



Texas Jewelers Association

• Organized in 1906 to Serve and Represent the Retail Jewelers of Texas •

504 W. 12th Street Austin, Texas 78701 (512) 472-7342

(800) 299-4872 • FAX (512) 474-5011

TO: TJA Board of Directors
FROM: Mickey Moore
SUBJECT: September 11-12 Board Meeting
DATE: August 1, 1994

President Troy Vinson has set the Fall Board of Directors Meeting for September 11-12, at the Holiday Inn Town Lake in Austin. This Holiday Inn is at IH-35 and Town Lake. If arriving from the North, take the 1st Street exit off of IH-35 and proceed South on the access road (do not turn onto Cesar Chavez) to the Holiday Inn. If coming from the South, take the Holly Street exit and loop around under IH-35 to get to the Holiday Inn. Room rate is \$72, single or double. We will make all room reservations.

The meeting will begin Sunday evening, Sept. 11, with a dinner hosted by TJA. Spouses are invited. This will be a working dinner, followed by a work session to last no later than 10:00 PM. We will re-convene at 8:00 AM with a working continental breakfast for Board members only, followed by a work session to adjourn no later than 12:00 Noon.

Troy has just returned from the JA meeting in New York and has a lot of information to discuss and share with us. Please be prepared to discuss such matters as membership, handbook ad sales, convention scheduling, communications, services, dues, and any other item you feel should come before the Board.

Please return the attached form so we can plan accordingly.

OFFICERS:

Troy Vinson
President
Troy Vinson Jewelers
Fort Worth

Russell Igo
President Elect
Russ Igo Jewelers
Lubbock

Don Wilson
Vice President
Don Wilson Jewelers
Austin

Wayne Salem
Secretary-Treasurer
Salem's Jewelry
Marble Falls

John Nowlin
Immediate Past President
Nowlin Jewelry
Lago Jackson

Michael R. Moore
Executive Vice President
Austin

AFFILIATED WITH



AND



DIRECTORS:

Tom Barnes
Thos. Barnes & Assoc.
Fine Jewelry, Victoria

Vess J. Barnes III
Barnes Jewelry Inc.
Amarillo

Vicki Head
Totts Jewelers
Bay City

Richard Hirsh
Richard T. Hirsh Jeweler Inc.
Dallas

Kent McClenahan
Wiggins & Co.
Dallas

Steven Reiner
Reiner's, Inc.
Houston

Lucinda Rogers
Gold 'N Carats
Irving

T.D. Wernick
T.D. Wernick, Inc.
Austin

Return to: TJA
504 West 12th Street
Austin TX 78701

or Fax: (512) 474-5011

I _____ will _____ will not attend the Board of Directors Meeting September 11-12. My spouse _____ will _____ will not attend the dinner on Sunday evening. Please reserve a _____ single _____ double room at the Holiday Inn - Town Lake for September 11. (If you will be arriving after 6:00 PM we will need a credit card number to guarantee arrival, Card Name _____ # _____ expiration _____).

If you would like to play golf Sunday afternoon before the dinner, let Mickey know by August 29.

Name _____

Firm _____

Telephone (_____) _____



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TO: TJA Board of Directors
FROM: Mickey Moore
DATE: June 20, 1994
SUBJECT: Fall Board Meeting

Troy has asked me to poll the Board for input for the Fall Board Meeting. Rather than have a half-day meeting, with a luncheon, Troy is of the opinion that we may want to have more time for in-depth discussions on such subjects as:

1. How do we get members to be more actively involved?
2. Should we interface with other jewelry industry groups, such as GIA Alumni organizations in some cities? If "yes," how?
3. What ideas does each board member have for making TJA a more viable organization? What would you like us to be doing?
4. How do we build on the momentum from this year's successful convention? Where should we hold the '95 convention?

This meeting will be one for strategic planning, to provide more focus for TJA as we move toward the new century. To do this adequately, an overnight stay will be necessary. We will set the meeting up in Austin at a reasonably priced hotel. For a good room rate, a Sunday night stay is best.

To help us plan this meeting so as to maximize attendance and participation, please complete the attached form and mail it to TJA as soon as possible.

Enclosures

OFFICERS:

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President
Troy Vinson Jewelers
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Russell Igo
President Elect
Russ Igo Jewelers
Lubbock

Don Wilson
Vice President
Don Wilson Jewelers
Austin

Wayne Salem
Secretary-Treasurer
Salem's Jewelry
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Immediate Past President
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Lake Jackson

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Dallas

Steven Reiner
Reiner's, Inc.
Houston

Lucinda Rogers
Gold 'N Carats
Irving

T.D. Wernick
T.D. Wernick, Inc.
Austin

TO: TJA
504 West 12th Street
Austin, Texas 78701

or FAX: (512) 474-5011

My choice for meeting dates is (list first three choices in
1, 2, 3 order:

Sept. 10-11 _____	If there are any dates listed on
Oct. 16-17 _____	which you absolutely could not
Oct. 23-24 _____	meet, please so note by writing
	"no" in the space provided.

My choice for meeting format is:

_____ Meet Sunday afternoon, 3:00 - 6:00, evening free, meet
Monday morning 8:00 - 12:00 noon.

_____ Same as above, but break for supper and go back to
work, no free evening.

_____ Meet Sunday evening, 7:00 - 10:00, Monday morning 8:00
- 12:00.

_____ Other (your suggestion, please)

Comments: _____

Name: _____

Company: _____



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(800) 299-4872 • FAX (512) 474-5011

File TJA

make sure
a copy of
minutes
are in binder

TO: TJA Board of Directors
FROM: Mickey Moore
SUBJECT: Convention Site, T.I.P. Program
DATE: October 15, 1993

Attached are minutes of the September 28 meeting. Please review them and let us know if you have any changes.

Troy, Sharon, and Lucinda stopped by the Stagecoach Inn in Salado on their way back to Fort Worth after the Board Meeting. While the hotel operation is, as Troy said, "very laid back," they felt it could handle our convention. Subsequently, I asked Terry to drive up and check it out and she agrees that we can hold the convention there. We are in the process of executing a contract for April 17-19. They will hold a 50 room block, with rates of \$52.00 - \$59.00. A brochure on the property is enclosed.

I recently received a call from one of our members who had an excellent suggestion for a Truth-In-Pricing (TIP) project. Troy, our current TIP Chairman, and I have discussed it and he asked me to relay it to you. The program would be a quarterly postcard mailing from TJA members to their customers and others they care to mail to. The front of the card would have the words "For Your protection" printed on it. The message on the other side would change each mailing but would emphasize truth-in-pricing. We would probably form a committee to plan the four messages each year. And, if they care to go to the added expense, each TJA member could have its own message printed.

Terry is getting a price on continuous form postcards that can be run through a computer-printer. TJA could place a bulk order for these cards, have the front printed, including the TJA logo, then sell them at cost to members. There is a lot of "fleshing out" to be done, but I think the concept is a good one. It would create an ongoing "truth-in-pricing" message to customers. We'd like to have your ideas and comments on this, so please return the enclosed form.

OFFICERS:

John Nowlin
President
Nowlin Jewelry
Lake Jackson

Troy Vinson
President Elect
Troy Vinson Jewelers
Fort Worth

Russell Igo
Vice President
Russ Igo Jewelers
Lubbock

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Wayne Head
Immediate Past President
Tetts Jewelers
Bay City

Michael R. Moore
Executive Vice President
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AFFILIATED WITH



AND



DIRECTORS:

Tom Barnes
Thos. Barnes & Assoc.
Fine Jewelry, Victoria

Tom Donaho, Sr.
Donaho's Fine Jewelry
The Woodlands

Vicki Head
Tetts Jewelers
Bay City

Kent McClenahan
Wiggins & Co
Dallas

Stephen Neel
Neel Jewelers
Palestine

Steven N. Reiner
Reiner's Jewelry
Houston

Lucinda Rogers
Gold 'N' Carats
Irving

Wayne Salem
Salem's Jewelry
Marble Falls

To: Texas Jewelers Association
504 W. 12th Street
Austin, Texas 78701

_____ I like the postcard T.I.P. proposal.

_____ I don't like it.

_____ I would be willing to serve on the committee to put this program together.

I suggest the following as a T.I.P. message on the postcard:

Comments: _____

Name: _____
Firm: _____

TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS
SEPTEMBER 28, 1993

Meeting was called to order by President John Nowlin, 10:00 AM.

Present: John Nowlin, Troy Vinson, Don Wilson, Wayne Head, Tom Barnes, Kent McClenahan, Stephen Neel, Steven Reiner, Lucinda Rogers, Wayne Salem, Mickey Moore and Terry Sewell.

Following a discussion of membership criteria, it was decided: TJA cannot become involved in matters of a members' integrity. TJA must rely on the legal system to take care of dishonest jewelers.

Following a discussion of membership development, it was decided: Kent McClenahan will provide TJA with a list of prospective members; the list of canceled members was divided among the Board and staff to call; and, each Director will be given 10 members to call four times a year to have personal contact with the membership. (TJA staff will provide list of members and a list of benefits in belonging to the association.)

Following a discussion of the newsletter, it was decided: To keep the schedule of 6 times per year; Board members will provide articles or articles from other magazines for reprint; and, to include an article concerning convention in each newsletter.

Following a discussion of Truth in Pricing Program, it was decided: each jeweler should promote TIP in their store.

Following discussion, on motion made by Wayne Head, seconded by Tom Barnes, and passed unanimously, John Nowlin and Mickey Moore will make the arrangements to disburse the Scholarship Loan Fund money in an appropriate manner.

Following discussion, on motion made by Wayne Head, seconded by Wayne Salem, and passed unanimously, the Convention Committee appointed by President Nowlin will choose the best package (Stage Coach Inn, Horseshoe Bay, or Hyatt Regency Hill Country Resort) for the dates of April 17-19 or April 24-26. It was also decided to change the format to: Sunday - Discovery Room and one session or have roundtables at the pool; Monday - sessions 9:00 AM - 1:30 PM, afternoon open, an evening event planned; Tuesday - morning session. The Board also asked Mickey to request John Sharp to speak at the Convention. The staff will contact JA to find out what programs are available with the understanding the preference is as follows: (1) Store Design and Display; and, (2) Using Fashion to Sell Jewelry.

Mickey Moore made the financial report. A copy is attached and made a part of these minutes. A motion was made by Wayne Head, seconded by Wayne Salem, and passed unanimously, to draw up to \$8,000 from the Certificate of Deposit to put in the operating account when it matures in December.

Following discussion, it was agreed: Plaques will be given to Design Contest winners instead of cash.

The meeting was adjourned at 1:10 PM.

