performance Profile Technology (P3), re-tipping techniques, as well as many other common and sometimes uncommon welding tasks.



**Presenters:** *Eric Eskelund, Technical Sales Representative and Wayne Harper, Applications Specialist*

### **2) CAD/CAM Presentation, Gemvision Corporation**

**2:10-2:50pm**

**Salon A, B, C**

This presentation will first introduce the most basic concepts of CAD (Computer Aided Design) and CAM (Computer Aided Manufacturing) in an easy-to-understand fashion. The discussion will then move on to describe how this technology has completely transformed many industries and how the jewelry industry is currently in the middle of a complete CAD/CAM revolution.

After these basics concepts are covered, the focus will shift to how CAD/CAM technology is of specific benefit to jewelers. You will see examples of how a typical custom design job can be performed faster, better and with higher profits using CAD/CAM technology instead of traditional methods. The primary focus will be on education, but a brief overview of all of Gemvision's products will show how Gemvision helps make CAD/CAM technology more jeweler- friendly. Many examples of jewelry produced using CAD/CAM technology will be shown.



**Presenter:** *Chris Glaser has been helping jewelers understand innovative CAD/CAM technology since 1999 as a sales representative for Gemvision Corporation. Headquartered in Davenport, Iowa, with offices in Leeds, England, and distributors around the world, Gemvision is the world leader in CAD/CAM technology for the jewelry industry. Chris has seen first hand how the CAD/CAM revolution has improved thousands of jewelry businesses. Glaser is the official Gemvision representative for Texas and frequently visits the state*

### **3) Reimers Electra Steam, Inc.**

**Steam Cleaning Techniques and Safeguards**

**2:50-3:30p**

**Salon A, B, C**

This session will include a live steam boiler demonstration for cleaning diamonds and jewelry. Steam cleaning techniques and safeguards will be reviewed. A "cutaway" boiler will also be demonstrated to show you details of the construction, maintenance and repair of steamers. Boiler components will be made available for examination and the training of repair.



Reimers has manufactured Electric Steam Boilers and associated equipment since 1908. Our Jewelry Steamers have been popular since the early 1970's and have been sold under various trade names, as well as our own. These steamers are designed and constructed to the American Society of Mechanical Engineers Boiler & Pressure Vessel Code. As this Code is required by law in most states, including Texas, it is important to be able to distinguish a legal boiler from one that does not meet safety codes.

**Presenter:** *Roger Burkhardt is a graduate of the U.S. Naval Academy, where he qualified to operate 600 and 1200 lb. steam propulsion boilers and turbines on surface ships. Roger joined Reimers Electra Steam, Inc., of Clear Brook, VA, as their engineer in 1978, eventually accomplishing a leveraged-buyout of Reimers shortly thereafter. As owner, president, and senior mechanical engineer, he is intimately involved in the company and its products. Roger is a 25-year member of the American Society of Mechanical Engineers and holds a Professional Engineers License from Ontario for pressure vessels.*

### **4) Signature Engraving Systems, Inc.**

**New Software/Tilting Spindle Head**

**3:30-4:10pm**

**Salon A, B, C**

Texas Jewelers will see our new software. Signature now has Windows XP Compatible software and has a new Tilting Spindle Head. Now, difficult shapes and sizes can be easily engraved! Puffed heart lockets, cuff bracelets, medic alert bracelets, baby cups, wine bottles, crystal flutes, beer tankards, charms, pewter lockets, slides, leather cases, flasks, candles, paperweights, golf tags, inside rings (even in their own handwriting!) Large bowls to small charms. All of these and more. Even inside hollow bangles. If you can hold it in the system, you can engrave it!



With our marketing package and our giftware catalog, Signature can show jewelers how to satisfy their customers needs. Customers will think of them as not only their jeweler, but also their gift giving center.

**Presenter:** *Dennis Gossett of Signature Engraving Systems, Inc.*

### **5) Stuller Inc. - White Gold Technology-X-1 White Gold**

**4:10-4:50pm**

**Salon A, B, C**

Have you wondered why white gold turns yellowish color after a period of time? More often than not, the rhodium plate has worn off and the true color of the yellowish-white gold has become visible. Stuller has developed a revolutionary new white gold alloy with a GRADE 1 premium white color that does not require rhodium plating to achieve a bright white finish. Stuller's X-1 White Gold provides the look of platinum for the cost of 14K gold. X-1 White gold has many



*continued on page 8*



# Conference Schedule and Session Descriptions

## Saturday, April 1, 2006

## Sunday, April 2, 2006

benefits, including excellent casting characteristics, improved ductility and mechanical properties, excellent stone-setting characteristics, good fabrication properties and is formulated to meet the current European nickel release tests. X-1 has undergone extensive testing by Stuller's manufacturing teams as well as other large-volume jewelry manufacturers. X-1 White Gold is available in casting grain, sheet, wire, sizing stock and color-matched solders, as well as die-struck settings, shanks, bridal mountings, and more. Stuller provides everything needed to manufacture, assemble, size and repair X-1 white gold products, all without the need to rhodium plate.



