

SUMMER 2016

TEXAS JEWELER

The official publication of the Texas Jewelers Association



Where Texas Jewelers Belong!



AWDC

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About this Issue!

Get to know our new TJA President Brad Koen, read about the latest summer jewelry trends, and find out just what shows your JCK badge will grant you access to during Las Vegas Jewelry week in our Summer, 2016 issue of the Texas Jewelers Association Magazine!





Brad's Corner

TJA President

Brad Koen



Dear TJA Members & Friends:

Are you planning to attend the JCK Las Vegas show? If so, we hope to see you there! The Texas Jewelers Association will be hosting our 4th annual JCK/TJA Meet and Greet at the JCK Las Vegas show. This year, our event will take place on Saturday, June 4th from 6pm - 8pm on the 3rd floor of the Mandalay Bay Convention Center in Banyan A & B, and is generously sponsored by the Antwerp World Diamond Centre.

Plans have been finalized for our 2016 TJA Convention, which will take place from September 24 - 26, again in San Antonio at the El Tropicano Hotel. We'll have more information to share after the JCK Show, such as the schedule of events, list of speakers and seminars and the registration information, all of which will be available on our Texas Jewelers Association website, shortly after we return from Las Vegas.

We will be celebrating the 110th anniversary of the Texas Jewelers Association in a big way during our 2016 convention. As part of

the kick-off to that celebration, the TJA Membership committee has decided to reward all of our new and renewing members this year with a special \$110.00 membership rate. Membership renewals and new memberships will be accepted during JCK at the discounted \$110.00 rate, and that rate will remain in effect throughout 2016.

If you care about the Texas Jewelers Association as much as I do, I would like to invite you to become a bigger part of it, and help us continue making a difference in the industry. We have several board positions that will be coming available at the end of 2016, for the 2017 - 2019 term. If you are interested in becoming a more active part of our great group, please contact me. We are always looking for people who would enjoy being involved in helping us continue to grow. Nominations for new board members will take place during our annual convention in San Antonio.

Enjoy your summer, and I look forward to seeing you during the JCK Show, and at our upcoming convention in San Antonio!

Industry Trade Show Schedule

June 2016 - November 2016

May 30 - May 31, 2016
IWJG
Las Vegas, NV
Tropicana Hotel
713-783-8188
www.IWJG.com

May 31 - June 6, 2016
Luxury
Las Vegas, NV
Four Seasons/Mandalay Bay Resort
& Casino/DELANO Las Vegas
203-840-5684
www.LasVegas.JCKOnline.com

June 3 - 6, 2016
JCK Las Vegas
Las Vegas, NV
Mandalay Bay Resort & Casino
203-840-5684
www.Luxury.JCKOnline.com

June 3 - 6, 2016
Swiss Watch
Las Vegas, NV
Mandalay Bay Suites
203-840-5684
www.SwissWatch.JCKOnline.com

September 24-26
Texas Jewelers Association
Convention
San Antonio, TX
El Tropicano Hotel
504-615-1191
www.TexasJewelersAssociation.org

October 9
GIA Career Fair
Carlsbad, CA
Gemological Institute of America
800.421.7250 ext. 4100
www.careerfair.gia.edu

October 14 - 17
Jewelers International Showcase (JIS)
Miami Beach, FL
Miami Beach Convention Center
800-840-5612
www.JISShows.com

October 28-30
LUEUR
New York, NY - Jacob Javits
Convention Center
239.732.6642
www.lueumy.com

October 30-November 1
JA N.Y. Special Delivery
New York, NY - Jacob Javits
Convention Center
646.654.4983
www.ja-newyork.com

To learn more about these events and others including the latest updates, visit our website at <http://texasjewelers.org/>



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Atlanta Jewelry Show®

August 6-8, 2016

New retail members who join TJA are invited to attend the Atlanta Jewelry Show as our special guest, including a two-night complimentary hotel stay.

Enjoy a trade show experience like no other. From pre-show breakfast, easy-to-navigate show floor, AJS rewards and evening *Mingle!* networking events, we've designed a show that is welcoming and enjoyable. Shop for new products, attend educational seminars, join *the Loupe*, the AJS Buyers Group, providing a slew of valuable business services & savings, and much more!

For more information, please contact the SJTA/Atlanta Jewelry Show office at (800) 241-0399.

The SJTA and TJA.

We are Proud to be Associated with you!