President

Executive Vice President

TEXAS JEWELERS ASSOCIATION
 COMPARISON OF ACTUAL RESULTS WITH PLANNED BUDGET
SEPTEMBER 1, 1992 THROUGH AUGUST 31, 1993

RECEIPTS

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
DUES	24,491	25,000	-509
I.C. SYSTEM	167	750	-583
HANDBOOK (NET)	52	5000	-4,948
MISCELLANEOUS	0	0	0
CONVENTION (NET)	437	4000	-3,563
DESIGN CONTEST (NET)	-486	0	-486
INTEREST INCOME	<u>630</u>	<u>1,500</u>	<u>-870</u>
 TOTAL RECEIPTS	 25,291	 36,250	 -10,959

DISBURSEMENTS

ACCOUNTING	375	750	375
PRINTING	667	2,500	1,833
POSTAGE	975	1,000	25
ADMINISTRATIVE FEES	22,550	27,000	4,450
BANK CHARGES	120	0	-120
TELEPHONE	621	1,200	579
MEETINGS & TRAVEL	266	1,250	984
CONVENTION EXPENSES-JA	321	2,500	2,179
CONTRIBUTIONS	0	250	250
DUES & SUBSCRIPTIONS	250	0	-250
TAX EXPENSE	0	250	250
MISCELLANEOUS	<u>500</u>	<u>250</u>	<u>-250</u>
 TOTAL DISBURSEMENTS	 26,645	 36,950	 10,305

Cash in Bank as of September 27, 1993 - \$424.34

Certificate of Deposit as of September 27, 1993 - \$23,902.61

Scholarship Loan Fund as of September 27, 1993 - \$2,010.63

Minutes
Texas Jewelers Association
Board of Directors
April 20, 1996 Kerrville

Meeting was called to order by President, Troy Vinson.

Mickey Moore reported that expenses are in line with the budget and that a final financial report cannot be made until all convention and handbook income and expenses are accounted for. A complete report will be made at the September Board meeting.

Ricky Barrera, Gold Lance Corporation, proposed a change in logo for TJA and passed around several options that had been prepared by his art department. The Board deferred action on this proposal. Barrera also advised the Board that Gold Lance sales representatives are now promoting TJA membership to their customers. TJA staff has sent 500 membership packets to Gold Lance.

Troy reported that Stuller has offered to promote the annual convention to their Texas customers and will need the information by the 10th of the month prior to the month in which the promotion is to be mailed.

The Board discussed membership qualifications, particularly in regard to persons who are primarily involved in "estate jewelry" sales but do not have a retail store as required by current guidelines. It was agreed to review this further at the fall meeting.

The Board also discussed combining the TJA convention either with that of the Texas Retailers Association or with other state jeweler associations. It was agreed, at this time, no change will be made.

President-elect, Don Wilson, addressed the Board and said the primary emphasis of his tenure as President will be to renew the professionalism of retail jewelers and to promote this professional image to the buying public.

There being no further business, the meeting adjourned at 5:40 P.M.

President

Executive Vice President

Minutes
Texas Jewelers Association
Annual Membership Meeting
April 22, 1996 Kerrville

Meeting called to order at 11:45 A.M. by President Troy Vinson. Troy called on Don Wilson to present the 1996 TJA Design Contest winners. The winners were:

CATEGORY 1 - 1ST PLACE - LUCINDA ROGERS Of Gold 'N Carats

CATEGORY 1 - 2ND PLACE - PHILLIP RANDOLPH of Phillip Randolph Custom Jewelers

CATEGORY 2 - 1ST PLACE - ROYCE LESTER Of Gold 'N Carats

CATEGORY 2 - 2ND PLACE - TED RESNICK Of Reznikovs Jewelry

CATEGORY 3 - 1ST PLACE - CARLA RAWSON Of Neel Jewelers

CATEGORY 3 - 2ND PLACE - STEVE KRIECHBAUM Of Steve Kriechbaum Designer Jeweler

OVERALL WINNER -

President Troy Vinson expressed his appreciation to the membership for their support during his administration and to the suppliers who have so generously supported the annual convention. He especially thanked Gold Lance, Roseco, and Stuller for their assistance in promoting the convention through announcements included in their monthly billing statements.

Executive Vice President Mickey Moore reviewed state and federal tax issues that are of concern to TJA members. He mentioned efforts at the federal level to create a national sales tax that would replace the income tax. This would have a serious adverse impact on retail sales. He also reviewed proposals by Governor Bush to repeal school property taxes and replace them with some form of consumption tax, possibly a gross receipts tax and a value added tax.

Wayne Salem presented the Nominating Committee report as follows:

President (Automatic) - Don Wilson, Austin

President-elect - Wayne Salem, Marble Falls

Vice President - Lucinda Rogers, Irving

Secretary/Treasurer - Vicki Head, Bay City

Directors:

William Koen, III, Austin

Peter LeCody, Coppell

Richard Hirsh, Dallas

Rick Salem, Houston

Pat Henneberry, Austin

Motion by Ted Resnick, second by Jerry Kynion, to elect the slate by acclamation. Passed

Don Wilson addressed the membership as President and announced that his major goals will be to enlarge and activate the membership and to enhance the professionalism of the retail jeweler.

There followed a general discussion of possible locations for the 1997 convention, with several sites being suggested. TJA staff was instructed to check out these locations. (It was subsequently agreed to accept a proposal from the Inn of the Hills to hold the convention there again in 1997).

The meeting adjourned at 1:00 P.M.

President

Executive Vice President

**TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS MEETING
SEPTEMBER 10, 1995**

President Troy Vinson made opening remarks and introduced Rick Barrera with Gold Lance.

Rick would like to make the following proposal. (1) Have his sales force in Texas provide TJA information to each jeweler they contact. (2) Have his company design a new logo for TJA. (3) Have his company put together a portfolio of new information on TJA.

Rick's sales force would leave a portfolio of information for each jeweler they contact and then it would be the responsibility of TJA to do a follow-up phone call. He also suggested that there be a "By Invitation" dinner at the convention where suppliers invite jewelers. Following discussion, it was agreed to have a committee to get together on presentation packets and decide what information, new direction, etc. will be included. The committee will be: Don Wilson, Chairman, Bill Koen, Wayne Salem, and T.D. Wernick.

Jewelers of America is having a membership contest to increase membership by 7% (in our case, 28 new members) and they will pay TJA \$1,500. Following discussion, it was agreed to use a lottery system. Ted Resnick made a motion to use money in the following manner (provided we reach our goal): (1) \$1,000 to person drawn for bringing in new member(s); (2) \$500 to a new member and his sponsor; and (3) Provide a certificate to every person that participated. Pam Welborn seconded the motion. Motion passed.

The committee for coming up with the ground rules (i.e., what about Board members participating, what if new member has no sponsor, etc.) will be: Pam Welborn, Lucinda Rogers, Troy Vinson and Richard Hirsh.

Following discussion, the following was agreed for the 1996 Convention program: Saturday evening, Discovery Room reception.

Sunday AM - Leonard Zell

Sunday Lunch - Discovery Room

Sunday PM - In-Showcase Design with Michael Coan & Andy McCauley
North Texas GIA Alumni Association

Sunday Night - Dinner/Dance featuring 50's, 60's, 70's music, costume will be optional. Cash bar - 2 free drink tickets.

Monday

Diamond Promotion Service

Annual Meeting

Roundtables featuring: Advertising, Rap Session - Good Ideas, Difficult Selling Situations (Lucinda agreed to chair)

The convention will be promoted in a "Convention Corner" of each newsletter.

Mickey Moore gave the financial review. He suggested there be four changes to the current budget for next year. (1) Reduce the interest income from \$1,500 to \$750; (2) Reduce accounting from \$750 to \$500; (3) Remove contributions of \$250; and (4) Remove tax expense of \$250.

Vicki Head made the motion to accept the proposed budget with changes. John Nowlin seconded. Motion passed.

Mickey Moore then reported on the meeting with the Assistant Attorney General. TJA members, Mickey Moore and Tom Perkins met on July 13 regarding deceptive advertising. Mickey reported Tom Perkins had discussed the matter with Dan Morales and they are willing to send out a "Consumer Alert". We will produce an alert and they will edit and send back to us to edit and come to an agreement for what will be sent out. Troy Vinson appointed Bill Koen, Don Wilson, Clay Copeland and his assistant Corey Shaughnessy to help Mickey come up with initial Consumer Alert.

Following discussion, it was agreed to keep the Design Contest one more year before deciding to cancel program. There will be a "Design Contest" note in each newsletter and will feature the national winners. T.D. Wernick agreed to give Terry a list of trade publications with contacts and addresses to send releases concerning the design contest.

Under other business, the following was discussed:

Concealed weapon law - TJA will develop and sell laminated sign to members.

Board would like to see a regional get together with Oklahoma, Louisiana and Arkansas.

Board would like to start a film library - Mickey will talk to JA about sources.

There will be another Board meeting before the convention in April.

The meeting was adjourned at 2:15 PM.

TEXAS JEWELERS ASSOCIATION BUDGET

	1994-95 CURRENT BUDGET	1995-96 PROPOSED BUDGET
RECEIPTS		
DUES	25,000	25,000
I.C. SYSTEM	750	750
HANDBOOK (NET)	5,000	5,000
MISCELLANEOUS	0	0
CONVENTION (NET)	4,000	4,000
INTEREST INCOME	<u>1,500</u>	<u>750</u>
TOTAL RECEIPTS	36,250	35,750
DISBURSEMENTS		
ACCOUNTING	750	500
PRINTING	2,500	2,500
POSTAGE	1,000	1,000
ADMINISTRATIVE FEES	27,000	27,000
TELEPHONE	1,200	0
MEETINGS & TRAVEL	1,250	1,200
CONVENTION EXPENSES-JA	2,500	2,500
CONTRIBUTIONS	250	0
DUES & SUBSCRIPTIONS	0	0
TAX EXPENSE	250	0
MISCELLANEOUS	<u>250</u>	<u>250</u>
TOTAL DISBURSEMENTS	35,950	35,250

TEXAS JEWELERS ASSOCIATION
ANNUAL MEETING MINUTES
APRIL 19, 1995

President Troy Vinson opened the meeting at 12:15 PM and thanked everyone for attending. He also thanked the staff, suppliers and officers for all the hard work and support of TJA.

President Vinson presented Design Contest plaques to the winners present (Don Wilson & Lucinda Rogers).

Mickey Moore gave the Executive Vice President's report. He sees more support from suppliers, speakers, etc. in the jewelry industry than in any other group he works with. Mickey reported legislative matters concerning jewelers at this time (punitive damages bill, concealed weapons bill, hot check collection, etc.). Mickey stated the Attorney General's office will meet with TJA concerning deceptive trade practices.

Bill Holland, Jewelers of America representative, talked briefly about Michael Roman's retirement effective the end of September. He also stated there is a new lobbyist for JA. The major emphasis this year is on education.

The Nominating Committee report was presented and is made a part of these minutes. Passed by acclamation.

There was discussion on where to hold the 1996 TJA Convention. Suggestions were: New Braunfels, San Marcos, Fredericksburg, Mineral Wells, Fort Worth and Salado (strong show of hands to return to Salado). The consensus was to hold the 1996 TJA Convention on a Saturday, Sunday and Monday instead of the Sunday, Monday, Tuesday format as in the past. The consensus was that we are holding the convention at a good time of year.

Troy Vinson thanked everyone for coming and reminded everyone to thank the suppliers.

Meeting was adjourned at 1:00 PM.

