

Georgia Gems

A Publication of the Georgia Jewelers Association

Georgia Jewelers Association, 5815 Fairwood Walk, Acworth GA, 30101

Phone: 770-424-7567 Fax: 770-424-9438

Dear Georgia Jewelers,

I hope this newsletter finds you well and with great expectations for the remainder of 2010. In April we enjoyed another combined convention with the Alabama and Georgia Jewelers Associations at Sandestin Resort in Destin, FL. What a wonderful place for the event.



The accommodations, food, and programs made the weekend both informative and enjoyable.

It was great meeting, and getting to know better, our fellow jewelers from Alabama. Hearing new ideas and new perspectives from others in our industry is one of the many benefits of involvement in Georgia Jewelers. The round table discussions offer a great avenue for the exchanging and sharing of ideas to help us build and improve our own businesses.

The Georgia Jewelers' Design Contest had twenty-six entries. The competition was intense with the People's Choice Award decided by just one vote. Congratulations to all the 2010 winners.

I would like to take this opportunity to thank Eddie Knox for the terrific job he has done the past two



years. It is not easy to take care of your dayto-day commitments and still do the job as president. I must also thank him for his great support of the Design Contest.

Eddie Knox, GJA outgoing president and John Reed, newly elected president share thoughts during GJA April convention

Lastly, I must thank our wonderful Executive Director, Judy, Lince. Judy makes this job much easier with her support of the president and each of the office holders. I look forward to working with Judy and our new officers to make 2010 and 2011 great years for the Georgia Jewelers Association.

Fondly,

John

John Reed, JWR Jewelers, Athens GJA President



Welcome New Members

New Associate Members

Welcome to our newest associate members

Tom Greenless, **Laser Star Technologies**, Orlando, FL

Steve Dabbs, **Judy Carter & Associates**, Cumming, GA



8/8 @ 8

Please be advised that a board meeting will be held on **August 8**, 2010 at **8:00AM** at the Atlanta Jewelry Show. Membership, 2010 yearbook and 2011 convention are among the important topics. The attendance of all officers, board members and past presidents is requested.

John Reed GJA President

2010 GJA Board

Executive Officers

President, **John Reed**, JWR JEWELERS, Athens Vice-President, **Jan Fergerson**, FORD, GITTINGS & KANE JEWELERS, Rome

Secretary-Treasurer, **Tim Haney**, HANEY JEWELRY CO., Rome Immediate Past President; **Eddie Knox**, KNOX JEWELERS, Atlanta

Board of Directors

Virginia Anderson, TK ANDERSON JEWELERS, Athens Dennis Herbert, HERBERT JEWELERS, Fort Valley Joel Jossey BROWN JEWELERS, Blakely Ben Whidby, WHIDBY JEWELERS, Madison Raymond Wilson, DAVIS JEWELERS AND FINE GIFTS, Donalsonville Paxton Morris, GIRARDIN JEWELERS, Valdosta

Paxton Morris, GIRARDIN JEWELERS, Valdosta Bill Spencer, SPENCER JEWELERS, Athens Jana Barry, EDWARD JOHNS JEWELERS, Marietta Debbie Jackson, TENA'S JEWELRY & GIFTS, Washington

Associate Directors

Bill Adams, WILLIAM ADAMS & ASSOCIATES, Atlanta Mike MacLeod, Buford Don Ogle, SOMMERS & SOMMERS, Albany

Georgia Jewelers Association

Executive Director: Judy Lince 5815 Fairwood Walk Acworth, GA 30101 (Phone)770-424-7567 (Fax) 770-424-7567 judylince@comcast.net http://www.georgiajewlers.org

Publication & Distribution

Georgia Gems is owned and operated solely by the Georgia Jewelers Association, an association not for profit, headquartered in Georgia. The newsletter is published four times per year. Each edition is mailed to over 300 GJA members plus other individuals and companies who support the association.

Published Quarterly	Deadline for Receipt of Advertising Copy		
1 st Quarter	February	15	
2 nd Quarter	May	15	
3 rd quarter	August	15	
4 th Quarter	November	15	

Articles in this newsletter reflect the opinions of the attributed author and not that of the association. Except as indicated, neither the newsletter nor the association endorses any product or service advertised or noted herein, or is responsible for accompanying statements or claims.

Georgia Gems, in its sole discretion, reserves the right to refuse any article or advertisement which it deems, for any reason whatsoever, to be inappropriate. Requests for reprint articles with credit should be addressed to the executive director.

Change of address should be sent to the GJA headquarters location above. Georgia Gems, in its sole discretion, reserves the right to run ad material on hand if material not received by copy deadline date.

This publication is produced by the executive director and the board of the Georgia Jewelers Association. Design and layout by Michael Berg.