ANN GLYNN
TJA EXECUTIVE DIRECTOR

Ain't No One Time for the Summertime Blues!

We've been busy preparing for the JCK Show in Las Vegas, and hope to see you there. TJA will have a presence once again this year, and you'll find us located in booth #111 outside the South Pacific Ballroom/Islander Ballroom near the AGTA Exhibition entrance.

Can you believe we're celebrating our fourth annual Texas Jewelers Association Meet & Greet this year? Time flies when you are as busy as we have been here at TJA! If you will be in at the JCK show, please join us at our Meet and Greet on Saturday, June 4th from 6:00pm - 8:00pm on the 3rd level of the Mandalay Bay Convention Center in Banyan A & B. We're looking forward to a wonderful turnout, and would love to have you join us there to support our Association, see old friends, and make some new ones, too! Come enjoy a few cocktails and appetizers, along with some networking and fun.



TJA CONVENTION



Sept 24-26

Once we return from Las Vegas, I'll be working with the Convention Committee to finalize the plans for our TJA 2016 convention. Our convention will take place again in San Antonio, from September 24 - 26th at the El Tropicano hotel, located directly on the Riverwalk.

Registration for the upcoming TJA convention is now open online at <http://TexasJewelers.org>. You can also book your hotel room directly through the El Tropicano hotel by calling 1-877-736-4311 and asking for the Texas Jewelers Association convention rate. The room block is closing September 3, 2016 so make your reservations now!

As always, if there is anything you need, or any suggestions, recommendations or thoughts you have as we continue to grow our association back into greatness, please feel free to email me at Ann@TexasJewelers.org or call me directly at (504) 615-1191.

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Rev It Up! Trends and Colors 2016

By Mia Katrin

Reprinted with Permission from Southern Jewelry News

Get in the groove with the latest styles, colors and gems to tantalize your clients. Set some new dreams in motion! Some top trends we've been seeing that are sure to stir the imagination and rev up your sales:

NEGATIVE SPACE. LESS IS MORE.

It's sculptural. It's minimal. It's modern. Rings, bracelets, earrings that have volume including negative space stir the imagination. Designers are using precious metals - 18 karat gold and platinum - in impressive sizes without breaking the bank by incorporating open areas. Negative space adds an air of mystery and playfulness. It combines opulence and lightness. It's now!

GEMS GALORE. AND NOT JUST YOUR GARDEN VARIETY.

Gone are the days when colored gems meant precious sapphire, ruby and emerald and perhaps an amethyst or exotic opal. After years of viewing jewelry on television and online your customers are much more sophisticated. In addition to traditional birthstones they're requesting Paraiba tourmaline, Mexican fire opals, morganite and alexandrite. Designers are trekking the globe and sourcing rough material from Madagascar to Australia and Brazil. One-of-a-kind rare gems will set clients' imaginations on fire. Showcase finished jewelry or unset gems and explore with clients multiple custom options. You're opening the door to a world of possibilities.

STIR IT UP WITH STACKABLES.

Rings. Bangles. Necklaces. With stackables, more is more. Customers love to add to their favorite bangle or necklace... another one or two! It's the perfect add-on sale. Combine different metals, gems and textures to add layers of appeal while keeping an overall similar theme or tone for continuity. Long necklaces and even collars take on a fresh new twist when stacked. Post photos of your favorite stackable looks on Facebook, Instagram and Pinterest to suggest possibilities and entice your clients.

THE STORY'S KING. SELL ITS MAGIC.

Jewelry's personal. Adorning the wearer, gifted in significant life moments, passed on as heirlooms, its meaning becomes magnified. Launch its journey with a rich back story to stir the emotions. Designers provide a rich heritage with built-in story lines. Bespoke, one-off or custom pieces add personal appeal and are mainstay for many thriving retailers. The richer the romance, the more value's added. Start with a dynamite story and weave its magic for your client. You may move mountains!



Erica Courtney 18K yellow gold "Easter Egg" ring, featuring a 32.84 ct. emerald cabochon with 3.43 ctw. diamonds. MSRP \$70,000. ericacourtney.com



William Travis Jewelry Ancient Stacks Ring - Made with 7 individual hand-made rings. 22K yellow gold and oxidized sterling silver with five round brilliant cut diamonds. MSRP \$1400. Williamtravisjewelry.com



D. M. Kordansky Citrus Grove 3.92 ct. orange and yellow sapphires 14K yellow gold .20 ct. diamonds. MSRP \$1900. 215-206-9410

Mia Katrin is an award-winning jewelry designer featured in over 80 top stores nationally. She is available for lectures and seminars. To add her Collections or book a lecture: www.jewelforjewel.com, 877 539-3569, [facebook.com/MiaKatrinforJEWELCOUTURELLC](https://www.facebook.com/MiaKatrinforJEWELCOUTURELLC).