TJA NOMINATING COMMITTEE REPORT

DUE TO THE RESIGNATION OF PRESIDENT-ELECT RUSS IGO, OF LUBBOCK, IT IS NECESSARY TO ELECT OFFICER SLOTS AT THIS YEAR'S CONVENTION. THE

NOMINATING COMMITTEE SUBMITS THE FOLLOWING REPORT:

PRESIDENT-ELECT: DON WILSON, DON WILSON JEWELERS, AUSTIN

VICE PRESIDENT: WAYNE SALEM, SALEM JEWELERS, MARBLE FALLS

SECRETARY-TREASURER: LUCINDA ROGERS, GOLD 'N CARATS, IRVING

THE ABOVE ARE FOR A ONE-YEAR TERM.

FOR A TWO-YEAR TERM ON THE BOARD OF DIRECTORS:

VICKI HEAD, TETTS JEWELERS, BAY CITY

STEVEN REINER, REINER'S, INC., HOUSTON

TED RESNICK, REZNIKOV'S JEWELRY, SAN ANTONIO

PAM WELBORN, THE COLOR SOURCE, ALVARADO

TO FILL A ONE-YEAR TERM ON THE BOARD:

BILL KOEN, III, JOE KOEN & SON JEWELERS, AUSTIN

TEXAS JEWELERS ASSOCIATION
BOARD MEETING
SEPTEMBER 11-12, 1994

September 11, 1994

President Troy Vinson called the meeting to order at 8:00 PM.

Board members present were: Russ Igo, Wayne Salem, John Nowlin, Tom Barnes, Vess Barnes, Vicki Head, Richard Hirsh, Steven Reiner, Lucinda Rogers and T.D. Wernick. Staff present were: Mickey Moore and Terry Sewell.

The first topic of discussion was membership development. Mickey Moore reviewed the financial report which is attached to these minutes. TJA staff is to contact Pat Henneberry, Diamond Promotion Service, and Janisue Maynard, MIDAS, to request a list of jewelers to contact. Each Board member will provide TJA with a list of prospects from their area. TJA staff will send a letter to Board members requesting list. TJA will ask all members to send three or four prospects in an article in the newsletter. There was some discussion about the possibility of working with other organizations such as GIA Alumni to provide additional conferences for TJA members.

The local chapter of Austin area jewelers would like representation from TJA at their meetings.

TJA staff is to remind TJA members to tell suppliers they are a member of TJA when placing an order. Staff will check on the price of stickers or rubber stamps to put on invoices paid to suppliers.

In October, TJA will send a thank you letter from the Board to all suppliers that were at the convention and stating they look forward to seeing them in Salado this year.

Following discussion of the consideration of a dues increase or to solicit more money from suppliers, it was agreed to broaden the membership base to increase income.

Following discussion concerning JA's possibility of regional meetings, the Board would like to see the regional meeting be two days instead of three days.

President Troy Vinson adjourned the meeting at 9:50 PM and reminded everyone the meeting would continue at 8:00 AM in the morning.

September 12, 1994

President Troy Vinson called the meeting to order at 8:10 AM. He then reported the new JA health insurance program is not as good as the one TJA is currently using.

Troy and Mickey reported on the catalog sales tax bill. Mickey said it doesn't look like it will pass, but it will be re-introduced and that is when we need to contact Congress. There will be information in the newsletter as it becomes available. John Nowlin agreed to send TJA a letter for out-of-state sales so it can be put in the newsletter.

Following discussion on JA JVC Tip Committee by Russ Igo, it was agreed to set up a meeting with the head of Consumer Protection after the elections.

It was also requested to publish in the newsletter, the Consumer Hot Line telephone number for persons not paying state sales tax.

Following the presentation from CIGNA Financial Advisors, Troy Vinson, Lucinda Rogers and Wayne Salem agreed to accept a consultation and report to the Board prior to convention. Steven Reiner will also have a company contact Troy or Mickey to be considered for endorsement.

Wayne Salem made a motion to hold the 1995 convention in Salado, same time and date was the 1994 convention. Seconded by Tom Barnes. Passed.

The Board agreed to work on handbook ad sales.

Vess Barnes agreed to contact Roy Williams regarding a presentation for the convention on Tuesday. TJA staff will contact JA for the presentation on Monday. The choices are as follows: (1) Service, Service & More Service, (2) How to Develop a Training Program for Your Store, and (3) Successful Promotions Between Holidays.

It was suggested to have a BBQ picnic at the convention. It was also suggested to have thank you post cards attached to the door prizes to be filled out and returned to Terry.

During the Discovery Room, if space permits, we will have tables to sit mixed in with the display tables.

President Vinson appointed Lucinda Rogers, Wayne Salem and Vess Barnes to the Convention Committee.

It was agreed the Board would greet everyone at the convention to make them feel welcome.

TJA staff will promote the Design Contest in the next newsletter.

President Troy Vinson adjourned the meeting at 11:50 AM.

TEXAS JEWELERS ASSOCIATION
 COMPARISON OF ACTUAL RESULTS WITH PLANNED BUDGET
SEPTEMBER 1, 1993 THROUGH AUGUST 31, 1994

RECEIPTS

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
DUES	21,261	25,000	-3,739
I.C. SYSTEM	112	0	112
HANDBOOK (NET)	3,033	3,500	-467
MISCELLANEOUS	8,000	0	8,000
CONVENTION (NET)	2,408	2,500	-92
DESIGN CONTEST (NET)	43	0	43
INTEREST INCOME	532	500	32
 TOTAL RECEIPTS	 35,389	 31,500	 3,889

DISBURSEMENTS

ACCOUNTING	425	375	-50
PRINTING	923	750	-173
POSTAGE	1,479	1,000	-479
ADMINISTRATIVE FEES	30,300	27,000	3,300
BANK CHARGES	152	0	-152
TELEPHONE	752	750	-2
MEETINGS & TRAVEL	249	500	251
CONVENTION EXPENSES-JA	355	1,500	1,145
CONTRIBUTIONS	0	0	0
DUES & SUBSCRIPTIONS	250	0	-250
TAX EXPENSE	0	0	0
MISCELLANEOUS	500	250	-250
 TOTAL DISBURSEMENTS	 35,385	 32,125	 -3,260

EXC OF DISBM OVER REC	4	-625	-629
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Cash in Bank as of August 31, 1994 - \$1,187
 Certificate of Deposit as of August 31, 1994 - \$16,434

September 1, 1994



CIGNA Financial Advisors
Insurance & Investments

Mr. Mickey Moore, Executive Director
Texas Jeweler's Association
504 W. 12th Street
Austin, Texas

CIGNA Financial Advisors, Inc.
Park West II
1505 LBJ Freeway
Suite 300
Dallas, TX 75234-6071
Telephone 214.919.8800
Facsimile 214.919.8899

Dear Mickey:

This letter outlines CIGNA Financial Advisors' proposal to The Texas Jewelers' Association for endorsed vendor status.

Executive Summary

Our proposal has been developed in light of the discussion we had at our meeting, August 29, 1994. We believe the proposal offers your membership a significant discount on our personal and business planning services unavailable to non-members. We also believe the program will provide the Association with a vehicle to attract and retain members while building a solid source of non-dues income. Our company is committed to the program through a marketing plan based on your Association's communication channel and supported by our ongoing sales force and advertising efforts.

Corporate Profile

CIGNA Financial Advisors is part of the CIGNA Corp. where assets total over \$70 billion. We have over 30 offices throughout the country, three in Texas, and are capable of serving your membership on a consistent basis. CIGNA Financial Advisors has over 50 years of experience helping the independent, family-owned business solve complex business succession, estate and retirement planning problems. The enclosed brochure further details our process and the benefits we can bring your members.

Experience

CIGNA Financial Advisors understands the family and independently owned business market and specializes in insurance and investment solutions to their complex financial problems. With our 20 years experience working with associations, we understand the needs of your membership pertaining to education on business succession, estate and retirement planning. We establish long-term relationships with associations bringing unique and beneficial programs, supported by a dedicated Association Marketing Group and a national field force of financial advisors.

The Program

This details specifics of the program and estimate of our expectations:

- CIGNA Financial Advisors will provide to your members on an individual basis an overview of what we can do for them in the areas of Business Succession Planning, Retirement Planning, and Estate Planning.
- CIGNA Financial Advisors will provide for those members who engage our services individually drafted plans designed around each member's personal and business objectives.
- Additional areas of analysis and alternative planning will be Fringe Benefit Planning, Income Tax Strategy Planning and Investment Planning.
- CIGNA Financial Advisors will be available to provide your members a meeting program and/or seminars on Business Succession Planning for the Family Business if you have an annual meeting.
- CIGNA Financial Advisors will offer an Association discount of 20% off our regular planning fee. This reduced rate will be only for members of the Association.
- CIGNA Financial Advisors will make available marketing allowances in the form of a royalty agreement where TJA will receive 5% of every planning fee.

Marketing Support

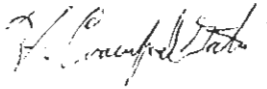
- The Association will announce the new program in a letter from the Executive Director.
- The Association will announce the program in a press release in the newsletter.
- CIGNA Financial Advisors will send a follow-up letter to the membership further describing the program benefits and opportunities.
- CIGNA Financial Advisors will submit articles to the newsletter on relevant personal and business planning issues affecting the membership.
- CIGNA Financial Advisors can develop a direct mail campaign to reach the membership, offering our services and encouraging attendance at the upcoming meetings if you desire.

Mr. Mickey Moore, TJA
September 1, 1994
Page 3

We have developed this proposal based on our initial discussions and feel it represents an exciting opportunity for both organizations. As our discussions proceed, we will certainly consider further customizations and suggestions to better meet your member needs. We have enclosed a copy of our agreement for your review. Don and I will present this entire proposal to your association president, Troy Vinson, on Friday, September 2, 1994.

We look forward to working with you and presenting this to your executive board on September 12, 1994. We will call you soon to confirm our meeting.

Sincerely,



H. Crawford Gates, CLU, ChFC, CFP



Donald D. Muennink

Enclosures

Royalty Agreement

This Agreement is entered into between Texas Jewelers' Association ("Association") and CIGNA Financial Advisors, Inc. ("CIGNA Financial Advisors"). The parties hereto mutually agree as follows:

1. MUTUAL UNDERTAKINGS

The Association agrees to inform its members concerning the financial planning services available from CIGNA Financial Advisors, and CIGNA Financial Advisors agrees to provide financial planning to such members of the Association as contracted with CIGNA Financial Advisors for such services. The financial planning services available from CIGNA Financial Advisors include: estate planning, business succession planning, fringe benefit planning, and personal accumulation planning. CIGNA Financial Advisors and its affiliates will also make available insurance and investment products to implement the financial plans.

2. FEES

It is agreed that financial planning fees charged by CIGNA Financial Advisors to Association members will reflect a 20% discount relative to the fee which CIGNA Financial Advisors would charge to a member of the general public in a comparable situation.

3. COMPENSATION TO THE ASSOCIATION

CIGNA Financial Advisors agrees to pay to the Association royalty fees equal to 5% of the fees it receives from Association members. Such fees shall be paid monthly based on the fee revenue received by CIGNA Financial Advisors from Association members during the preceding month. In the event that financial planning fees previously paid are returned to Association members, the referral fees paid to the Association will be adjusted accordingly.