Warwick, RI 02888

JAGDISH SHAH 1-800-848-3426 919-847-3447 (Fax) jackshah@att.net

POOJAN DIAMONDS

IMPORTERS OF DIAMONDS & DIAMOND JEWELRY

Diamond Jewelry U.S. Office Poojan Diamonds P.O. Box 30081 Raleigh, NC 27622-0081



LESLIE'S

585 West Putnam Ave. Greenwich, CT 06830

Ken Williams

Phone: (203) 869-7071 (800) 221-2628 Ext. 175 Fax: (203) 869-8695 Cell: (516) 425-2042 (800) 962-4246

DOWNS SAFE & VAULT CO. 800-343-2515

1846 Cheshire Bridge Road Atlanta, GA 30324

800-343-2515 toll free 404-873-2515 local 404-873-4581 fax

Calendar of Events

July 25-27 RJO (Kansas City)

July 25-28 JA NY Jewelry show

July 31-August 3 IJO (Washington, DC)

August 7-9 SJTA Jewelry Show (Atlanta Cobb Galleria)

August 8 GJA Board Meeting 8AM Cobb Galleria

August 21-22 Mid-America Jewelry Show (Columbus)

 Fast Settlements

- Advances
- Pool Accounts
- Maximum Returns
- Wire Transfers
- Checks
- Fine Gold Returns



FAX (800) 533-6657 +1-716-683-5433

PHONE (800) 999-FINE (3463)or +1-716-683-8334



Palladium in your Rings \$ Platinum in your Settings \$ Silver in your Scrap \$ If not, it's time you called UNITED.

UNITED Precious Metal Refining Inc.

2781 Townline Road • Alden, New York 14004 • USA

How's Business so far this year? Better than

2008? Worse...? If you're feeling the pressure, you're not alone, and with the current shape of the economy, it's no surprise that it's such a struggle to make a buck. Charles Frey & Company, Inc. specializes in customized sales for fine jewelers just like you. What separates us from our competitors? That's simple, we let go of the

outdated 'cookie-cutter' approach years ago and strive to construct the sale around YOU and

Retirement - Going Out of Business Transition to New Owner - Movina Finding a Buyer - Consolidating Locations Closing One or More Locations YOUR GOALS! We'll even Financial Distress

build the sale around selling your goods FIRST?! CFCO, Inc. comes outfitted with over 21 years of hands on experience in the retail jewelry industry and we pride our selves in our honest,

Call Toll Free 1.888.688.1881 professional and personal approach to your unique Free & Confidential Consultation situation, whatever it may be. Combine your Team with ours at CFCO Inc. and let our program turn your good will into cold hard cash!



1092 Johnnie Dodds Blvd Suite 102 | Mount Pleasant, SC 29464



The Fallaize family has been helping Georgians navigate the maze of insurance, loss prevention and security since 1959. As members of the Georgia Jewelers and Southern Jewelers Travelers Association for over 30 years we are here when you need us.

754 Holcomb Bridge Rd. Norcross, GA 30071

770-242-8842 www.fallaize.com

GJA Jewelry Design Contest Winners Announnced



Marietta, GA jeweler Johnny Johnson won the "Best of Show" category in the Georgia Jewelers Association Annual Jewelry Design Contest. Held at the Sandestin Resort in Destin, FL, the design contest took place April 11th during the association's annual convention.

Johnson, owner of Edward-Johns Jewelers in Marietta took top billing. His winning design was a sterling silver and 14K yellow gold Cats Eye rutilated quartz and diamond ring.

As Best of Show winner, Johnson's piece will be entered in the recently announced Atlanta Jewelry Show's jewelry design competition to be held during the 2011 spring show in Atlanta. Winners from state wide jewelry design competitions will be invited to send their states winning design entry to the competition.

Awards were given in four different value categories as well as best of show and the Peoples Choice award. The winning selections are chosen based on overall design, marketability, practicality and wearability, and craftsmanship. A panel of judges selected the winners for each category.

Judging the competition were Adam Staub, national sales manager for Galatea, Doug Hucker, CEO of the American Gem Trade Association and Bill Wismar, Alabama Jewelers Association design contest chairman and owner of Metal Binders in Fairhope, AL.

Other category winners included:

Category 1A:

1st place: Jana Barry, Edward-Johns Jewelers, Marietta, GA-sterling silver disc with lizard pendant



2nd place: Eddie Knox, Knox Jewelers, Atlanta, GAsterling silver, meteorite, enamel, and glass pendant.



