

Summer 2019

Alabama
Jewelers
Association

The Island House Hotel
Orange Beach, AL



Saltwater 2019

SEPTEMBER 26TH-29TH, 2019

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Executive Director: Nancy Dawkins

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Annual Convention

April 17 - 19, 2020
The Wynfrey Hotel
Birmingham, AL

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President's Message



President
Marshall Sanford
Hayes Jewelers
Mobile

Dear Alabama Jewelers Association Members,

Summer is here. It won't be long until our Fall selling season is upon us. Before the hustle-bustle starts up, I would encourage you to take a weekend off to relax. Join your fellow jewelers on September 26-29 in Orange Beach, Alabama at the Island House Hotel for AJA's annual Saltwater Seminar.

September is a great time to take a break and put your toes in the sands of our beautiful Gulf of Mexico. This is a great time to relax and network with your fellow jewelers to be ready for the upcoming Holiday Season. This is a wonderful event you don't want to miss.

Let me end in saying what a Great Annual Convention we had this past April. Thank you to all that attended, advertised or sponsored that event. We had the best attendance that we have had in years due to being back in Birmingham and the low cost of attending. Please mark your calendars now for April 17-19, 2020.

Sincerely,
Marshall Sanford,
AJA President

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Congratulations To Our Newest Lifetime Members!



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Birmingham, AL



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Mary Hayes
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Mobile, AL

2019-2020 Calendar of Events

AUGUST 10-12, 2019
Atlanta Jewelry Show
Atlanta, GA

MARCH 7-9, 2020
Atlanta Jewelry Show
Atlanta, GA

SEPTEMBER 26-29, 2019
AJA Saltwater Seminar
Island House Hotel
Orange Beach, AL

APRIL 17-19, 2020
AJA Annual Convention
The Wynfrey Hotel
Birmingham, AL

OCTOBER 4-7, 2019
Jewelers International Showcase (JIS)
Miami Beach, FL

MAY 31-JUNE 5, 2020
Luxury By JCK
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JANUARY 25-27, 2020
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JUNE 2-5, 2020
JCK
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FEBRUARY 5-8, 2020
JCK Tucson
Tucson, AZ

Saltwater 2019
September 26-29

FEBRUARY 29-MARCH 3, 2020
IJO
Pittsburgh, PA

Registration Form Enclosed
Or Go To alabamajewelers.org
To Make Room Reservations & Register
ROOM BLOCK DEADLINE SEPTEMBER 6TH

Burglar Alarm Systems For Jewelers: Understanding Line Supervision And Security

Brought To You By **Jewelers Mutual Insurance Company**

Peace of mind may be hard to come by when your business is closed for the night.

That's where burglar alarms for jewelry businesses come into play — but not all are created equal.

Underwriter's Laboratories (UL), an authority in the security industry, certifies alarms and may apply two terms related to how they function.

In these systems, the terms line supervision and line security may often be confused with one another. Here's what they mean and why they are important for jewelers to have:

LINE SUPERVISION

This is a capability of alarm systems that provides a two-way communication exchange between a protected business and an alarm monitoring center, sometimes referred to as the "check-in".

How often the check-ins at the business occur depends on what is being protected. For instance, a jewelry operation closed for the night may require a check-in once every 200 seconds.

LINE SECURITY

When added to a burglar alarm system, this provides extra assurance that advertent and inadvertent attempts to compromise the alarm communication channel between a protected property and its monitoring station won't go undetected.

Having a reliable burglar alarm system for your jewelry business means that line supervision and line security must be an operational component for complete protection.

WANT TO LEARN MORE?

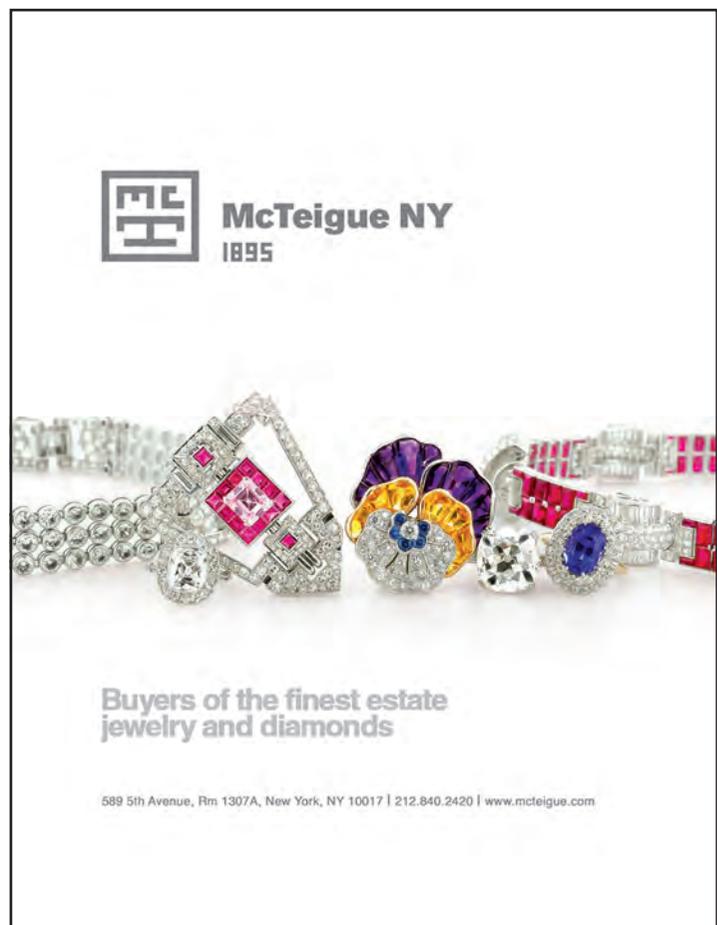
Take an in-depth look at line supervision and security by reading UL's latest burglar alarm system article.