**Presenter: James Gilbert**, Director of Sales-Midwest Region, Stuller, Inc. James has over 21 years' experience in the jewelry precious metals field and has authored several metals catalogs and publications. Recently he served as Manager of Precious Metals Product for Stuller, Inc., where James worked with the manufacturing and metals technology divisions to develop, test and bring X-1 to market, and authored the company's most recent Metals Catalog. James currently serves as Stuller's Director of Sales for the Midwest Region.

6:45–10pm **Esther's Follies/Stage Show – 6th Street**  
Optional Group Activity (Paid Activity)

## Sunday, April 2nd, 2006

8:30am **Registration Open**

7–8:30am **Breakfast/Prizes**

8:30am–3:30pm **EDUCATIONAL PROGRAMMING**

8:30–10:30am **SESSION 6:** Lone Star 1, 2, 3

**Managing Your Melee: Tips on Working With Smaller Stones** **PRIZE DRAWING!**

They're marvelous, miniscule and sometimes malicious – they're melee stones, and they're everywhere. In this seminar you'll learn skills and techniques designed to take the frustrations out of handling and setting these little gems. You'll also discover how to improve the quality of your work and reduce the time required to complete a melee job. Using close-up photography and detailed illustrations, this seminar will cover many setting techniques, including prong, bead and bright, channel, pave and flush. Don't let the handling and setting of melee continue to slow you down. Come to this seminar and learn how to better manage your melee and increase your overall bench productivity.



**Presenter: Arthur Skuratowicz**. Arthur Skuratowicz is the co-owner and consulting half of Anton Nash, Inc. Though Arthur is also an appraiser, his main focus is on education, and Arthur has spent the last eleven years teaching jewelry manufacturing, gemology and management to the jewelry industry. His work experience comes from both retail jewelry and manufacturing.

Arthur began his career as a bench jeweler in his family's business, and later worked with watches, gemology and appraising. Arthur has been working in the jewelry industry for over 20 years.

8:30–10:30am **SESSION 7:** Salon A, B, C

**GIA's New Diamond Cut Grading System Seminar** **PRIZE DRAWING!**

(Previous working knowledge of the GIA Diamond Grading system highly recommended)

Join us for this informative seminar to learn the new GIA Diamond Cut Grading System for round brilliant cut diamonds. You'll learn how to judge brightness, fire, and scintillation, assess a diamond's proportions, and grade its polish and symmetry to estimate its cut grade.



**Presenter: Lisa Schoening**. With more than 23 years' experience, Lisa is well-respected, both inside and outside the Institute. Her diverse background includes sales, appraisals and design. As a result, students benefit from her gemological knowledge and real-world expertise. In addition to teaching GIA's Graduate Gemologist diploma program full-time at its Los Angeles branch, Lisa also teaches seminars and lab classes throughout the year and across the country.

10:45–11:45am **Session 8:** Salon A, B, C

**Making the Right Moves for the Future** **PRIZE DRAWING!**

In this session you'll learn:

- The 10 deadly sins of business planning
- The trap in joint ownership
- Why businesses fail to survive for future generations
- Avoiding mistakes that cost a fortune
- How improper ownership can cost you plenty
- The miracle of taking action



**Presenter: Jim Leighty**, First Vice-President, Director of Business Planning with Federated Insurance knows first-hand what business owners like you face every day in business successions. He has authored eight books and numerous magazine articles and has over 35 years of experience in the insurance industry dealing with the challenges of business and business owners. Jim holds a Ph.D. in management and marketing as well as CLU and ChFC designations. Representing the top of the life insurance industry along with a "Doctors degree" in property and casualty insurance.