Category 1B:

1st place: Jana Barry, Edward-Johns Jewelers, Marietta, GA-18K yellow and 14K white gold black Tahitian Pearl and diamond ring



2nd place: Anna Johnson, Edward Johns Jewelers, Marietta, GA Palladium and 14K white gold amethyst and diamond pendant



Category 2:

1st place: Jonathan Meadows, Art Jewelers, Woodstock, GA-24K yellow gold and 18K white gold Tanzanite pendant



2nd place: John Johnson, Edward-Johns Jewelers, Marietta, GA-14K Yellow and 18K white gold black Drusy and diamond pendant



(954) 458-2700 (Tel) (954) 458-4668 (Fax) (888) 458-2700 (Toll Free) www.FingerMate.com







Hinged Ring Shanks Wedding Rings Mountings



Kelly Kent-Smith

33 Sutton Avenue, East Providence, RI 02914-0192 USA

CELL (256) 239-9240

FAX (256) 447-8059

ORDERS (800) 556-7092

EMAIL KKentSmith@CarlaCorp.com

W CarlaCorp.com

Manufacturers of Fine Jewelry

NANCY B

Category 3:

1st place: John Johnson, Edward-Johns Jewelers, Marietta, GA-Palladium and 14K white gold Tanzanite, Tsavorite Garnet and diamond pendant



2nd place: Jonathan Meadows, Art Jewelers, Woodstock, GA-14K white gold diamond earrings





The coveted Peoples Choice award was awarded to Mikheil Kautenzki from Tena's Jewelry in Elberton, GA. A frequent participant and past winner in the competition, his winning piece was a 14K yellow and white gold pearl, ruby and diamond necklace.

Winners in each category received a plaque and the congratulations of the judges and their peers.



Convention Photos



Gruttadauria of JCK



Adam Schaper, SE Findings/Namano runs the Doug Hucker, AGTA president and Chris Texas Hold'em charity poker tournament for JFC as Nancy Dawkins, AJA past president looks on



Anna and Johnny Johnson catch up with Tim Haney, center



Steve Dabbs, Judy Carter & Ass, helps Don Lowe, AJA president man the refreshments in the hospitality suite



Judy Lince 's husband Mike and daughter Whitney, center, renew friendships with Terry Phillips and Jean Graham of JC Grant



One of two round table discussion groups



Doug Hucker of AGTA presents his program



Georgia and Alabama jewelers gather to see newest Gemvision software with Doug Johnson



Claudia Zale, Stuller VP speaks with retailers



Somebody must be winning with all those smiles!



The next generation of jewelers?



Stuller's Darrell Warren explains some of the trailer full of equipment Stuller brought to share

CHRISTIAN **BAUER**[&]

Distributed by Penn Gem International

Eric H. Schwotzer

President

800-245-1079 • 724-942-5480 FAX 724-942-2910

PO~Box~1045McMurray, PA 15317 • USA penngemint@aol.com eric@penngem.com

Come See Us At SJTA!

Booth #

704

Penn Gem International

IMPORTERS AND CUTTERS OF GEMSTONES

ERIC H. SCHWOTZER President

McMurray, PA 15317 U.S.A. 800-245-1079 724-942-5480 FAX 724-942-2910 penngemint@aol.com

P.O.Box 1045





WALTER H. PICKENS, JR. VICE PRESIDENT

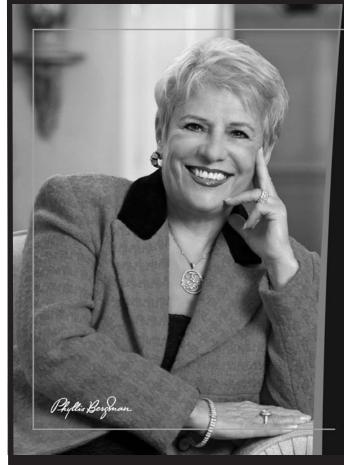
Pickens, Inc. **JEWELERS**

480 East Paces Ferry Road, N.E. Atlanta, Georgia 30305 404-237-7885 800-776-8925 Fax: 404-231-0858 Email: pickensinc@bellsouth.net www.pickensinc.com

Condolences

Margaret J. Allen, age 76, died Apr. 20, 2010 at Phoebe Putney Memorial Hospital, Albany. Margaret owned Russell A. Jones Jewelry (Cordele, GA) for 35 years later working for J. W. Designs for the past four years as a floral designer. She was a registered gemologist, certified appraiser and wedding consultant. She was a past president of the Georgia Jewelers Association. Margaret attended Agnes Scott College and received her undergraduate degree from the University of Georgia in 1956. Her master's degree in speech pathology was received from Auburn University in 1971. She was a member of Alpha Delta Pi.

She is survived by her daughters: Anne Allen of Jacksonville, Fla. and Kathy McDonald, and her husband Scott, of Peachtree City, Ga.; a very special granddaughter: Frances Anne McDonald; her brother: Russell A. Jones, M.D., and his wife Katie of, Chattanooga, Tenn.; a niece Jennifer Jones and a nephew Jason Jones.



COVERAGE YOU CAN COUNT ON. PEOPLE YOU CAN COUNT ON.

"The people at Jewelers Mutual make the difference for me. It's the relationships they build within the industry and with jewelers like me that makes Jewelers Mutual stand out from other companies.