LAUNCHING JANUARY 2016

WWW. *in*design.jewelry

The new website for everyone
who loves the styles and stories
of fine jewelry design.



Rio Tinto Unveils 'Impossibly Rare' Violet Diamond



The 2.83-carat Argyle Violet is "impossibly rare and limited by nature," said Patrick Coppens, general manager of sales for Rio Tinto Diamonds, and will be "highly sought after for its beauty, size and provenance."

By Michelle Graff

Melbourne, Australia--Last year, Rio Tinto made an astounding discovery at its Argyle mine in Western Australia and never said a word about it.

The diamond mining company unearthed a 9.17-carat piece of rough that yielded a stone Rio Tinto Diamonds' Patrick Coppens describes as "impossibly rare"--a 2.83-carat fancy deep grayish blue violet diamond that it dubbed the "Argyle Violet."

It is the largest violet diamond ever recovered from the mine. And now it will embark on a world tour, of sorts, as part of the 2016 Argyle Pink Diamonds Tender.

The Gemological Institute of America assigned the oval-shaped stone a color grade of fancy deep grayish blue violet. In a peer-reviewed article in the spring 2009 edition of *Gems & Gemology*, the GIA noted that the Argyle mine is the world's only known source of type IaB hydrogen- and nitrogen-rich diamonds colored gray to blue to violet. The article also noted that the more violet-hued stones in this range are colored by nickel defects.

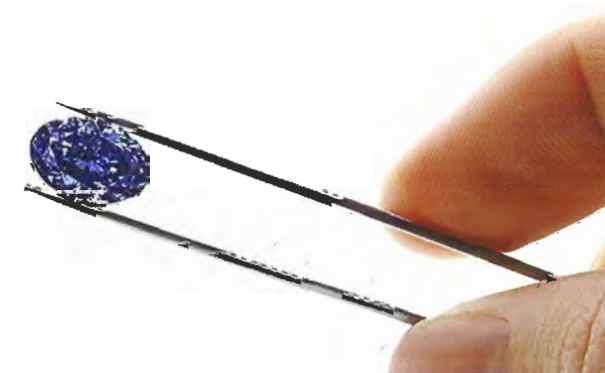
Rio Tinto said the Argyle Violet has a clarity of SI1.

When asked for an estimated sale price, the mining company said it is difficult to know what the stone will sell for given the rarity of violet diamonds but noted that "violet diamonds sit in the limited company of red diamonds as an indicator of value."

In November 2014, Christie's Hong Kong auctioned a heart-shaped 2.09-carat SI2 fancy red for \$5.1 million, or \$2.44 million per carat.

If the Argyle Violet garners the same per-carat price, its sale price will total nearly \$7 million.

The oval-shaped Argyle Violet will be the star of the 2016 Argyle Pink Diamonds Tender, Rio Tinto's annual sale of rare diamonds from its Argyle mine in Western Australia. The mine produces 90 percent of the world's pink diamonds.



The tender will commence with private trade viewings in June, traveling to Copenhagen, Hong Kong and New York. More details on other diamonds in the tender will be released at its launch in Copenhagen in early June.

The closing bid date for the tender is Oct. 12.

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THE FINE JEWELRY
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JCK LAS VEGAS

JUNE 3 - 6, 2016

MANDALAY BAY RESORT & CASINO
LAS VEGAS

FOR MORE INFORMATION AND
TO REGISTER VISIT: JCKONLINE.COM/LASVEGAS

#JCKLASVEGAS



Show Dates & Times JCK LAS VEGAS

Friday, June 3 - Monday, June 6, 2016
Mandalay Bay Resort & Casino
Las Vegas, NV

Show Dates:	Show Hours:
Friday, June 3, 2016	9:30 am - 6:00 pm
Saturday, June 4, 2016	9:30 am - 6:00 pm
Sunday, June 5, 2016	9:30 am - 6:00 pm
Monday, June 6, 2016	9:30 am - 4:00 pm

Your JCK badge also gives you access to:

