

GEORGIA GEMS

A Publication of the Georgia Jewelers Association

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JFC Fund Raiser Tops Six Thousand Dollars

On Saturday, April 7th the combined forces from the great states of Alabama and Georgia came together in support of **Jewelers for Children**. In one day the group raised \$6,565 for Jewelers for Children at their annual co-hosted convention. "I believe this is the largest amount ever raised at our one day event since the two states started meeting together 10 years ago," stated Bill Spencer, GJA outgoing president.

The group held a golf tournament, silent auctions, and live auctions, as well as raised funds with the proceeds from the donations for JFC light-up pins and rings. During dinner and the live auction, attendees lit up the ballroom at the Lodge and Spa at Callaway Gardens Resort in Pine Mountain, GA with the twinkling lights. After dinner the hospitality suite was the scene of the JFC Texas Hold'em Poker Tournament sponsored by Namano & Southeastern Findings. Another annual

event at the convention, jeweler's donations to play brought the day's total to its record breaking amount. The winner of this year's tournament was Marshall Sanford of Hayes Jewelers in Mobile, AL. The coveted champion's bracelet is created and donated by Namano & SE Findings each year for the fund raiser.

Auction chair this year was Tony Cruz of JWR Jewelers in Athens, GA. Our hats are off to Tony for organizing the event and to the individuals, stores and suppliers who donated items. We'd also like to recognize Stark Harbour of Southern Jewelry Insurance, Lilburn, GA for stepping in at the last minute to replace professional auctioneer Tommy Glasscock who was unable to attend. "Tommy has helped us raise thousands for JFC over the years and we were lucky that Stark did such a fine job filling such big shoes," said Glenn Manning, AJA outgoing president.



Silent Auction Bidders View Items
Donated by Stores & Suppliers



Namano & Southeastern Findings
Texas Hold'em Poker Tournament Fund raiser

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Calendar of Events

JCK Show , Las Vegas	June 1 st - 4 th
RJO Show , Minneapolis, MN	July 14 th - 16 th
JA New York Show , New York	July 15 th - 17 th
IJO Show , Cleveland, OH	July 28 th - 31 st
Atlanta Jewelry Show Cobb Galleria Centre, Atlanta	August 4 th - 6 th
GJA Board of Directors Meeting Cobb Galleria Centre	August 5 th
JIS Show , Miami Beach FL	October 19 th - 22 nd

Condolences

Robert (Bob) Wesdorp, Erlanger, KY, owner of Jewel-Craft, Inc., from 1950 - 1985, passed away on February 27, 2018. Jewel-Craft and the Wesdorp family are supporters of GJA and Nick, one of Bob's grandsons, is an associate member of GJA. The members of GJA send our condolences to Bob's sons Gary and Benet and their families.



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Dear Georgia Jewelers,

I am so excited to be the new President of the Georgia Jewelers Association. I would like to take this opportunity to introduce myself to you all, even though many of you have known me most of my life! My name is Jana and I manage Edward-Johns Jewelers. My parents, Johnny and Anna Johnson, opened the store when I was 6-months old, so I have literally grown up in the business. I have worked for them for 25 years. My favorite thing in the world is being the mom of my three amazing girls: Jaden (11), Jordan (9), and Julieann (6). I stay busy working, going to school at Kennesaw State University and GIA, volunteering at the elementary school, and being a mom.

The Georgia Jewelers Association and Alabama Jewelers Association just had our joint convention in April at Calloway Gardens. It was a great convention filled with interesting speakers, lots of friends and good times. We had speakers on marketing, CAD/CAM, and Diamonds and the jewelry industry. The convention also had an idea-exchange, auction (silent and live), jewelry contest, poker tournament, golf, the Past President's luncheon, scholarships awarded, an awesome hospitality room, and crafts for the kids. It was a very nice weekend!

Next year's convention will be a little different. We will not be with the Alabama Jewelers Association next year. They have had some membership setbacks and are using this time to rebuild. They have expressed their undying love for the Georgia Jewelers Association but have decided to go out on their own for a bit. I did make sure that we would all still be welcome at their Salt Water Seminar!

So, our convention next year will be the Georgia Jewelers Association only. We need to come up with a location and iron out the logistics of going back to a single-association convention. If anyone has any suggestions, please let Judy or me know. We have been talking about Brasstown Bald, Lake Lanier, Stone Mountain, and Barnsley Gardens to name a few location possibilities.

It will be an exciting year and hopefully a very lucrative one for each one of us! If you ever need anything, please let me know. I will always do what I can to answer questions or help out in any way I can.

Sincerely,

Jana Johnson Barry
GJA President
Edward-Johns Jewelers, Marietta



Jana Johnson Barry
GJA President

Welcome New Members

New Associate Members

Mark Smith - Southeastern Findings, Tucker
Michelle Harmelink - Glines and Rhodes Refiners
Attleboro, MA

New Retail Members

Hubbell Jewelry Design - Newnan

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Scholarship Winners Announced!