No other insurance company knows our industry quite like Jewelers Mutual."

— Phyllis Bergman Mercury Ring, New Jersey

800-558-6411 • JewelersMutual.com • YourInsuranceExpert@jminsure.com

APPRAISERS CUSTOM DESIGNERS MANUFACTURERS

Proud sponsor of the Georgia Jewelers Association





2010 Sandestin Resort Convention Sponsors

Everyone at GJA would like to thank our 2010 convention sponsors:

SJTA Atlanta Jewelry Show Stuller

William Adams & Associates
Fallaize Insurance
Federated Insurance
JCK
Southeastern Findings/Namano
Star Gems
Judy Carter & Associates

Alwand Vahan John Rowlett Rhett Hartzog

Without your support our convention would not happen.



here today here tomorrow

Bringing the Southern jewelry industry together for 23 years

For subscriptions or advertising information go to southernjewelrynews.com or call us at 336.389.1950

join "I'm a fan of Southern Jewelry News" on

facebook

Colored Stones

Cabochons

Carvings

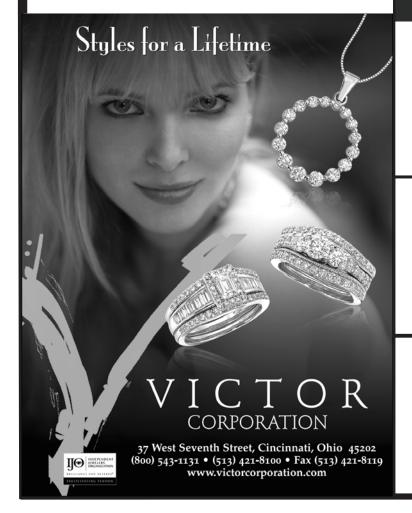


Tim Roark

Imports
1401Peachtree Street Suite 234

Atlanta, GA 30309 USA 404-872-8937 888-TIM-ROCK

Timothy M Roark

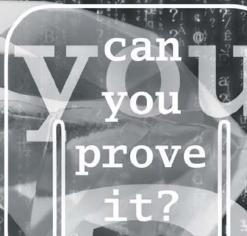




8/8@8

GJA board meeting

You manage the daily operations of a highly successful business.
You are a pillar of the community and a person of honesty



identity theft

Identity theft can carry a hefty price tag for a businessowner. Where would you turn if you were a victim of...

- credit card fraud
- debt collection
- investment fraud
- phone fraud
- mail theft
- tax fraud
- passport fraud
- social security number misuse
- student loan fraud

Federated's Identity Recovery Coverage provides a telephone help line, reimbursement for covered expenses, and—most important—a case manager who can help put your busy life back together.

The FEDERATED Insurance Companies Home Office: 121 East Park Square • Owatonna, Minnesota 55060 Phone: (507) 455-5200 • www.federatedinsurance.com

08.02 Identity Theft - Jewelers





Georgia Gems

A Publication of the Georgia Jewelers Association

Jewelers Helping Others this Spring

In the last two months Georgia and surrounding jewelers have been busy helping others.

During out April convention Southeastern Findings & Namano sponsored a Texas Hold'em poker tournament with all proceeds going to Jewelers for Children and their legacy charities. \$675 was raised during the Saturday night game. Adam Schaper and Mark Smith from SE Findings & Namano rounded up the players from Alabama, Georgia and salesmen from other states and rounded up the proceeds for this fun time for the second year in a row.

Earlier that same evening during the cocktail hour, raffle tickets were offered for a chance to win a two night stay at the Waverly Hotel at the Cobb Galleria during the August show courtesy the Atlanta Jewelry show. At the same time, partiers bid on jewelry made by children for the Make-A-Wish Foundation during a silent auction. \$1500 was raised for Make-A-Wish of Alabama and Georgia.

On May 25th Ford, Gittings and Kane Jewelers in Rome helped grant a wish for a Make-A-Wish child. The wish granting party was themed Hawaiian to match the wish of 18 year old Brittany Weldon who suffers from cystic fibrosis, a disease that affects her lungs and digestive system. She and her family will fly to Hawaii this summer thanks to Make-A-Wish and were treated to a "bon voyage party" at the store, gifts and dinner at her favorite restaurant courtesy of owners Alice Herring and Jan Fergerson.

On June 3, Lissa Maxwell, of Nashville was named "Woman of the Year" by the Leukemia and Lymphoma Society. Maxwell is Director of Operation for Diamond Council of America in Nashville and an Atlanta Jewelry show exhibitor for many years. She beat out other candidates when she raised \$37,000 for LLS. Congrats to Lissa for her fund raising efforts and for becoming engaged six days earlier!

8/8@8
GJA board meeting

5815 Fairwood Walk Acworth, GA 30101