LUXURY

Tuesday, May 31 - Monday, June 6, 2016
(by invitation only May 31 - June 2)
Four Seasons/Mandalay Bay/DELANO Las Vegas

Show Dates:	Show Hours:
Tuesday, May 31	10:00 am - 6:00 pm
Wednesday, June 1	10:00 am - 6:00 pm
Thursday, June 2	10:00 am - 6:00 pm*
(The first three days are by invitation only)	
Friday, June 3	9:30 am - 6:00 pm
Saturday, June 4	9:30 am - 6:00 pm
Sunday, June 5	9:30 am - 6:00 pm
Monday, June 6	9:30 am - 4:00 pm

*Oceanside Ballroom, open from 9:30 am - 6:30 pm today only

LUXURY WATCH

Thursday, June 2 - Sunday, June 5, 2016
Mandalay Bay Resort & Casino

Show Dates	Show Hours
Thursday, June 2	10:00 am - 6:00 pm
Friday, June 3	9:30 am - 6:00 pm
Saturday, June 4	9:30 am - 6:00 pm
Sunday, June 5	9:30 am - 6:00 pm

SWISS WATCH

Friday, June 3 - Sunday, June 5, 2016
(by appointment only)
Mandalay Bay Suites

Show Dates:	Show Hours: (By appointment only)
Friday, June 3, 2016	9:30 am - 6:00 pm
Saturday, June 4, 2016	9:30 am - 6:00 pm
Sunday, June 5, 2016	9:30 am - 6:00 pm

JIS EXCHANGE - NEW

Friday, June 3 - Monday, June 6, 2016
Tropicana Las Vegas

Show Dates:	Show Hours:
Friday, June 3, 2016	9:30 am - 6:00 pm
Saturday, June 4, 2016	9:30 am - 6:00 pm
Sunday, June 5, 2016	9:30 am - 6:00 pm
Monday, June 6, 2016	9:30 am - 4:00 pm

Register for JCK Las Vegas 2016 Today! <http://lasvegas.jckonline.com>

JCK Las Vegas is uniting a community that is shaping the future of the jewelry industry. Be a part of it-register today!



Atlanta Jewelry Show

THE SHAPE OF THINGS TO COME

ATLANTA -- When jewelers arrive for the August 6-8, 2016 Atlanta Jewelry Show at the Cobb Galleria, they'll find a welcoming and enjoyable show experience that has defined the show throughout its history. Brand new resources, an easy-to-work floorplan, pre-show breakfast, AJS U educational offerings, the AJS Rewards Program, the Loupe Pavilion, and fun Mingle! networking events are just a few highlights. They will also get a preview of some of the enhancements the association is planning to kick off in 2017!

New retail members who join the Texas Jewelers Association are invited to attend the August 2016 edition as a special guest of the Atlanta Jewelry Show, including a complimentary two-night hotel stay. To learn more, contact the Atlanta Jewelry Show's producers/managers, the Southern Jewelry Travelers Association (SJTA), at 800.241.0399.

"Like the marketplace itself, we need to shift and evolve to ensure we host a show that responds to the ever-changing market and the way jewelers are buying today," explains Carol Young, Executive Director, Atlanta Jewelry Show. "We add new programs and product resources for each edition of our event and this August is no exception. Our buyers will find even more of the new lines, education and networking opportunities they've come to expect and appreciate when they step through the doors in August. We have also been meeting over the past year to implement some great new concepts and initiatives for the Atlanta Show in 2017 and beyond and can't wait to share many of these on site in August."



August show highlights include:

NEW "POP-UP" EDUCATIONAL SESSIONS AT LOUPE PAVILION

Join the Atlanta Jewelry Show's newest program, The Loupe, to discover services and business-building programs being offered by the exhibiting participants, all custom-tailored to the specialized needs of today's small business owner. Located in a specially designed pavilion on the show floor, these vendors will also be hosting quick learning sessions in the pavilion to highlight their

services throughout the show including jewelry photography, merchant credit card processing, website design, point of sale, office supplies and others.



GIA GEM IDENTIFICATION LAB CLASS

The Atlanta Jewelry Show will once again offer a GIA (Gemological Institute of America) lab class in conjunction with the August show. The GIA Gem Identification Lab Class will be held Tuesday - Saturday, August 2-6, 2016. Session hours are 9 am - 5 pm each day. Required for Graduate Gemologist and Graduate Colored Stone Diploma Programs, this session invites participants to learn the time-tested procedures and identification skills used by the Institute's renowned experts. A letter of completion will be provided. To register or receive more information, contact SJTA | Judy Lince at jlince@atlantajewelrysthshow.com or 800.241.0399, 404.634.3434.