John W. Reed Memorial Scholarship Winners

On Sunday April 8, the 2018 John W. Reed Memorial scholarship was awarded during the GJA annual convention. The winners were announced at the Past Presidents luncheon with 11 past leaders in attendance. Patti Reed, (JWR Jewelers, Athens) wife of the memorial scholarship's namesake was on hand to help announce the winners. Jan Ferguson (Ford, Gittings and Kane Jewelers, Rome) chairperson of the scholarship committee reminded those in attendance that the committee selects the winners from blind applications so the applicant, member store and the city are unknown to the selection committee.

The winners announced were Kaila Daughtry, Steel's Jewelry, Valdosta; Meghan Hubbell Proctor, Hubbell Jewelry Design, Newnan; and Debbie Brogdon, Tena's Fine Diamonds and Jewelry, Elberton. Hubbell was on hand when the announcement of the three \$500 awards was revealed.

GJA also honored eleven past presidents by presenting each with a newly designed past presidents pin and the celebratory lunch. All those honored enjoyed seeing one another and sharing memories of their time served with all in attendance.

The convention was co-hosted by Alabama Jewelers Association. Alabama past presidents in attendance were also recognized. Georgia associate board member Jeff Koch (Bulova) traveled later in April to present the past presidents pin to John Cantrell, former owner of Cantrell Jewelers of Bremen who was not able to attend the presentation.

Amazingly, two of the three winners have already traveled out of state to utilize their scholarships. Following are notes received by the GJA office from each winner after her return.



MEGHAN PROCTOR

Hubbell Jewelry Design, Newnan

I used my scholarship to help pay for hand engraving classes, that I could not regularly afford. The company I went to is GRS/Glendo, in Emporia, KS. They have classes most of the year, but fill up VERY quickly on registration day, which is in December. I had to go ahead and put a deposit down to hold my position in the class, but crossed my fingers that I'd win the scholarship.

The class I took was the basic gun engraving. We were taught all forms of hand engraving, the tools involved and how to use them, as well as stone setting, using these same tools. I've seen most of these tools and equipment before, but now I know what certain ones are for, how to sharpen them, and the upkeep involved. We were also taught different lettering, borders, stone setting options, and different types of cuts and scrolls. I am so excited to keep practicing and see what I can do with jewelry, and now other outlets, such as knives, guns, and other mediums. I'm so grateful to have been given this opportunity to expand my skills, and open new doors for me!



DEBBIE R. BROGDON

Tena's Fine Diamonds and Jewelry, Elberton

Words cannot describe the excitement I had for taking the Appraisals 1 & 2 course at Conclave in Nashville, TN a few weeks ago. It was such an honor to be taught by Cos Altobelli himself, the author of the textbook used for these courses. Cos taught us all about types of appraisals, when to use what type, and how to work together with other people of the industry to do it. It isn't about one person knowing everything; we can lean on others to help us, just as we can help them too. We are all in business, and we can be competitive at times; however we are all part of a unique line of work.

I have a few more weeks before I am able to finish this course with having to do some mock appraisals to be graded by Cos himself (not intimidating at all). I look forward to my future journey and furthering my

education as much as possible. I appreciate the GJA for having these scholarships to allow people like me to be able to grow, further my knowledge, and feed my hunger for more and more information about gemstones as well as everything to do with the jewelry industry. Thank you again for this wonderful opportunity that will never be forgotten.



Kaila Daughtry
Steel's Jewelry, Valdosta

I am so thankful to receive the John W Reed Memorial scholarship from the Georgia Jewelers Association. This scholarship will be used to help fund the Colored Stone Grading course and the Gem Identification course with GIA. After I complete these two courses I will finally be a Graduate Gemologist! I'm so thankful for this opportunity and I can not wait to see where this industry takes me!

Honoring our GJA Past Presidents

GJA Honors Eleven Past Presidents at our Annual Convention held at Callaway Gardens.



(Standing left to right) Bill Spencer, Athens; Ron Scott, Americus; John W. Grant, Milledgeville; Tim Haney, Calhoun; Johnny Johnson, Marietta; Jody Haley, St. Simon; Earl Butler, Vidalia. (Seated left to right) Dennis Herbert, Fort Valley; Jan Ferguson, Rome; Jean Grant Graham, Milledgeville; Aline Ezquera, Atlanta; Bill Rosenfeld, Tucker (Photograph taken April 8th, 2018)

2018 Convention Coverage Photos

Thank you to all of our guests for one of the best annual conventions yet!



Outgoing GJA President Bill Spencer and his wife Ann congratulate their daughter Kim Spencer on her first winning entry in the GJA Jewelry Design contest on Sunday at Callaway.