4. COORDINATOR

It is agreed that H. Crawford Gates will be the initial Coordinator of the financial planning program and will become a member of the Association, if requested. Crawford will have the right to involve various field offices of CIGNA Financial Advisors as appropriate to provide financial planning services to Association members in a convenient manner.

5. MARKETING

CIGNA Financial Advisors will develop a marketing campaign directed at Association members including direct mail and individual contact of the membership.

Royalty Agreement Between
CIGNA Financial Advisors, Inc. and TJA

6. RELATIONSHIP

The relationship between the Association and CIGNA Financial Advisors under this Agreement is that of independent contracting parties, neither acting as the agent of the other. The Association shall not provide, or hold itself out as providing, financial planning services on behalf of CIGNA Financial Advisors. All rights and duties under financial planning contracts which may be entered between CIGNA Financial Advisors and members of the Association run solely between the parties thereto, and the Association assumes no obligation relative to the performance by CIGNA Financial Advisors under such financial planning contracts.

7. INDEMNIFICATION

- a. In the event that a member of the Association who enters into a financial planning contract with CIGNA Financial Advisors should claim that CIGNA Financial Advisors has breached such contract and should seek to hold the Association responsible for such alleged breach, CIGNA Financial Advisors agrees to indemnify and hold harmless the Association from any liability in connection therewith, including any attorney's fees or other expenses it may incur.
- b. In the event that the Association violates Section 6 of this agreement or is deemed to violate any state investment adviser laws or regulations, the Association agrees to indemnify and hold harmless CIGNA Financial Advisors from any liability and/or costs it may incur in connection therewith including any attorney's fees or other expenses related thereto.

8. COMPANY MATERIALS

CIGNA Financial Advisors may furnish materials to the Association for distribution to its members. Any such materials shall remain the property of CIGNA Financial Advisors and may not be sold, transferred, or communicated to any person other than a member of the Association without the written permission of CIGNA Financial Advisors. Upon termination of this Agreement, the Association agrees to return all materials furnished to it by CIGNA Financial Advisors.

9 REGULATORY COMPLIANCE

- a. The Association represents and warrants that:
 1. The Association is not subject to any order of the Securities and Exchange Commission (the "Commission") issued under Section 203(f) of the Investment Advisers Act of 1940 (The "Act").
 2. The Association has not been convicted within the past 10 years of any felony or misdemeanor involving fraudulent or other improper conduct described in Section 203(e) (2) (A)-(D) of the Act.
 3. The Association has not been found by the Commission to have engaged, or been convicted of engaging in any of the conduct specified in paragraphs (1), (4) or (5) of Section 203(e) of the Act.
 4. The Association is not subject to an order, judgment or decree described in Section 203(e)(3) of the Act.
 5. The Association will refrain from any action which may cause it or CIGNA Financial Advisors to violate any state investment adviser laws or regulations in which the Association conducts business.
- b. The Association agrees that all actions taken by it pursuant to this Agreement will be performed in a manner consistent with the instructions of CIGNA Financial Advisors and provisions of the Act and rules thereunder.
- c. The Association will cooperate with CIGNA Financial Advisors in assuring that any member of the Association who proposes to enter into a financial planning contract with CIGNA Financial Advisors shall receive the CIGNA Financial Advisors disclosure brochure and the disclosure document attached hereto as Exhibit A.

Royalty Agreement Between
CIGNA Financial Advisors, Inc. and TJA

10. TERMINATION

This Agreement may be terminated by either party at any time, with or without cause, upon written notice to the other.

Executed at Austin, Texas

this _____ day of _____, 1994.

CIGNA FINANCIAL ADVISORS, INC.

by H. Crawford Gates, Texas State Coordinator

by Karen Matheson, Vice President National Association Marketing
Texas Jewelers' Association

_____, Executive Director
by Mickey Moore

Tax I.D.# _____

Address:

504 W. 12th Street
Austin, Texas 78273
(512) 472-7342

TEXAS JEWELERS ASSOCIATION
ANNUAL MEETING MINUTES
APRIL, 1994

President John Nowlin opened the meeting and thanked everyone for attending.

Mickey Moore reported legislative matters concerning jewelers at this time (healthcare plan, state sales tax on catalog and home shopping network).

Bill Holland, Jewelers of America representative, said JA's most important focus is education and training. He reviewed Center of Business Studies.

Wayne Head presented the Nominating Committee report. Passed by acclamation.

Troy Vinson thanked everyone for their support in his upcoming Presidency. He would like to see the association become bigger and better. He also felt we should provide more support to our associate members.

It was the general consensus Monday afternoon free during the convention is a good idea.

President Nowlin thanked suppliers and advertisers.

Meeting was adjourned at 12:10 PM.

**TEXAS JEWELERS ASSOCIATION
NOMINATING COMMITTEE MEETING
MARCH 21, 1994 - 10:00 AM**

Present at the meeting: John Nowlin, Troy Vinson, Russ Igo, Don Wilson, Vickie Head (filled in for Wayne Head).

Following discussion, it was agreed:

Steve Neel is moved up to Secretary-Treasurer, Lucinda Rogers and Wayne Salem are to be re-nominated.

Following further discussion, it was agreed:

Don Wilson will contact T.D. Wernick and Russ Igo will contact Vess Barnes.

Should T.D. Wernick or Vess Barnes decide not to accept, Troy Vinson will call Susan Eisen and should she not accept, then call Richard Hirsch.

TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS
SEPTEMBER 28, 1993

Meeting was called to order by President John Nowlin, 10:00 AM.

Present: John Nowlin, Troy Vinson, Don Wilson, Wayne Head, Tom Barnes, Kent McClenahan, Stephen Neel, Steven Reiner, Lucinda Rogers, Wayne Salem, Mickey Moore and Terry Sewell.

Following a discussion of membership criteria, it was decided: TJA cannot become involved in matters of a members' integrity. TJA must rely on the legal system to take care of dishonest jewelers.

Following a discussion of membership development, it was decided: Kent McClenahan will provide TJA with a list of prospective members; the list of canceled members was divided among the Board and staff to call; and, each Director will be given 10 members to call four times a year to have personal contact with the membership. (TJA staff will provide list of members and a list of benefits in belonging to the association.)

Following a discussion of the newsletter, it was decided: To keep the schedule of 6 times per year; Board members will provide articles or articles from other magazines for reprint; and, to include an article concerning convention in each newsletter.

Following a discussion of Truth in Pricing Program, it was decided: each jeweler should promote TIP in their store.

Following discussion, on motion made by Wayne Head, seconded by Tom Barnes, and passed unanimously, John Nowlin and Mickey Moore will make the arrangements to disburse the Scholarship Loan Fund money in an appropriate manner.

Following discussion, on motion made by Wayne Head, seconded by Wayne Salem, and passed unanimously, the Convention Committee appointed by President Nowlin will choose the best package (Stage Coach Inn, Horseshoe Bay, or Hyatt Regency Hill Country Resort) for the dates of April 17-19 or April 24-26. It was also decided to change the format to: Sunday - Discovery Room and one session or have roundtables at the pool; Monday - sessions 9:00 AM - 1:30 PM, afternoon open, an evening event planned; Tuesday - morning session. The Board also asked Mickey to request John Sharp to speak at the Convention. The staff will contact JA to find out what programs are available with the understanding the preference is as follows: (1) Store Design and Display; and, (2) Using Fashion to Sell Jewelry.

Mickey Moore made the financial report. A copy is attached and made a part of these minutes. A motion was made by Wayne Head, seconded by Wayne Salem, and passed unanimously, to draw up to \$8,000 from the Certificate of Deposit to put in the operating account when it matures in December.

Following discussion, it was agreed: Plaques will be given to Design Contest winners instead of cash.

The meeting was adjourned at 1:10 PM.

President

Executive Vice President

TEXAS JEWELERS ASSOCIATION
ANNUAL MEETING MINUTES
JUNE 15, 1993

John Nowlin called the meeting to order at 11:25 AM and made opening remarks.

Troy Vinson presented the Nominating Committee Report. All nominees have agreed to serve. Motion passed by acclamation.

Troy Vinson thanked Lucinda Rogers for her help on the roundtables.

During discussion regarding the convention, it was suggested having the annual meeting at the first of the convention to have more people attend. Board will consider all opinions for a Spring or Fall convention.

Mickey Moore reported legislative and financial matters.

Following discussion, it was agreed to give plaques to the design contest winners instead of cash prizes.

MINUTES

TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS
OCTOBER 28, 1992

Meeting called to order by President John Nowlin, 10:55 AM.

Present: Tom Donoho, Sr., Wayne Head, John Hill, Russell Igo, Stephen Neel, John Nowlin, Lucinda Rogers, David Rose, Wayne Salem, Troy Vinson and Don Wilson.

Norwest Financial made a presentation concerning a revolving credit program. It was agreed a representative would get back in touch with Mickey Moore with a final offer.

Mickey Moore made the financial report. A copy is attached and made a part of these minutes.

Following discussion, on motion by John Hill, seconded by Wayne Salem, and passed unanimously, the Scholarship Loan Fund will be used to buy videos for a video library or will be donated to Paris Junior College. Mickey Moore will contact the IRS.

Following the T.I.P. Committee report by Troy Vinson, it was agreed Terry Sheneman will get prices on ad slicks to be made available to the membership.

Following discussion, on motion by Wayne Salem, seconded by Don Wilson, and passed unanimously, TJA will not hold its convention in connection with the MIDAS Jewelry Show.

Following discussion, on motion made by Don Wilson, seconded by Wayne Salem, and passed unanimously, the TJA Convention will be held in Austin, June 13-15 with the alternate dates of June 20-22.

Following discussion, on motion by Don Wilson, seconded by Wayne Salem, and passed unanimously, TJA will sponsor the Southwest Fine Jewelry Show. A copy of the proposal is attached. It was agreed to negotiate (1) the "2.5% of total booth sales if buyer attendance reaches 3,000" to 5% of total booth sales; (2) the right to screen participants; (3) the exact meaning of "You must 'sponsor' and promote the SWFJS exclusively", and (4) a board position on Southwest Fine Jewelry Show Board. Mickey Moore will also check with NYJA to see what arrangements they have with National Jeweler.

Following discussion, it was agreed to send out a prospect mailing in January.

Present Nowlin appointed the following persons to the Design Contest Committee: Don Wilson, Wayne Salem, John Hill and David Rose.

President Nowlin challenged each Board Member to bring in 2 new members.

Mickey Moore discussed the new Austin area jewelers association, Central Texas Jewelers Association. TJA is willing to help in any way possible to get the association up and running. There was also discussion of the possibility of regional groups using the security network.

The meeting was adjourned at 2:10 PM.