NEW INTRODUCTIONS. NEW RESOURCES.

The August show offers a one-stop resource for new designs, new introductions and trend resources. Easy to navigate and discover the newest designs, the show floor will welcome many new, first-time vendors, as well as returning exhibitors, showcasing top brands and classic best sellers in the Point of View: A Designer Gallery, Promenade and general booth areas.

RETURN 'ENGAGEMENTS' AT AJS U

Back by popular demand, the Atlanta Jewelry Show's most popular educational session returns for the August Show. "Engagements: A Collaborative Retail Experience" invites audience members to engage in an idea-packed discussion with a panel of knowledgeable, experienced retailers and moderator Kathy Beall, K. Beall Associates. The program is just one of many seminars offered during the AJS U seminar series.

August 6-8, 2016 Atlanta Jewelry Show Spotlights Coming Trends, Newest Jewelry Designs, Lays Groundwork for 2017 Show Enhancements

\$5 BUFFET LUNCH @ MARKETPLACE CAFÉ

Enjoy a delicious, hot buffet lunch - without leaving the show floor - for only \$5. Buyers simply show their badge and special lunch coupon at the Marketplace Café to take advantage of this special offer.



MEET OLD & NEW FRIENDS AT MINGLE!

It's not all business at the Atlanta Jewelry Show. Often described as more of a "family reunion" the show, and especially its popular nightly after-hours Mingle! gatherings, bring old and new friends together to catch up. Held each evening of the show, these festive gatherings in the lobby of the Renaissance Waverly Hotel provide the perfect spot to meet, mingle, dance, enjoy drinks and hors d'oeuvres.

COMPLIMENTARY BUYER BREAKFAST EACH MORNING SPONSORED BY SOUTHERN JEWELRY NEWS

Gear up for a busy buying day by enjoying a light continental breakfast served in the registration concourse area.



THE MORE YOUR ORDER, THE MORE YOU EARN

Buyers can earn valuable AJS Reward points for simply placing orders for their best-sellers, required stock items, and other store necessities during the Spring Atlanta Show, and then redeem them for hotel and travel packages, electronics, personal accessories,

home goods and more. At any time during the event, buyers need only bring copies of orders placed during the show to the AJS Rewards desks - now located conveniently on the show floor -- where the representative will deposit the corresponding Rewards points to their rewards account. After the show, retailers can visit the program's online catalog to see the all the items they can order.

VIP EXPERIENCE | ATLANTA'S ELITE BUYERS CLUB

Retailers who have earned 15,000 AJS Reward points or more at any one of the past three shows are automatically enrolled in the Elite Buyers Club -- the exclusive club of Atlanta VIP buyers. As a member, they receive special badges signifying VIP Status; access to an exclusive registration counter just for Club Elite Members; and entry into the exclusive, member-only Club Elite lounge. To find out if they qualify for membership, buyers should contact Fran Strauss at SJTA: 800.241.0399 or email: fstrauss@atlantajewelrysthshow.com.



ABOUT SJTA

the Southern Jewelry Travelers Association is the nation's oldest association for independent jewelry representatives and the official sponsor and producer of the Atlanta Jewelry Show. For more information-- visit www.atlantajewelrysthshow.com; email: info@atlantajewelrysthshow.com; phone: 1.800.241.0399 or 404.634.3434.

ATLANTA JEWELRY SHOW QUICK FACTS:

WHEN: Saturday, August 6 - Monday, August 8, 2016

HOURS: Sat. & Sun.
10 am - 6 pm
Monday 10 am - 3 pm

WHERE: Cobb Galleria Centre, Two Galleria Parkway, Atlanta, GA 30339

INFORMATION:
www.atlantajewelrysthshow.com or
800.241.0399 | 404.634.3434



10 Minutes With: Brad Koen

Austin, Texas based Brad Koen recently assumed the role as President of the Texas Jewelers Association. TJA Magazine caught up with him to ask him about himself, his new role, and his goals for the future of the Texas Jewelers Association.

TJA Mag: Joe Koen & Son Jewelers is an institution in the Austin area. Can you give our readers a little background on the history of the store?