Article written by a team of Subject Matter Experts at Jewelers Mutual Insurance Group.



Anna Bensman
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Recipes

Vodka Slush

- 1 6 Ounce Can Orange Juice
- 1 Cup Sugar
- 2 6 Ounce Cans Lemonade (Frozen)
- 2 6 Ounce Cans Limeade (Frozen)
- 3 1/2 Cups Water
- 2 Cups Vodka

Mix all ingredients together and put into freezer in a bowl. Freeze for 1 day, stirring occasionally. To serve, fill glass 3/4 full with slush then finish off with 7-Up or Sprite.

Watermelon Salsa

- Half Watermelon - Chopped
- 1/4 to 1/2 Cup Each Red, Yellow & Green Pepper - Diced (To Taste)
- 2 Jalapeno Peppers - Seeded & Chopped
- 1/4 Cup Red Onion - Diced
- Cilantro - Chopped (To Taste)
- Juice of 2 Limes
- Salt & Pepper

Mix together and refrigerate for several hours. Serve with tortilla scoops.

Strawberry Bottom Cheesecake

- 4 Oz. Cream Cheese - Softened
- 1/4 Cup Sugar
- 1/2 Cup Sour Cream
- 1 1/2 Cups Frozen Whipped Topping - Thawed
- 1 Keebler Shortbread Pie Crust
- 2 Cups Sliced Fresh Strawberries

Glaze:

- 2 Tablespoons Cornstarch
- 3/4 Cup Sugar
- 1 Cup Water
- 1/4 Small Strawberry Jell-o

In a small mixing bowl beat cream cheese and sugar on medium speed until fluffy. Add sour cream. Beat until combined. Fold in whipped topping and set aside. Mix constarch and sugar together well in a saucepan. Add water, bring to a boil, add Jello-o, thicken, stirring continuously. Cool, add strawberries and toss together. Spoon into crust. Spread cream cheese mixture over berries. Cover with inverted dome. Refrigerate at least 4 hours. Store in refrigerator.



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Jewelers of America Partners with MJM Global Brokerage Group for Health Care Benefit

Courtesy Of Jewelers Of America

New York, NY – Jewelers of America (JA), the national trade association for businesses serving the fine jewelry marketplace, has announced a partnership with MJM Global, a provider of reliable insurance for all types of commercial and personal risk to the jewelry industry, to offer access to health care option for its Retail and Supplier Member companies. Through this partnership, JA Members now have access to a simplified enrollment process and affordable health care plans for as few as two individuals.

“We know accessing competitive health care rates and administrating health plans for small to mid-size jewelry businesses is a major challenge. We believe MJM Global has provided the right solution that will benefit employers, employees and their families. This new member benefit could be a game changer for Jewelers of America Members, because health care management is becoming increasingly expensive and complex to navigate, and JewelersHealthCare.com removes these obstacles,” says Jewelers of America President & CEO David J. Bonaparte.

JewelersHealthCare.com, launched by MJM Global, offers services beyond health care plans. Through the offering, jewelry businesses can see immediate savings, experience simple enrollment, and understand their true cost of health care.

- Offering more health care coverage solutions for as few as two individuals
- Reducing health care costs for their business, employees and families, including lower out-of-pocket expenses
- Providing transparency on the true cost of health care
- Offering flexible benefits and wellness solutions
- Simplifying the process of enrolling in health care for both the employer and employee
- Receiving an average of 8-12% savings with all plans at or lower than Affordable Care Act (ACA) open market

MJM Global launched JewelersHealthcare.com to help the jewelry industry see significant savings on one of their largest business expenses, and turn an otherwise

complicated health insurance buying process into an easy system. MJM Global serves the insurance needs of more than 3,000 businesses, professionals and households throughout the United States and abroad and is a member of the Independent Insurance Agents of America (IIAA) and the National Association of Professional Insurance Agents (PIA).