TEXAS JEWELERS ASSOCIATION
 PROFIT/LOSS STATEMENT
 FOR THE YEAR 08-31-92

	Budget Amount	Actual Amount	Variance Amount	Var %
INCOME				
DUES	32,500	25,702	-6,798	20.9
HANDBOOK ADS	0	8,690	8,690	0.0
REGISTRATIONS	0	7,955	7,955	0.0
INTEREST	1,750	613	-1,137	65.0
ADM. FEE - I. C. SYSTEM	500	449	-51	10.2
MISCELLANEOUS	500	520	20	4.0
	-----	-----	-----	-----
TOTAL INCOME	35,250	43,929	8,679	24.6
EXPENSES				
ACCOUNTING	750	475	-275	36.7
ADM. FEES - TRA	24,000	26,550	2,550	10.6
CONTRACT LABOR	0	0	0	0.0
HANDBOOK EXPENSES	0	4,281	4,281	0.0
LEGAL & PROF.	0	0	0	0.0
PRINTING	5,000	3,257	-1,743	34.9
POSTAGE	1,000	1,647	647	64.7
TELEPHONE	1,000	960	-40	4.0
OFFICE SUPPLIES	0	52	52	0.0
DUES & PUBLICATIONS	250	200	-50	20.0
MEETINGS & TRAVEL (NOT CONV.)	1,000	1,232	232	23.2
CONTRIBUTIONS, AWARDS	500	0	-500	100.0
MISCELLANEOUS	250	1,302	1,052	420.8
ANNUAL CONVENTION	0	4,837	4,837	0.0
JEWELERS OF AM. CONV.	2,200	899	-1,301	59.1
FRANCHISE TAX	500	0	-500	100.0
DEFERRED INCOME TAX	0	0	0	0.0
	-----	-----	-----	-----
TOTAL EXPENSES	36,450	45,692	9,242	25.4
	-----	-----	-----	-----
PROFIT/LOSS	1,200	1,763	563	46.9
	=====	=====	=====	=====



THE SOUTHWEST FINE JEWELRY SHOW

October 9, 1992

Mr. Mickey Moore
Texas Jewelers Association
504 W. 12th Street
Austin, Texas 78701

OCT 13 92

Dear Mickey,

We appreciate your sponsorship of the 1992 Southwest Fine Jewelry Show in Dallas. A check for a \$100 donation from the proceeds of the events will follow under separate cover within the next few weeks.

The SWFJ Show promises to be bigger and better in 1993. Our goal is a minimum of 200 exhibitors and 3,000 buyers in attendance. Because we value your participation, we would like to extend a very lucrative offer to you in exchange for your sponsorship of our show. The offer is as follows.

You will receive 2.5% of our total booth sales if buyer attendance reaches 3,000.

At 200 booths multiplied by \$1,200 equals \$240,000.
 $\$240,000 \times 2.5\%$ equals \$6,000.

If attendance reaches 2,000, your sponsorship will be reduced by \$1,000 equalling \$5,000.

If attendance reaches 1,000, your sponsorship is reduced by another \$1,000 equalling \$4,000.

In addition, you will receive \$2.50 per person for all evening events regardless of show attendance.

The criteria is as follows:

- *You must "sponsor" and promote the SWFJS **exclusively**.
- *Your Association name or officers cannot be associated with any other jewelry show.
- *Include show information and preregistration forms for the SWFJS in all your monthly newsletters.
- *You must set up and "man" a booth during the show distributing whatever Association information you choose.

Our goal is to act in partnership with you to produce a successful show. Your potential financial benefit is quite large if buyer attendance reaches the set goal. We are asking you to strongly consider this offer. If you have any questions or would like to further discuss it, please call me a 800-223-7126.

Sincerely,

A handwritten signature in black ink that reads "Ala Joy Davis". The signature is written in a cursive, flowing style.

Ala Joy Davis
Director
Southwest Fine Jewelry Show



THE SOUTHWEST FINE JEWELRY SHOW

In behalf of the Texas Jewelers Association, I agree to the preceding criteria and wish to participate in the success of the Southwest Fine Jewelry Show.

Executive Director date

President date

Please return to:
Ala Joy Davis
Southwest Fine Jewelry Show
13760 Noel Road, Suite 500
Dallas, Texas 75240

NOMINATING COMMITTEE REPORT

Director, Two Year Term

Tom Donaho, Donaho's Fine Jewelry, The Woodlands

Stephen Neel, Neel Jewelers, Palestine

Lucinda Rogers, Gold 'N Carats, Irving

Wayne Salem, Salem's Jewelry, Marble Falls

Director, One Year unexpired term

Tom Barnes, Thos. Barnes & Assoc. Fine Jewelry, Victoria

Secretary-Treasurer

Don Wilson, Don Wilson Jewelers, Austin

Vice-President

Russell Igo, Russ Igo Jewelers, Lubbock

President-Elect

Troy Vinson, Troy Vinson Jewelers, Fort Worth

President

John Nowlin, Nowlin Jewelers, Lake Jackson

MINUTES

TEXAS JEWELERS ASSOCIATION
CONVENTION COMMITTEE
FEBRUARY 11, 1992

The conference call was started at 10:00 AM and the following members were present: John Nowlin, Chairman, Wayne Head, John Hill, Vicki Maden and Don Wilson. Staff present: Mickey Moore and Terry Sheneman.

Following discussion it was agreed:

FRIDAY, JUNE 26

Afternoon Golf tournament
Reception sponsored by Seiko/TexChron

SATURDAY, JUNE 27

Morning session "Update on Treated Stones" by Anne Hawken (Don Wilson will call to confirm) and also a JA sponsored speaker (Terry will call JA to confirm)

Saturday Lunch will be the annual meeting and a representative from MIDAS will be recognized and make comments (Terry will call Janisue to confirm)

Saturday afternoon will be roundtables. Tables are as follows:

Treated Stones - Anne Hawken (Don will confirm)
Street Purchasing - John Nowlin
Customer Communications - Barry Dodd (Terry will confirm)
"What Do You Do With Your Store" - Alan Roth (Don will confirm)

SUNDAY, JUNE 28

Diamond Promotion Service presentation and JA Report. These will be 2 hours at most.

Terry will also call Janisue to confirm Saturday evening cocktail party and what time MIDAS Show starts on Sunday.

Conference call concluded at 10:45 AM.

MINUTES

TEXAS JEWELERS ASSOCIATION BOARD OF DIRECTORS OCTOBER 13-14, 1991

October 13, 1991

Meeting called to order by President Wayne Head, 3:00 PM.

Present: Barry Dodd, Wayne Head, Russell Igo, Vicki Maden, Steve Neel, Bill Saunders, Troy Vinson, Don Wilson, Mickey Moore and guests Sharon Vinson, Bill Stagner, Connie Stagner, Vicki Head

Mickey Moore made the financial report for the fiscal year that ended August 31, 1991. There was an operating surplus of \$3,735.00. This did not include \$1,500 due from Diamond Promotion Service for 1991 Convention sponsorship. This payment will be included in income for 1991-92. Don Wilson moved approval of the financial report, seconded by Steve Neel. Passed. A copy of this report is attached and made a part of these Minutes.

Moore proposed the budget for the 1991-92 fiscal year, with projected income of \$36,250 and expenditures of \$35,950. This budget includes an increase of \$3,000, to \$27,000 annually, in the administrative fee to Texas Retailers Association. Russell Igo moved approval of the budget, seconded by Bill Saunders. Passed. A copy of this budget is attached and made a part of these Minutes.

Moore reported there is a balance of \$1,917.87 in the TJA Scholarship/Loan Fund. It was agreed to hold this fund pending developments on JA/GIA scholarships.

There followed a discussion on the need to broaden TJA's membership base. After considering several ideas and suggestions, the Board agreed on the following:

1. Sponsor a design contest as is done in several other state jeweler associations, generating greater interest and enthusiasm among current members.
2. Design a special mailing piece to be mailed in promotion sent by Seiko/TexChron.
3. Offer one free 1992 convention registration to new members that join during the year.

President Head appointed the following persons to the Membership Committee: Bill Saunders, Chairman, Troy Vinson, Steve Neel, Bill and Connie Stagner, Barry Dodd and Jeanne Roe.

Discussion was held concerning dates and location for the 1992 Convention. It was agreed to hold the convention June 13-14 in Austin, contingent upon developments in the October 14 meeting with the M.I.D.A.S. group. The following persons were named to

the Convention Committee: John Nowlin, Chairman, Don Wilson, Vicki Maden and John Hill.

Donna Knox, representing the Dallas Market Center, was introduced and asked to report to the Board on their plans for future jewelry shows. Ms. Knox advised the Board that DMC will no longer have a June Fine Jewelry Show and may not have any more jewelry shows. The DMC will continue to have a gift show.

Discussion followed concerning establishing a Truth-in-Pricing Committee (T.I.P.) in TJA. Russell Igo moved, seconded by Dodd, that the Vice President each term be Chairman of the T.I.P. committee, with up to 5 additional members to be appointed by the President. Passed.

There being no further business, meeting adjourned at 6:45 PM.

October 14, 1991

President Head reconvened the Board at 10:45 AM following the meeting with the M.I.D.A.S. Board of Directors. The same Board members were in attendance as were present at the October 13 meeting.

Following discussion, on motion by Don Wilson, seconded by Russell Igo, and passed unanimously, the following proposal was made to the M.I.D.A.S. Board of Directors:

1. TJA will hold its 1992 Convention June 26-28 at the Grand Kempinski Hotel and will promote it as a combined convention/trade show with the M.I.D.A.S. June 28-30 show.
2. TJA President and one other member of the TJA Board of Directors will be on the M.I.D.A.S. Board of Directors.
3. TJA requests that M.I.D.A.S. reimburse \$2,500 to TJA to replace anticipated revenue loss due to changed structure of convention.
4. TJA is to be listed as a co-sponsor of the Sunday night cocktail reception.
5. TJA will encourage the state jewelers associations in Louisiana, Oklahoma, and Arkansas to hold their conventions on the same dates at the same hotel and will coordinate the convention planning.
6. TJA and other cooperating states will each have a free booth at the trade show.

The proposal was communicated to M.I.D.A.S. by FAX on October 14, 1991.