"My great granddad Joe Koen was a Russian immigrant who, with 45 family and friends, landed in the US in 1881. He was 24. With watch jewels in his pocket he made his way through Staten Island and was headed to San Antonio where he'd been promised a job as a watchmaker. Along the way to San Antonio, he stopped on the banks of the Colorado River in Austin and, according to one report, knelt down, kissed the ground and declared it so beautiful that he refused to go any further. That's when he, and the rest of the group, decided to settle in Austin, Texas."

Just two short years after landing in the USA, Joe Koen opened his own jewelry counter in a hotel drug store and began creating his own family heirloom. For more than 133 years, our family run business has been involved in church, civic and educational activities with our goals always focused on bettering the Austin community.

TJA Mag: What do you think has changed the most within the industry during your career?

The Internet. Imagine a business today without email, Twitter, Facebook or Skype. It's hard to fathom, especially since the Internet has become such an essential part of every business. Before



Continued on page 16

A Newspaper Dedicated to the Southern Jewelry Industry since 1988



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eWEEKLY
weekly email newsletter

IDEX

www.idexonline.com

IDEX Online Launching Ring Designer Tool

IDEX Online, the leading diamond trading platform, is launching a "Ring Designer" tool on its popular Onsite feature. The innovative feature embeds IDEX's inventory of more than \$6 billion on retailers' websites.

The new tool gives retailers who subscribe to the Onsite service an intuitive and easy-to-use ring design facility enabling their customers to create their perfect ring direct from the retailer's website.

The simple three-step process allows users to choose their ideal stone from IDEX Online's extensive diamond inventory and match it with their preferred setting before seeing their ring "created" online.

Retailers can either use the existing Ring Designer jewelry settings or add their own supplies to their personalized Onsite Ring Designer options.

STEP 1 - SELECT DIAMONDS STEP 2 - SELECT SETTINGS STEP 3 - BUILD YOUR RING

View Selected Diamonds (10)

Shapes: ☐ Round ☐ Oval ☐ Heart ☐ Pear ☐ Princess ☐ Emerald ☐ Cushion ☐ Asscher ☐ Baguette ☐ Marquise ☐ Radiant ☐ Other

Price: from \$0.00 to \$99,999

Carat: from 0.00 to 10.00

Color: Natural Fancy Treated from D to Z

Clarity: from FL to I3

Grading Lab: GIA IGI EGL USA EGL Ind EGL Asia EGL Other AGS HRD VGR GS

Make: All from Ideal to Unusual

Polish: All from Ideal to Unusual

Symmetry: All from Ideal to Poor

Depth: All from 30% to 90%

Table: All from 1% to 100%

Fluorescence: All from None to Very Strong

CUT (SHAPE)	CARAT	COLOR	CLARITY	GRADING LAB	MAKE (CUT GRADE)	PRICE PG \$	TOTAL PRICE \$	ADD TO RING DESIGNER
Round	0.42	G	I3	EGL USA	Fair	213	89.46	<input type="checkbox"/>
Round	0.44	J	I3	EGL USA	Fair	236	103.84	<input type="checkbox"/>
Round	0.31	M	I1	IGI	Very Good	316	97.96	<input type="checkbox"/>
Princess	0.34	J	I3	GIA		325	110.50	<input type="checkbox"/>
Princess	0.43	I	I3	GIA		325	139.75	<input type="checkbox"/>
Princess	0.35	I	I3	GIA		325	113.75	<input type="checkbox"/>
Princess	0.29	I	I2	GIA		325	94.25	<input type="checkbox"/>
Princess	0.34	H	I3	GIA		330	112.20	<input type="checkbox"/>

RESULTS: 15 OUT OF 1524

DETAILS
ID: 94546718
Cut (Shape): Round
Carat: 0.42
Color: G
Clarity: I3
Grading: Fair
Price: 213
Total Price: 89.46

STEP 1 - SELECT DIAMONDS STEP 2 - SELECT SETTINGS STEP 3 - BUILD YOUR RING

View Selected Diamonds (10)

You are currently viewing '30' ring settings that match the diamond shapes and sizes you selected.

Ring Mountings RSL001C Ring Mountings RSL002C Ring Mountings RSL004C

Ring Mountings RSL005C Ring Mountings RSL006C Ring Mountings RSL007C

Matched Settings

All Settings (48)

Browse Styles Solitaires (48)

IDEX Onsite, and the Ring Designer feature, developed by Paasweb, is available to all IDEX Online members for a low additional monthly fee. Members can sign up for IDEX Onsite and start creating their own billion-dollar inventory by contacting: support@idexonline.com.