“Ninety-seven percent of Americans do not know what their insurance covers, and the process of shopping for and enrolling in coverage remains a significant burden to employers and employees. This partnership between Jewelers of America and MJM Global offers a solution to jewelry companies looking for access to competitive insurance rates,” explains MJM Global Insurance Vice Present Richard Reiman.

Jewelers of America will be hosting an informational webinar on June 13, 2019. Jewelers of America Members should visit, <https://www.jewelers.org/ja/page/healthcare> to learn more about the webinar and JewelersHealthCare.com.



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Once again this year we will have exciting sponsorship levels for this event. The largest contributors will be Diamond Stars Over Alabama. Followed by Ruby Sunsets, Sapphire Skies, Emerald Oceans, Pearl Beaches, Topaz Tans, Coral Reefers and even Opal Shells! Plan to join the fun, made much more affordable by your favorite suppliers who will be participating in these great sponsorship levels!

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AJA Design Competition Winners!

BEST IN SHOW

Candace Wade
Levy's Fine Jewelry
Birmingham, AL

*Oval Light Purple Agate
Housed In A 14 KT
White And Rose Gold
Basket Of Diamonds*



CATEGORY 1

1st Place

Natalya Douglas
Hayes Jewelry
Mobile, AL



*Non-Magnetic Hematite Beads And
Miyuki Seed Beads With Sterling Catch*

CATEGORY 2

1st Place

Robert Levy
Levy's Jewelry
Birmingham, AL



*Cushion Cut Tanzanite Set Strategically In A Concave 18 KT
Yellow Gold Frame That Reflects Either Yellow Gold Or Purplish
Blue, Depending On The Angle, With Accent Diamonds*

CATEGORY 3

1st Place

Blake Turner
Hayes Jewelry
Mobile, AL

*Hour Glass Design
Pendant With Trillion
Color Change CZs
And Round Diamonds
Set In 14 KT*



CAD DESIGN

1st Place

Glenn Manning
Manning Jewelry
Foley, AL



Free Form Opal And Diamond Pendant Set In 14 KT Yellow Gold

PEOPLE'S CHOICE

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You can register online for upcoming conventions, sign up to receive our digital newsletter, find info and pics from past conventions and stay up to date on any upcoming events!

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Membership Makes A Difference!

It's true! Here are some of the many benefits that come with an Alabama Jewelers Association membership:

- We are a non-profit association that promotes professionalism and high ethical standards of business practice in the jewelry trade.
- Our mission is to provide educational programs and services to improve the knowledge and skills of our members who share common goals in growing their business.
- Membership in AJA lends credibility and professionalism to your store and accentuates your image as a professional jeweler.
- Annual spring convention features leading industry experts and educators to update you and your staff while enjoying professional networking and fellowship opportunities with other retail jewelers and suppliers.

- Annual jewelry design competition.
- FedEx shipping savings of up to 42% available to retail jewelry members through our special state association discount program with FedEx.
- Lifetime Member Award.
- Associate of the Year Award.
- Bi-Annual Newsletter.
- Annual Yearbook and Member Directory.

Saltwater 2019
September 26-29
The Island House Hotel
Orange Beach, AL

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WINNER!



Marshall Sanford of Hayes Jewelers won the poker tournament benefiting Jewelers for Children. He won the special edition JFC silver bracelet donated by Southeastern Findings/Namano. Over \$700 Was Raised At The Spring Convention!



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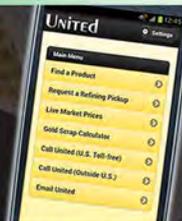
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OCTOBER 4 – 7, 2019

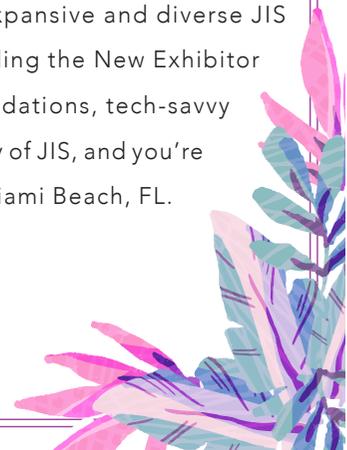
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Join us for the 2nd largest jewelry trade show in the Americas and one of the most expansive and diverse JIS October Shows in history. Experience new international and specialty pavilions—including the New Exhibitor Zone and the Lab Grown Pavilion, exciting special events, helpful exhibitor recommendations, tech-savvy SMARTbadges powered by Konduko, and much more. This year marks the 40th anniversary of JIS, and you're invited to celebrate with us and thousands of your closest jewelry friends in beautiful Miami Beach, FL.

Register today at JISSHOW.COM/OCTOBER or contact us for assistance:

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An advertisement for Levys Fine Jewelry. The main image shows an open jewelry box with a red interior, containing several pieces of diamond jewelry: a large bracelet, a necklace, a watch, and several earrings and rings. The Levys logo and name are visible in the top left of the box.

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