Past President's Granddaughters: Jan Ferguson's Granddaughter, Avery (left) & Johnny Johnson's Granddaughter, Julieann

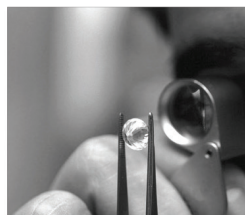
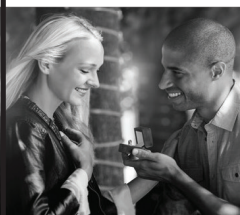
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Stark Harbour, Marci & Adam Staub with DOG



Patti Reed, Meghan Proctor, Jan Ferguson



American Gem Society Guild members welcome convention speaker Chris Glaser, Glaser CAD CAM Advisors, sponsored by AGS

Why Offering a Protection Plan Could Give You a Leg Up on the Competition

Jewelry and watch plan revenue can add up for retail jewelers.

When your customers walk out the door, you want them to feel satisfied with their purchase and proudly wear their new jewelry or watch without worry. You're in the perfect position to offer peace of mind with a protection plan. A protection plan, like JM Care Plan™, requires no inventory and will increase your bottom line. Plus, the features and benefits will help strengthen your customer relationships, which leads to repeat – and new – business!

Offered by Jewelers Mutual Group, JM Care Plan is designed for you. We listened to independent jewelers, and identified their need for a care plan program. JM Care Plan was built to help you thrive, be successful, and remain competitive with national chain jewelers.

JM Care Plan covers damage from normal wear on watch and jewelry items, providing benefits not included in a typical manufacturer's warranty. With both jewelry and watch plans to offer your customer, the program provides repair or replacement benefits that complement a customer's purchase and helps keep their item looking like the day they bought it from you.

JM Care Plan program features include three years of coverage, repair or replacement, easy claims process, in-store or repair center service, and shipping to repair center.

A true benefit of the protection plan is that customers keep coming back to you – their trusted JM Care Plan jeweler. Here is a sample of additional benefits for both you and your customer:

Jeweler Benefits

- Attract and retain business
- High-margin product that requires no inventory
- Additional revenue for retailers who do their own repairs

Customer Benefits

- Keep items in like-new condition
- Efficient and convenient service and repair
- Protection on jewelry and watch investments

Here is a sample of coverages offered by JM Care Plan:

Jewelry Coverage Details

- Rhodium plating
- Broken, bent, or worn prongs
- Broken earring posts
- Cracked or thinning shank

Watch Coverage Details

- Crystal scratches or breaks
- Mechanism failure
- Case or bezel damage
- Broken stem and crown

When damage happens, the last thing you or your customer wants to do is worry about how to repair or replace an item. It pays to have a set plan that can help you generate additional revenue while helping your customers purchase and protect their jewelry with confidence.

You have the option of handling repairs and replacements yourself or by JM Care Plan. If you take care of repairs and replacements, you will be reimbursed according to our reimbursement schedule. If you opt to use one of our repair centers, we have an easy process in place for shipping items.

JM Care Plan is a member of the Jewelers Mutual Group, along with Jewelers Mutual Insurance Company, the only insurer dedicated solely to serving the jewelry industry in the United States and Canada.

(Continued on next page)

Need more coverage?

For customers looking for more comprehensive coverage that goes beyond the care plan to protect against major perils like loss, theft, and mysterious disappearance, jewelers are encouraged to mention Jewelers Mutual Insurance Company as a jewelry insurance option to consider.

It's not uncommon for a customer to have both jewelry insurance and care plan coverages to ensure their jewelry is well protected. Get ready to attract new business, delight customers and keep them coming back!

Join and boost your bottom line.

There's no cost for jewelers to enroll in the JM Care Plan program. To learn more, visit www.jmcareplan.com. Contact Jewelers Mutual at sales@jmcareplan.com or call your Jewelers Mutual agent for availability in your area.

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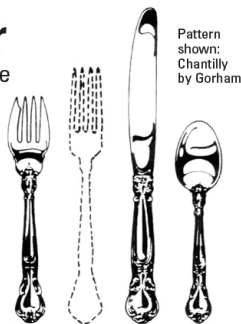
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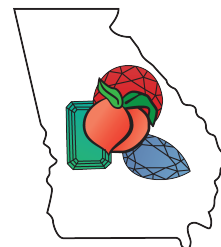
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Top of the Class

AGS recognized in the Winter 2018 issue of *AGS Spectra Magazine* jewelers who scored 100% on the annual recertification exam. Congratulations to the following jewelers here in the state of Georgia:

Donna Chafin, CSA	Teena's	Washington, GA
Melbry Collins, CG	Star Gems	Norcross, GA
Lacey Fincher, CSA	Teena's	Elberton, GA
Tim Haney, RJ	Haney Jewelry Co.	Calhoun, GA
Hays Pickens, CG	Pickens, Inc.	Atlanta, GA
Sara Beth Prendeville, CG	Brown & Company	Roswell, GA
Victoria Ross, CG	Brown & Company	Roswell, GA
Ashok Taank, CG	A&J Jewelers	Snellville, GA

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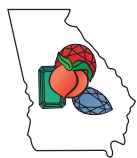
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