IDEX Online is a leading diamond trading platform and diamond pricing source for the global diamond industry and offers an innovative diamond trading platform designed specifically for and by professional diamond dealers and jewelers.

IDEX Online's fast, easy and secure diamond buying and selling service has more than 600,000 diamonds listed at a value of more than \$6 billion.

If you have any questions or would like further information please do not hesitate to contact us anytime at +1 (212)382-3528 or usa@idexonline.com. If you'd like to receive a complimentary copy of the weekly IDEX Diamond Report from the Texas Jewelers Association, email Ann@TexasJewelers.org and ask to be added to our "IDEX" list.

Looking forward to seeing you online!

smartphones and computers, business moved at a snail's pace. Today, a business owner can achieve success with online communication, fewer employees and higher goals while making her services more convenient for customers.

TJA Mag: You will be attending the 2016 JCK Las Vegas show, after an absence of several years. Aside from hosting the 4th Annual TJA Meet & Greet on Saturday, June 4th, what vendors, products and services will you be interested in seeing during the show?

I am looking forward to seeing old and new faces. It will be great to return with a fresh start for me in a new facility as well, since I have never attended a JCK Show at the Mandalay Bay Convention Center. I am going to be looking for vendors that can supply me with the best products and services and those who can offer a little something extra that will help me get more customers into the front door.

TJA Mag: What are your goals for the Texas Jewelers Association over the next 18 months of your term as President?

I have set my own goals for being the TJA President for the next 18 months to include being a leader that not only leads but listens to members and their ideas, solutions and problems. To make the association stronger than ever by giving members a feeling of being

connected to an organization that is strictly focused on bettering the jewelry industry, not only in Texas, but for our neighboring states as well. The most important goal I have is to celebrate the 110th Anniversary of the organization with the current members and to recognize those who have helped us achieve so much during the years, but are no longer a part of the organization.

TJA Mag: Final Thoughts?

The organization had some major issues in the past several months that only could have been resolved by having a great executive director and board of directors. The fact that nobody wanted to let the organization fold speaks loudly to the dedication of the people involved. I am grateful that we have such a proactive and hands on board, and members who step up to the plate when we need them, and now I am going to show them what a great organization it is all about.



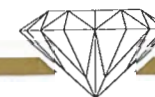
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Jewelers Vigilance Committee To Host Best Business Practices Webinars

The Jewelers Vigilance Committee announced it will host a series of live webinars, designed to help members of the jewelry industry avoid legal risk and implement FTC compliant business practices.

Webinars provided by the JVC include:

FTC Revisions Explained: Part 1 Thursday, June 16, 2016 from 2:00-2:45 p.m. EST

The Federal Trade Commission Guidelines to Advertising in the Jewelry Industry ("FTC Guides") are an important part of the jewelry industry and provide guidance to marketers about how to sell their products without deception. The FTC is currently in the process of revising the Guides. In this two-part series, we will first review the essential role of the FTC Guides in our industry, and how to comply with the current rules. We'll address the reach of the FTC Guides, discuss who has to comply with them (not just retailers), and learn how to apply their guidance to some sample jewelry advertising. We will also discuss the consequences of non-compliance. Presented by JVC's Assistant General Counsel, Sara Yood.

FTC Revisions Explained: Part 2 Wednesday, Sept. 21, 2016 from 2:00-2:45 p.m. EST

By this date, JVC and other associations will have filed comments with the Federal Trade Commission on the proposed revisions to the FTC Guides to Advertising in the Jewelry Industry. We will discuss JVC's comments and recommended revisions to the FTC Guides, focusing specifically on the precious metals, diamonds, and colored gemstone sectors. While it's unlikely that the FTC will have responded to our comments, we'll spend time discussing how changes might affect the industry and what you can do to understand and be prepared for any revisions made. Presented by JVC's Assistant General Counsel, Sara Yood.



Employment Law

Wednesday October 19, 2016 from 2:00-2:45 p.m. EST

Get an update on the latest issues for you to know in your role as employer or employee – avoid messy employment law suits, make sure you are working in a compliant workplace, and ensure your employees are being treated in line with the latest legal requirements. This webinar will answer your questions on the various federal labor law pertaining to hiring, firing, background checks, non-compete agreements, anti-discrimination and more. Presented by JVC CEO & President Cecilia L. Gardner.