President



Executive Vice-President

TEXAS JEWELERS ASSOCIATION
 PROFIT/LOSS STATEMENT
 FOR THE YEAR 08-31-91

	Budget Amount	Actual Amount	Variance Amount
INCOME			
DUES	32,500	21,103	-11,397
HANDBOOK ADS	0	9,927	9,927
REGISTRATIONS	0	11,665	11,665
INTEREST	1,750	1,306	-444
ADM. FEE - I. C. SYSTEM	500	810	310
MISCELLANEOUS	500	0	-500
	-----	-----	-----
TOTAL INCOME	35,250	44,811	9,561
EXPENSES			
ACCOUNTING	750	750	0
ADM. FEES - TRA	24,000	24,000	0
CONTRACT LABOR	0	0	0
HANDBOOK EXPENSES	0	4,112	4,112
LEGAL & PROF.	0	0	0
PRINTING	5,000	287	-4,713
POSTAGE	1,000	255	-745
TELEPHONE	1,000	1,143	143
OFFICE SUPPLIES	0	0	0
DUES & PUBLICATIONS	250	0	-250
MEETINGS & TRAVEL (NOT CONV.)	1,000	1,280	280
CONTRIBUTIONS, AWARDS	500	0	-500
MISCELLANEOUS	250	140	-110
ANNUAL CONVENTION	0	7,343	7,343
JEWELERS OF AM. CONV.	2,200	1,766	-434
TAX	500	0	-500
	-----	-----	-----
TOTAL EXPENSES	36,450	41,076	4,626
	-----	-----	-----
PROFIT/LOSS	1,200	-3,735	-4,935
	=====	=====	=====

Cash in Bank as of August 31, 1991 - \$4,573.64

Certificate of Deposit as of July 6, 1991 - \$22,137.74

Scholarship Loan Fund as of August 31, 1991 - \$1,917.87

TEXAS JEWELERS ASSOCIATION BUDGET

	CURRENT BUDGET	PROPOSED BUDGET
RECEIPTS		
DUES	32,500	25,000
I.C. SYSTEM	500	750
HANDBOOK (NET)	5,000	5,000
MISCELLANEOUS	500	0
CONVENTION (NET)	1,000	4,000
INTEREST INCOME	<u>1,750</u>	<u>1,500</u>
TOTAL RECEIPTS	41,250	36,250
DISBURSEMENTS		
ACCOUNTING	750	750
PRINTING	5,000	2,500
POSTAGE	1,000	1,000
ADMINISTRATIVE FEES	24,000	27,000
TELEPHONE	1,000	1,200
MEETINGS & TRAVEL	1,000	1,250
CONVENTION EXPENSES-JA	2,200	2,500
CONTRIBUTIONS	500	250
DUES & SUBSCRIPTIONS	250	0
TAX EXPENSE	500	250
MISCELLANEOUS	<u>250</u>	<u>250</u>
TOTAL DISBURSEMENTS	36,450	35,950

TEXAS JEWELERS ASSOCIATION
1991 ANNUAL MEETING MINUTES

President Wayne Head expressed appreciation to association staff, sponsors and attendees.

Keith Sutton, Jewelers of America representative, gave an update on JA services and committees.

Bill Holland was recognized for going on JA Board and asked to give the Nominating Committee report. Troy Vinson moved to accept the slate as presented. Passed by acclamation.

Mickey Moore reported on legislative matters of interest to jewelers.

The Board was asked to consider the next convention in Austin, New Braunfels, or South Shores in Houston.

Meeting adjourned at 12:15 ~~PM~~.

**TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS MEETING
SEPTEMBER 9 & 10, 1990**

Called to order 6:40 PM, Wayne Head, President.

Present: Douglas Brougham, Carl Bussell, Barry Dodd, Wayne Head, Bill Holland, Russell Igo, Jeri Kynion, Rusty Luker, Vicki Maden, Stephen Neel, John Nowlin, David Rose, Troy Vinson, and Terry Sheneman.

President Head thanked everyone for attending. President Head passed out the critique on Artege from two credit experts. He asked that everyone review the critique for questions to ask during their presentations.

Rusty Luker reported that unofficially it looks like Dallas Market Center will hopefully agree to go to a single show and probably have it around the Gift Market away from the hotels. He proposed TJA have their convention at the same time. Following discussion, it was agreed Wayne Head, Bill Holland, David Rose, John Nowlin, Troy Vinson and Rusty Luker will go to Dallas and have an informal meeting with Dallas Market Center.

David Rose reported on improving the Handbook by (1) Adding tables; (2) Categorizing advertisers by what they sell; (3) Suggested retail markup chart (ISA). Following discussion, it was agreed to form a committee consisting of David Rose, Chairman, Doug Brougham, Vicki Maden and Jeri Kynion to decide what will be included in the 1991 Handbook. The Committee will meet and give their recommendations by March 1.

Following discussion, a motion was made by Bill Holland to hold the 1991 Convention, June 7-9, 1991, in Austin, Texas. Motion was seconded by Rusty Luker. Passed. Convention committee will be John Nowlin, Chairman, Jeri Kynion, Troy Vinson. Following further discussion, it was agreed to try and have all functions fully sponsored. For any firm sponsoring an event, they will receive an ad in the Handbook.

Following discussion concerning the newsletter, it was agreed we will publish a quarterly newsletter starting in October. Barry Dodd will be working with Terry Sheneman on streamlining the newsletter. The Board will be sending in articles to be published in this newsletter. It was also agreed to look into advertising for the newsletter.

Following discussion, it was agreed TJA would purchase a camera that would also be for Terry Sheneman's personal use. A motion was made by David Rose to purchase a camera under \$200. Motion was seconded by Rusty Luker. Passed.

Following presentations from Artege and Stuckey, it was agreed Wayne Head, Doug Brougham, Troy Vinson and John Nowlin would try Stuckey's program in their stores for a 90-day trial basis.

Meeting adjourned at 12:00 Noon.

President



Executive Vice President

MINUTES
TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS
AUGUST 12, 1990 DALLAS

Call to order, 5:00 PM, Wayne Head, President.

Present: Barry Dodd, Wayne Head, Jeri Kynion, Rusty Luker, Vicki Maden, Steve Neel, John Nowlin, David Rose, Troy Vinson, and Mickey Moore.

President Head thanked everyone for attending and welcomed new Directors Neel, Kynion, Dodd and Maden.

Moore reported that the Association will finish the budget year with all bills paid and a small surplus for the year of approximately \$2,500. Particular attention was called to the fact that net Handbook income of over \$7,000 was the best ever and far exceeded projections. In appreciation for her excellent work the Board, on motion by Dodd, second by Kynion, approved a \$500 bonus to Terry Sheneman. Passed.

President Head presented Kent McClenahan a check for \$225 for new memberships he enlisted and thanked Kent for his continued leadership in TJA.

John Nowlin reported on the Presidents-Elect meeting in Chicago. He noted that many of the State Jeweler Associations hold design contests. Many offer a video loan library to their members. Of particular interest is a program conducted by the Illinois JA in which their members promoted a "change your watch battery" month in which \$1.00 for each change was donated to the Red Cross. The Board expressed interest in such a project for Texas. Nowlin will prepare a proposal for the Spring Board meeting.

It was agreed that another article on "TIP", Truth-in-Pricing, should run in the next TJA newsletter. Also, an article on "Gemstone Enhancement" is needed. David Rose will provide the article.

Head reported that JA will reimburse state associations for expenses incurred in a membership drive if the campaign is approved by Alan Leopold. TJA staff will obtain details.

Rusty Luker advised the Board that the 24 Karat Club will vote soon on creating another Jewelry Show. Rusty will keep the Board informed on developments.

Head reported that Diamond Promotion Service has available a new video that members can use for a store promotion. Wayne will ask Pat Henneberry to deliver a copy to the TJA office.

To create more interest in the TJA newsletter, it was agreed to solicit "classified ads", personal items of interest, and

pictures. The Board expressed a desire to have a "more lively" newsletter on a monthly basis. Moore asked that members send or call in any information of interest for the newsletter.

In discussing the convention, it was agreed that special designation on the name tags should be given "first timers" and new members.

Troy Vinson reported on two credit programs for Jewelers which he has recently reviewed. One, based in Dallas, "Art'ege", has some especially attractive features. The other, "Jewelers Choice", based in Michigan, also has some attractive features. Moore is to contact both companies for more details and to determine if they would offer TJA members a special program. Head appointed Rose, Vinson, Nowlin, Moore, and himself to meet and review these programs for possible TJA endorsement.

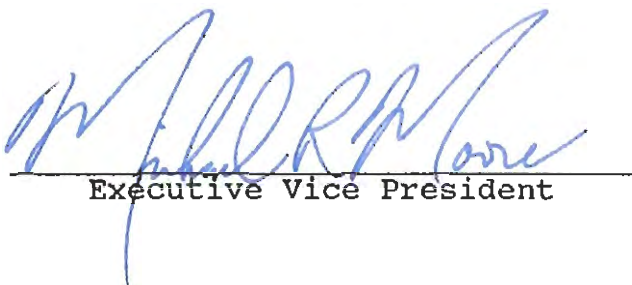
A discussion followed concerning registration fee and participation charges for the Discovery Room at the convention. President Head will appoint a committee of TJA Directors and Discovery Room participants to review this matter and report to the Spring Board meeting with a recommendation.

President Head appointed John Nowlin to chair the 1991 Convention Committee. Jeri Kynion will serve and additional members will be appointed.

It was agreed to hold another Board meeting September 9-10 in Austin.

Meeting adjourned at 7:10 PM.

President



Executive Vice President

**TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS MINUTES
FEBRUARY 16, 1990 LAKEWAY**

President Bill Holland called the meeting to order at 8:10 PM.

Board members present were: Carl Bussell, Wayne Head, Russell Igo, John Nowlin, David Rose, John Salem, and Troy Vinson. Also present were Michael Moore, Executive Vice President, Terry Sheneman, Convention Coordinator, and Vicki Head.

Vicki Head reported on the progress of the Children's Program for the Convention. A tentative schedule is attached.

The financial report was reviewed by Mickey Moore.

The Convention Committee report was given by Wayne Head. Following discussion, it was agreed to pay Patti Geolat's airfare and hotel; give a table in the Discovery Room to Doug Hucker, Kremetz; pay David Richardson's hotel and incidentals; ask Pat Henneberry, Diamond Promotion Services, to sponsor the lunch in the Discovery Room on Saturday; ask for a late checkout on Sunday; alternative for JBT program will be Polygon or a continuation of Doug Hucker; have the meeting break before Noon on Sunday; and the charge for a table at the Discovery Room will be \$75.

The Handbook Ad and Discovery Room sales report was given by Terry Sheneman. It was agreed to contact Beneficial about an ad in the Handbook.

The Membership Campaign was given by Mickey Moore. It was agreed to send a letter to prospects from the Dallas Market Center and also to obtain a list from Kent McClenahan.

Following a discussion about Jewelry Express, Mickey Moore agreed to contact GE and JCPenney about their program.

Following a discussion about the Blue Topaz Governor's Ring, Mickey Moore agreed to call Pennsylvania and ask about the cost and benefit of their ring.

It was agreed to give a 30-day notice of future Board meetings.

The meeting was adjourned at 10:00 PM.

President



Executive Vice President

TENTATIVE SCHEDULE FOR CHILDREN'S PROGRAM
REPORTED BY VICKI HEAD

Age limit 6-16 years.

Friday - Meet in the game room.

Saturday - 10:00 AM	Donuts and juice Tour of the Alamo
12:00 Noon	Face painting by Kay Rose Hot dogs for lunch
3:00 PM	Name of Stone contest (Possibly award prizes at the annual meeting.)
4:00 PM	Pool party - parents and kids
Sunday - 9:30 AM	Rocks Program Diamond Program

There was also a discussion about the kids making something to take home.

There will be a separate registration for the Children's Program based on the cost once the program is finalized.

TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS MINUTES
SEPTEMBER 8, 1989 AUSTIN

President Bill Holland called the meeting to order at 11:05 AM.

Board members present were: Douglas Brougham, Wayne Head, Russell Igo, Rusty Luker, John Nowlin, and David Rose. Board members absent were: Carl Bussell, Mark Majors, John Salem, Bill Storey, and Troy Vinson. Also present was Michael Moore, Executive Vice-President, Terry Sheneman, Convention Coordinator, and Kent McClenahan, Wiggins and Company.

The financial report and membership report were given by Mickey Moore.

Following discussion, it was agreed to obtain a list from Kent McClenahan for a prospect mailing.