1:30–3:30pm **Session 9** Salon A, B, C

**All That Glitters—and Maximizing Your Inventory** **PRIZE DRAWING!**

Today's customer is ambitious and self-motivated when it comes to selecting jewelry. With 24-hour access to the Internet and home shopping networks, jewelry shoppers are more informed than ever and that translates to greater expectations. Meet the demands of the "exotic" jewelry collector by offering collectible stones that are rare to the mainstream, but affordable to the merchant. The savvy merchant should be familiar with newer

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# Conference Schedule and Session Descriptions

## Sunday, April 2, 2006

gemstones before a customer asks. In this session, you'll see an overview of several colored stones that have recently created quite a buzz. She will share her findings of "newer" colored stones finding favor with young and mature jewelry lovers alike. You could turn a casual shopper into a bona fide collector by adding some of these well-priced gemstones to your product line. Diane's topics will include:

- How today's customer shops for jewelry
- Overlooked traditional and newly-popular gemstones
- Brick and mortars jewelers' advantages over electronic merchants



- Ideas to introduce new gemstones to your product line

**Presenter:** *Diane Jarrett* brings to her role as a Graduate Gemologist her unique experience from another life in the entertainment industry. She holds a Graduate Gemologist diploma from the Gemological Institute of America, is an enthusiastic lecturer on gem and jewelry subjects throughout the U.S. Among her international affiliations are membership in the National Association of Jewelry Appraisers and New York Mineralogical Club.

3:30

TJA Board Meeting

Sundance

## VISIT OUR EXHIBITORS and THANK OUR SPONSORS!

### Alan Lodinger

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Email: alodinger@aol.com

### Casha Collection

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409-656-4686  
Contacts: Cathy Cook  
Shirley Wilson  
Email: cathy@cashacollection.com  
Shirley@cashacollection.com



### Covenant Financial Solutions

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512-320-8808  
Contact: August Harris  
Email: harris@cfs-texas.com

### Crafford-LaserStar Tech

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Riverside, RI 02915  
401-438-1500  
Contacts: Eric Eskelund  
Wayne Harper  
Email: gfarias@laserstar.net

### D.A.W. Trading Co., Inc.

P.O. Box 161462  
Austin, TX 78716  
512-263-2829  
Contacts: Don Waisman  
Barbara Waisman  
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Contact: Chris Glaser  
Email: penny@gemvision.com

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Neenah, WI 54956  
800-558-6411  
Contacts: Matt Thies  
Kent McClenahan  
Spencer McClenahan  
Steve Konetzke  
Email: sihde@jminsure.com

### Pandora Jewelry

130 Quitman  
Pittsburgh, TX 75686  
903-856-5296  
Contact: Laura DeWoody  
Email: lauradewoody@hotmail.com

### Roseco, Inc.

13740 Omega Road  
Dallas, TX 75244  
972-991-9731  
Contact: Garven Garcia  
Email: roseco1@msn.com

### SB&T Imports

7500 San Felipe, Ste. 560  
Houston, TX 77063  
713-490-5522  
Contact: Bob Singleton  
Email: diane.adler1@sbtimports.com

### Seiko Corporation

6618 Martha Vineyard  
Arlington, TX 76001  
817-784-6067  
Contact: Bob Bass  
Lupe Carmona  
Email: rbass@seikousa.com

### Signature Engraving Systems, Inc.

120 Whiting Farms Road  
Holyoke, MA 01040  
800-323-3283  
Contact: Dennis Gossett  
Email: dennis@signature-engravers.com

### Tara Energy

5373 W. Alabama, Ste. 415  
Houston, TX 78056  
866-Get-TARA  
Email: tja@taraenergy.com  
Contact: Liz Reyna



# From Exhibitors

# Door Prize Donors

# From Member Registrants

## From Exhibitors:

### Casha Collection

#### Cathy Cook

Sterling Silver & Gemstone Earrings

### Covenant Financial Solutions

#### August Harris III

TBD

### D.A.W. Trading Co., Inc.

#### Don Waisman

40 to 50 ct Rutillated Quartz

### Jewelers Mutual Ins. Company

#### Matt Theis

3-Digital Recorders

2-Binoculars

## Signature Engraving Systems, Inc.

### Dennis Gossett

Gift coin redeemable for \$100 Signature Giftware

## From Member Registrants:

### Doug Jackson

#### Jewel MART

Mans and Ladies Fossil Wallets

### Amber Gustafson

#### Amber's Designs

TBD

### Richard Hirsh

#### Richard T. Hirsh Jewelers, Inc.

TBD

## HOTEL FLOOR PLAN

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AUSTIN, TEXAS  
MARCH 31 – APRIL 2, 2006