AML Refresher

Thursday, Nov. 10, 2016 from 2:00-2:45 p.m. EST

AML Refresher: Banks are increasing their pressure on merchants to demonstrate their compliance with USA PATRIOT Act. Government is now enforcing against companies simply for the failure to comply. Are you up to date with your required actions under the law? This webinar will review all of the elements to meet compliance expectations from banks, the government and your business partners. Presented by JVC CEO & President Cecilia L. Gardner.

Each webinar is free to members. Non-members are welcome to participate for a \$25 fee. For registration and details, visit jvclegal.org or call 212.997.2002





TJA 2016 Jewelry Design Competition Entry Form

"Application, entry fee and finished piece must arrive by September 10, 2016"



Eligibility

Anyone who is a TJA member, or is employed by a TJA member, or a student, currently enrolled at a college or university, who is interested in designing and/or creating a one-of-a-kind piece of jewelry.

Rules of Entry

- Pieces must be original designs created by the persons entering them.
- Pieces may be designed and made by more than one person.
- Pieces cannot have been mass produced or previously sold.
- Pieces must have been produced between Sept. 2015 and Sept. 2016.
- Pieces may have been entered in other competitions, but cannot have won any awards.
- Pieces should not be identified or hallmarked until after the judging.

Details of Design Entry Entrants may enter one piece in each of three categories. Each piece must be submitted with a \$25 nonrefundable entry fee. Only finished pieces will be accepted.

Category # 1 Materials may not exceed \$1,000. Pieces must be made of Silver, Gold or Platinum and may contain stones.

Category # 2 Materials from \$1,000 to \$3000. Pieces must be made of Silver, Gold or Platinum and may contain stones.

Category # 3 Materials over \$3,000. Pieces must be made of Silver, Gold or Platinum and may contain stones.

Category # 4 Bench Jewelers exclusive. This category is for the bench jeweler to show their expertise in jewelry design. The person entering this category must be the only one to touch the piece from conception to final polish. Materials of any value may be used.

Deadline - September 10, 2016

Application, entry fee and finished piece must arrive by September 10, 2016.

Judging

The entries will be judged by qualified individuals in the jewelry industry. When the pieces are being judged, they will be identified by number only. The judges will select the winning pieces on the basis of creative use of materials, craftsmanship, ease of wear, originality and fashion merit.

Awards

Awards will be awarded to the winning piece in each category listed above and to the "best overall," which maybe from any category. Display of entries and presentation of awards will be during the 2016 Convention in San Antonio, Texas - September 24 - 26, 2016. Entrants are encouraged to attend. The winning piece judged "best overall" will be crowned at the end of the 2016 TJA convention.

Cash awards for the student category are sponsored by:

J. Patrick Diamonds, Inc.

5944 Luther Lane Ste., 401 Dallas, Texas 75225 Ph. 214 739 0089

Dear Applicant Thank you for your entry in the 24th Annual TJA Jewelry Design Competition. We appreciate your interest and support of the organization. Please fill out and submit the following form with your entry fee.

Finished entries must be received by September 10, 2016.

Name _____

Company: _____

Address: _____

City/ST/Zip: _____

Phone: _____

Email: _____

Categories entered (Only one piece per category)

☐ Category 1 _____ (\$25 entry fee)

☐ Category 2 _____ (\$25 entry fee)

☐ Category 3 _____ (\$25 entry fee)

☐ Category 4 _____ (\$25 entry fee)

Describe the jewelry pieces entered, including material value (cost). Attach an additional page.

Student Category - Info

Student Awards Sponsored by J. Patrick Diamonds, Inc.
No entry fee. Limit to 3 items entered.

Pieces will be judged on design and execution. **PRIZE**
1st Place \$250 w/Plaque
2nd Place \$150 w/Plaque
3rd Place \$100 w/Plaque
4th Place Honorable mention with Plaque only.
(No category rules apply to Student Category)

Total Fees: _____

Mail Entries to:

TJA DESIGN CONTEST

Brad Koen

611 Congress Ave.

Austin, Texas 78701

(512) 478-2595

brad@joekoenjewelers.com

All finished entries must be sent by registered mail, insured with a return receipt. Entries remain the property of the person entering item. All winning and non-winning entries will be returned by registered mail as soon as possible. TJA assumes no liability for loss or damage to any piece entered.

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