Following discussion, a motion was made by Doug Brougham, seconded by Rusty Luker and voted unanimously to give a cash incentive of \$25, based on first year's dues, for each new member brought into the association. It was agreed to send a letter to past presidents' and then publish in the newsletter. Each application must have the person's name that sponsored them and a check must accompany the application.

Following discussion, it was agreed to have a separate room to secure Discovery Room participant's lines at the Convention (preferably off the first floor).

Following discussion, it was agreed to plan the 1990 Convention in San Antonio, June 8-10, with Austin as the back up. The Board has asked the Convention Committee to consider a new member reception.

Following discussion on the review of our services, it was agreed to have a greensheet for ads in the newsletter. Jewelers of America should have a person at the Convention to discuss their programs. It was also agreed to look into having a state cut Blue Topaz Governor's Ring to be presented each Governor.

Following discussion, it was agreed to keep the scholarship fund to give scholarships from TJA.

Following discussion, it was agreed to have the next Board meeting at a resort.

The meeting was adjourned at 2:25 PM.

President

Executive Vice President

TEXAS JEWELERS ASSOCIATION
ANNUAL MEETING MINUTES
JUNE 25, 1989 SAN ANTONIO

President Bill Holland called the meeting to order at 12:10 PM.

President Bill Holland asked for a moment of silence for Past President Arnold Rubin who has passed away.

Appreciation was given to Board members Kent McClenahan, Dell Sheftall and Koy Kragh whose terms are expiring.

President Holland reported quite loss in membership due to our economy. He encouraged all members to enlist at least one new member in the coming months.

President Holland stated there are more scholarships through Jewelers of America available to Texas than are being used at this time. Those extra scholarships are being given to other states.

John Nowlin presented the Nominating Committee report. Russell Igo, Douglas Brougham, David Rose, and Rusty Luker were nominated for a two-year term to the Board of Directors. PASSED BY ACCLAMATION.

Discussion was held as to getting the word out about Texas Jewelers Association to prospective members. It was agreed Terry would put an ad together and send to Dallas Market Center to be placed in the brochure for the upcoming Show in Dallas. It was also agreed to get brochures from Jewelers of America to be placed in the TJA booth. Also it was mentioned to possibly have a reception during the Show to attract prospective jewelers.

Discussion was held on where the 1990 Texas Jewelers Association Convention should be held. Possible sites to be determined at the next board meeting are: San Antonio, Austin, Fort Worth or Dallas before the Show. It was also discussed that Texas, Louisiana, Arkansas and Oklahoma should have joint meetings.

President Holland appointed Kent McClenahan, Wayne Head, Bobby Wisig, Jeri Kynion and Lucinda Rogers to be on the 1990 Convention Committee.

TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS MINUTES
OCTOBER 3, 1988 AUSTIN

President Bill Holland called the meeting to order at 10:00 AM.

Board members present were: Carl Bussell, Wayne Head, Koy Kragh, Rusty Luker, Mark Majors, Kent McClenahan, John Nowlin, John Salem, Dell Sheftall, Bill Storey, and Troy Vinson. Board members absent were: Arnold Rubin. Also present was Michael Moore, Executive Vice President and Terry Sheneman, Convention Coordinator.

President Holland asked for a discussion on the convenience of the meeting time. It was agreed Monday mornings were a good day and time to meet.

The financial report was given by Mickey Moore. The Board was made advised TJA will have to take money from the reserve if the administrative fee cannot be met again next year.

Following discussion, a motion was made (Dell Sheftall), seconded (Wayne Head) and carried to raise dues and change the structure as follows:

\$0 - 1/2 million in sales	-	\$75.00
Over 1/2 million in sales	-	\$100.00
Associate Members	-	\$50.00

Following discussion, a motion was made (Carl Bussell), seconded (John Nowlin) and carried to change the fiscal year to September 1 - August 31.

A motion was made (Carl Bussell), seconded (John Nowlin) and carried to have checks signed by Mickey Moore and copies of checks written each month to the President and Secretary-Treasurer.

Following discussion about the Dallas Market Center, it was agreed Rusty Luker, Troy Vinson, and Arnold Rubin will have a meeting to see what action, if any should be taken.

President Holland asked Del Sheftall, John Salem, Bill Storey, Mark Majors to form the 1989 Convention Committee.

The meeting was adjourned at 1:20 PM.

MINUTES
Texas Jewelers Association
Board of Directors
June 12, 1988 Arlington, Texas

Meeting was called to order by President Bill Holland, 12:20 P.M.

Present: Bill Holland, Wayne Head, Troy Vinson, Kent McClenahan, Rusty Luker, Koy Kragh, Arnold Rubin, Carl Bussell, Mickey Moore.

Discussion was held concerning membership and it was agreed to have a committee to solicit associate memberships. The committee will be Andrew Brindock, David Oman and Bob Rose.

The goal of 50 new members for awarding a trip for two the JA Convention in New York was not reached. However, it was agreed that a lesser cash prize should be awarded. Motion by Head, seconded by Luker, to award \$750. PASSED. Shay's Jewelry, Baytown, was the winner.

A discussion followed concerning the site for the 1989 convention. The concensus was for San Antonio. An effort will be made to avoid conflicting with the Louisiana convention.

A committee will be appointed to organize and solicit participation in the Discovery Room. It was agreed that at future conventions all meetings will begin on time. The dates of June 23-25 were selected for 1989.

Discussion was held concerning site and date of the Fall Board Meeting. It was agreed to be held in Dallas on August 27 at 3:00 P. M.. (Subsequently, it was learned there will not be a show on that date. A mail poll was taken and the Board voted to hold the meeting in Austin in October.)

The Board elected to continue to maintain the Association's operating account at Travis Bank and Trust Company in Austin with Bill Holland and Arnold Rubin as authorized co-signatories with Mickey Moore.

There being no further business, the meeting adjourned at 1:15 P.M..

Board Members ^{as officers} elected at
1988 Convention

Bill Holland, Pres.
Wayne Head " elec
John Naylor J.P.
Troy Vinson, Sec-Treas

John Selam
Bill Storey
Mark McJorts
Rusty Luker
Carl Bussell



Executive Vice President

MINUTES
Texas Jewelers Association
Board of Directors
June 12, 1988 Arlington, Texas

Meeting was called to order by President Bill Holland, 12:20 P.M.

Present: Bill Holland, Wayne Head, Troy Vinson, Kent McClenahan, Rusty Luker, Koy Kragh, Arnold Rubin, Carl Bussell, Mickey Moore.

Discussion was held concerning membership and it was agreed to have a committee to solicit associate memberships. The committee will be Andrew Brindock, David Oman and Bob Rose.

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There being no further business, the meeting adjourned at 1:15 P.M..

David Mombas ^{*officer*} *electd at*
1988 Convention

Bill Holland, Pres.
Wayne Head "elect"
John Newlin V.P.
Troy Vinson, Sec-Treas

John Salem
Bill Storey
Mark Majors
Rusty Luker
Carl Bussell



Executive Vice President

ADDENDUM
MINUTES
TEXAS JEWELERS ASSOCIATION
BOARD of DIRECTORS
FEBRUARY 21, 1988 DALLAS

(Subsequent to the Board of Directors Meeting held on February 21, 1988, the Board voted by mail to make two substantive changes, one in the budget and one in the Minutes. They are noted as follows):

1. The budget was amended to reduce from \$2500 to \$2200 the amount for expenses to the Jewelers of America Convention for the President and Executive Vice President.
2. Troy Vinson and Kent McClenahan moved to retract their motion, which passed, to move the TJA booth from inside Market Hall into the lobby of Market Hall. By mail ballot, the Board concurred.

MINUTES
Texas Jewelers Association
Board of Directors
February 21, 1988 Dallas

Meeting called to order at 8:00 A.m. by President Arnold Rubin.

Present: Arnold Rubin, Bill Holland, Koy Kragh, Troy Vinson,
Kent McClenahan, Bruce Ingram, John Nowlin, Wayne Head,
Mickey Moore, and guests, David Billings, Vic Maden,
Georgia Davis, Bob Rose

Moore presented the Financial Report for the fiscal year which ended January 31, 1988. There was a revenue surplus of \$5,320, but \$6,250 is owed Texas Retailers Association for the administrative fee, producing an operating deficit. However, the deficit was less than the \$4,000 projected by the budget. Several Board members questioned the allocation of the administrative fee and Moore will provide the allocation used on the Form 990 tax return. Further discussion was held concerning the need to reduce expenses. Vinson and McClenahan moved to reduce to one night the allowance for hotel expenses to the JA convention for those attending at TJA expense. McClenahan then offered a substitute motion to pay expenses for two nights lodging and coach airfare. Seconded by Vinson. PASSED. Savings produced by this change are to be used to engage someone to help in TJA booth at Market.

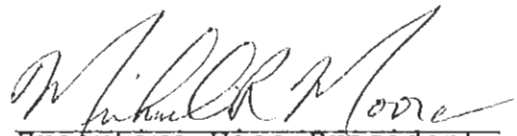
Vinson and McClenahan moved to place the TJA Booth during the Market in the lobby of Market Hall. PASSED.

There followed a discussion regarding associate memberships. Moore is to check with JA on what other states charge for this type of membership, how many they have, and how are these memberships solicited. Bob Rose asked for a list of suppliers and volunteered to write the President of each and ask them to join.

Next was a discussion of how to best promote regular membership in TJA. It was suggested that giveaways be considered. Kent McClenahan agreed to contact American Airlines for a possible free ticket. Nowlin and Head moved that a membership drive be undertaken with a prize of a free trip for two to the JA convention in New York in July to include round trip coach airfare, 2 nights hotel allowance at a maximum \$150 per night plus \$250 in expense money, with the winner to be drawn at the TJA convention. A minimum of 50 new members must be enrolled for the prize to be awarded. PASSED.

Meeting adjourned at 10:05 A.M.

President



Executive Vice President

TEXAS JEWELERS ASSOCIATION
FINACIAL STATEMENT as of JANUARY 29, 1988

	<u>BUDGET</u>	<u>ACTUAL</u>	<u>ADOPTED BUDGET '88</u>
<u>INCOME</u>			
Dues	\$25,000	\$24,872	\$25,000
Handbook	3,350 (Net)	7,200	5,000 (Net)
Convention	1,000	8,665	1,000 (Net)
I. C. System	1,000	509	500
Interest	1,250	1,660	1,750
Misc.	- 0 -	491	500
	=====	=====	=====
	\$31,750	\$43,397	\$33,750
 <u>EXPENSES</u>			
TRA Admnstr.	\$24,000	17,750	\$24,000
Postage	1,000	586	1,000
Accounting	1,000	665	750
Printing	4,500	3,454	5,000
Telephone	1,000	944	1,000
Meetings & Travel	750	1,479	1,000
Contrib/Awards	500	- 0 -	500
JA Convention	2,500	2,038	2,200
Taxes	- 0 -	1,750	500
Dues & Subscript.	250	- 0 -	250
Miscellaneous	250	14	250
Convention Expense	- 0 -	5,584	- 0 -
Handbook Expense	- 0 -	3,813	- 0 -
	=====	=====	=====
TOTAL	\$35,750	\$38,077	\$36,450

Checking Account Balance 1/29/88	\$ 14,032.97
Checking Account Balance 2/17/88	\$ 9,882.97
CD - Travis Bank	\$ 17,887.42

\$5,339.96 dues were paid to us by JA in January.

18 of 65 Associate members have renewed.

MINUTES
TEXAS JEWELERS ASSOCIATION
BOARD OF DIRECTORS
SEPTEMBER 26, 1987 LAKEWAY

Meeting called to order by President Arnold Rubin; 8:20 A.M.

Present: Rubin, McClenahan, Kragh, Vinson, Head, Sheftall, Ingram, Nowlin, Head, Moore.

Rubin asked for a discussion on the timing and location of the Board meetings. After discussing several alternatives, it was agreed that the Board should meet at the fall and spring Dallas Jewelry Markets and on the Friday of the convention. It is anticipated that the fall market dates will be changed from Labor Day. The Board meetings during market will be at 8:00 A.M. on Sunday.

Moore gave the financial report, noting that the Association is currently operating at a substantial deficit and that a concentrated effort on membership development is the primary source for revenues. There has been a loss of 91 members for calendar year 1986 as reported by JA. The loss of dues from Zale Corporation will substantially reduce revenues.

There followed extensive discussion on how to increase membership, both regular and associate, and to increase membership participation. The following programs were agreed upon:

1. Develop an attractive new membership brochure which describes TJA 's programs and services.
2. Provide brochures to associate members to aid in recruitment.
3. Secure prospect lists from JA, McClenahan, and Comptroller and make targeted direct mail campaign for membership.
4. Board members will contact the 91 unpaid members and ask them to re-join. They will also be sent a letter from the TJA office.

Discussion was then held regarding the cooperation of associate members, their desire to be more actively involved, and the overall program of the convention. The concensus of the Board is as follows:

1. Change the opening night reception at the convention to "New Members and Suppliers Reception."
2. Send a letter to the Associate Members asking them what they want from TJA and what role they would like to have at the convention. The Board is to be sent a current list of associate members.

3. Each Board member will be asked to take responsibility for specific associate members to be notified when they become delinquent on dues.

Program proposals from Management Growth Institute and Business Data Systems were considered and rejected by the Board.

President Rubin asked for discussion on the Dallas Market Center's "Spending Spree" program. The Board recommended that several smaller cash prizes be given to those whose names are drawn from pre-registrants. This is instead of one large prize.

Discussion was held regarding the site for the 1988 convention. San Antonio and Arlington were suggested. Kragh and Sheftall moved that the convention be held in Arlington. PASSED. Moore was directed to secure proposals from the Radisson and Sheraton in addition to one already received from the Hilton.

President Rubin appointed the following persons to the Convention Committee: McClenahan, Vinson, Haltom, and Rubin, and Bob Rose of Roseco, representing associate members.

Meeting adjourned at 10:35 A.M.

President

Executive Vice President

TEXAS JEWELERS ASSOCIATION
 FINANCIAL STATEMENT as of SEPTEMBER 25, 1987
 8 MONTHS of FISCAL YEAR

	<u>ACTUAL</u>	<u>12th MONTH BUDGET</u>
<u>INCOME</u>		
Dues	\$ 8,714	\$ 25,000
Handbook	6,750 (2437 Net)	3,350 (Net)
Convention	8,665 (3081 Net)	1,000 (Net)
I.C. System	362	1,000
Interest	1,032	1,250
Misc.	- 0 -	- 0 -
<hr/>		
Total	<u>25,523</u> (15,626 Net)	<u>31,750</u> (Net)

EXPENSE

TRA Administration	\$ 13,750	24,000
Postage	86	1,000
Accounting	665	1,000
Printing	2,600	4,500
Telephone	667	1,000
Meetings & Travel	260	750
Contributions & Awards	- 0 -	500
JA Convention	2,038	2,500
Taxes	1,750	- 0 -
Dues & Subscriptions	- 0 -	250
Miscellaneous	14	250
Convention Expense	* 5,584	- 0 -
Handbook Expense	* 4,313	- 0 -
<hr/>		
Total	<u>31,727</u> (21,830 Net)	<u>35,750</u>

* Not budgeted expense item-budget shows net income

Checking Account Balance 9/25/87 \$ 8,000.40
 CD - Travis Bank 17,446.59

91 Members did not renew in current year.

Loss of Zale Corporation is approximately \$9,000 in dues

\$8,898 dues were paid to us by JA in February, but are attributed to last fiscal year on financial statement.

MINUTES
TEXAS JEWELERS ASSOCIATION
BOARD of DIRECTORS
June 14, 1987 Corpus Christi

President Rubin called the meeting to order at 11:15 A.M.

Present: Rubin, Holland, Nowlin, Head, Allee, Neel, McClenahan, Haltom, Kragh, Ingram, and Past Presidents Payne, Barnes, Maden, and Billings.

President Rubin emphasized the fact that all Past Presidents are invited and urged to attend Board meetings. All will be placed on the list to receive meeting notices. Rubin also stressed the need to broaden the membership, both regular and associate. Maden, Barnes, and Holland were appointed to serve with Rubin as a Membership Development Committee. A meeting date and location will be set as soon as possible.

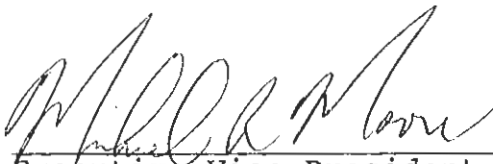
There followed a general discussion of the convention program and Handbook. Holland suggested, and it was agreed, that members telephone numbers be included in the 1988 Handbook. Kragh suggested that testimonials from members be used to help promote attendance, and Maden suggested roundtable format for Saturday afternoon programs.

Concerning membership, McClenahan suggested we ask the Dallas Market Center to put TJA membership information in Market registration packets. Mary Haltom will work with Kent to prepare a banner for the TJA booth in Market Hall.

Discussion was held concerning the expenses allowed for the President and President-elect to attend the JA Convention in New York. It was agreed that expenses allowed will include 3 nights hotel expense and airfare for 2 at the lowest available fare.

There being no further business, the meeting adjourned at 11:45 A.M..

President



Executive Vice President

MINUTES
TEXAS JEWELERS ASSOCIATION
GENERAL ASSEMBLY
June 14, 1987 Corpus Christi

Meeting called to order by President Arnold Rubin, 10:00 A.M.. Rubin recognized the Past Presidents in attendance: David Billings, Jim Barnes, Koy Kragh, Vic Maden, Charles Payne. He expressed appreciation for their continued active participation.

Vic Maden submitted the Nominating Committee Report. Serving on the Committee were Barnes, Holland, Billings, Maden, and Rubin. The following members were nominated and elected by acclamation:

Troy Vinson, Troy Vinson Jewelers, Fort Worth
Koy Kragh, Kragh's Jewelers, Bastrop
Kent McClenahan, Wiggins & Company, Dallas
Dell Sheftall, Sheftall Jewelers, Austin

Holdover Directors are Ingram, Haltom, Allee, and Neel. President Rubin and Nominating Committee Chairman Maden expressed appreciation to retiring Directors Bil Storey, Gonzales, and Bill Koen, Austin.

Rubin asked for a discussion on preference of sites for the 1988 convention. The concensus was to consider Austin and Arlington. President Rubin will appoint a committee to make the decision.

Mickey Moore reported on the recently completed legislative session and reviewed possible tax proposals to be considered in the forthcoming session. Moore then asked for input on the new bankcard program and it was suggested that the information on the mailing piece be simplified. It was also suggested that more emphasis be given member services in the TJA newsletter. Moore then gave a brief report on the status of litigation regarding the medical insurance program.

President Rubin reviewed the positive changes that the Market Center has developed with regard to the Jewelry show, particularly on restricting attendance to Jewelers listed in "Jewelers Board of Trade" and better policing of retail selling by exhibitors.

Meeting adjourned at 11:05 A.M.

President


Executive Vice President

MINUTES
TEXAS JEWELERS ASSOCIATION
BOARD of DIRECTORS
February 15, 1987 Dallas

Meeting called to order, 4:00 p.m., President Arnold Rubin.

Present: Rubin, Ingram, Nowlin, Head, Holland, McClenahan, Allee, Neel, Sheftall, Haltom, Moore, and guest David Billings.

Moore reviewed the financial situation indicating a possible operating deficit. Reserves have been reduced by \$7,500 to meet operating expenses.

Handbook ad sales were discussed with Rubin advising that he had sent in a contract for the back cover. Holland stated Oscar Heyman will again take the front cover if no one else requests it. All Directors agreed to make a special effort to enlist advertisers, acknowledging the need for this revenue. It was agreed that a mailing should be made to the Dallas Market Center exhibitor list, including a contract and an invitation to attend the convention.

Head suggested that the membership list in the Handbok include phone numbers of members and associate members.

Moore advised the Board that a new bank card program is under consideration and, if approved, should be a major inducement for membership.

McClenahan advised the Board that the Dallas Market Center will co-sponsor the opening evening reception at the convention. Rubin will check and confirm this.

Convention programs have been requested of GIA and Diamond Promotion Service and have been confirmed. Nell Bulter and Jan Potter will be asked to report on developments with Dallas Market Center and the Jewelry Show. Bill Holland will contact James Purt, and McClenahan will contact James White at Jewelers Security Alliance.

Rubin asked Board members if they like meeting during Market and it was agreed that the time and location are good.

There being no further business, meeting adjourned at 6:05 p.m..

President



Executive Vice President

TEXAS JEWELERS ASSOCIATION
Financial Statement as of January 31, 1987

INCOME

	1986 BUDGET	2-1-86 to 1-31-87 ACTUAL
DUES (net)	\$25,000	\$15,867*
HANDBOOK (net)	5,000	3,350
I.C. SYSTEM	1,250	930
INTEREST	3,500	2,681
MISC.	-0-	-0-
INSURANCE COMMISSIONS	1,500	1,170
CONVENTION (net)	1,000	1,757
	\$37,250	\$25,755

EXPENSES

TRA ADMINISTRATION	\$21,000	\$22,500
POSTAGE	1,750	948
ACCOUNTING	1,000	350
OFFICE SUPPLIES	-0-	-0-
PRINTING	6,000	4,196
TELEPHONE	750	779
MTGS. & TRAVEL	1,000	993
CONTRIBUTIONS & AWARDS	1,000	160
JA CONVENTION	2,500	3,046
TAXES	300	-0-
DUES & SUBSCRIPTIONS	250	-0-
MISC.	250	1,905
	\$35,800	\$34,877

CASH in the checking account as of 01-31-87 was \$5,829.87.

Investment Accounts	02-01-86	01-31-87
Travis Bank	\$20,633	\$16,863.62**
Merrill Lynch Ready Assets	3,426	-0-***

* The January dues check from JA will be around \$5,000 and will be deposited for FY 1986.

** \$5,000 was transferred into checking on September 29, 1986.

*** All this money was transferred into checking 01-27-87/\$3,640.87

NOTE: There is a \$1,548 balance in the "TJA Scholarship Loan Fund" at Texas Commerce Bank.