



Official Newsletter of the Arkansas Jewelers Association



SEPTEMBER 2012

Special Points of Interest

- 75th Diamond Jubilee Award Winners
- 2012 Convention Photographs
- 2012 Silent Auction Donors
- 2012 AJA Sponsors and Contributors



**2013 AJA
CONVENTION**
August 2-4, 2013
Doubletree Hotel
Little Rock, AR

2012 AJA Silent Auction Donors

A very special
"Thank You" to the
following for their
contributions to the
AJA Silent Auction.

Sissy Jones
Laura Stanley
Caroline Stanley
Bob Carroll
PGI
Lori Blagg
Ray Dayer
AJA

2012 Diamond Jubilee Speakers

A very special
"Thank You" to the
following spectacular
seminar speakers.
Jurgen Maerz
Terry Sisco
Brian Marrs

75TH Diamond Jubilee Award Winners



Category 1 - 1st Place Winner
Joseph Bagzula
Stanley Jewelers Gemologist



Category 1 - 2nd Place Winner
Leah Sexton
Faye's Diamond Mine



**Category 2 -
1st Place Winner**
Christo Kiffer
Sissy's Log Cabin



Category 2 - 2nd Place Winner
James Baker
Baker's Jewelry

**Category 3 -
1st Place Winner**
Christo Kiffer
Sissy's Log Cabin



Category 3 - 2nd Place Winner
Christo Kiffer
Sissy's Log Cabin

**2012 Convention
Choice Award
Winner**
Joseph Bagzula
*Stanley Jewelers
Gemologist*



**2012 Craftsmanship
Award Winner**
CY Sheng
Sissy's Log Cabin

**2012 Retailer
of the Year**
Scott Kinard
Kinard Jewelers



Sissy Jones, Presenter of
the 2012 Retailer of the Year

2012 Traveler of the Year
Dan Randall
*Hi-Tech Precious
Metals & Refinery*



President's Message - *Only the Crazy*



I have never been one to shy away from a fight, to run when the going got tough. I will not look away when it is plain to see that all is not well. I am not afraid to fail.

Are you ready to go? Take hold of yourself, your store, and give it a good shaking. It is time we as an industry move away from the days of, arrogance, petty squabbles, and jealousy.

We are living in a time of knowledge. In twenty seconds or less almost any question can be answered, any vendor

found, all from your iPhone. The time of secret vendors is over. It's time we remembered what it was like to have friends that lived and worked in the same industry.

Growing up every other Thursday was golf day. My dad would put his clubs in the truck and go play with all the other engineers in the area. While they bid on the same jobs and fought for the same contracts, they never forgot that friendships are what makes life worth living. That interaction with

others from the same field is good for all parties.

The AJA is your place to find those people that are ready and willing to share. That is what we do. That's who we are.

Some of us come from big stores, some from small but we all share one thing; we love jewelry. That is what makes the AJA so great. It shared with me when I knew nothing and as your President I will share with you.

David Holloway
AJA, President

479-790-2009

david@davidhollowaydesigns.com

TIP of the DAY

Be teachable

WHY? It's not easy being right all the time.

HOW? In discussions, even disagreements with others, focus on what you can learn, rather than what you know. Even your most unsatisfied customers and cynical employees can probably teach you something. Try to keep your ego in check and be aware of when you're being reflexively defensive.

SOURCE:
Justsell.com

75th Diamond Jubilee AJA Founding Stores

Stinson's - Est. 1847

Denman Jewelers - Est. 1893

Fletcher Smith Jewelry - Est. 1919

Lauray's - The Diamond Center - Est. 1924

Stanley Jewelers Gemologist - Est. 1936



Importance of Water - Are You Drinking Enough?

We all know that water is important but I've never seen it written down like this before.

75% of Americans are chronically dehydrated. In 37% of Americans, the thirst mechanism is so weak that it is often mistaken for hunger.

Even MILD dehydration will slow down one's metabolism as much as 3%. One glass of water shuts down midnight hunger pangs for almost 100% of the dieters studied in a U-Washington study.

Lack of water is the #1 trigger of daytime fatigue.

Preliminary research indicates that 8-10 glasses of water a day could significantly ease back and joint pains for up to 80% of sufferers.

A mere 2% drop in body water can trigger fuzzy short-term memory, trouble with basic math, and difficulty focusing on the computer screen.

Drinking 5 glasses of water daily decreases the risk of co-

lon cancer by 45%, plus it can slash the risk of breast cancer by 79%, and one is 50% less likely to develop bladder cancer.

Are you drinking the amount of water you should every day?

(No kidding, all of the above is true.)



Did You Know?

Roughly 70% of an adult's body is made up of water.

By the time a person feels thirsty, his or her body has lost over 1% of it's total water amount.



2013 AJA Membership Application

Membership Calendar Year is **Sept 1 to August 31**

Membership with JA is not a requirement. AJA appreciates your support.

Arkansas Jewelers Association

2111 East Settlers Way
The Woodlands, TX 77380

Arkjlrassn@aol.com
www.arkansasjewelers.com

*Please contact us
with any questions.*

Membership Category

- Student under 25 - \$20.00/year
- Sales Associate / Bench Jeweler - \$20.00/year
- 1 Store - \$95.00/year
- 2 Stores - \$145.00/year
- 3 Stores - \$195.00/year
- Sustaining - \$200.00/year
- Life - \$2,000.00 per Retail Store
- Benefactor - \$5,000.00 Retail Store
- Gift Donation - \$ _____

I would like to learn more about volunteering at AJA in the following areas:

- _____ Membership
- _____ Programs
- _____ Fundraising
- _____ Other Areas:

NOTE: Donations & membership dues are tax-deductible to the extent allowed by law. Charitable donations are tax deductible only if you are able to itemize your deductions.

Check one: _____ New Membership _____ Renewal Membership

Today's Date: _____

Member Name: _____

Title: _____

Store Name: _____

Address: _____

City/State/Zip: _____

Email: _____

Website: _____

Telephone: _____

Fax: _____

_____ **New members** please initial here to give permission to publish name, address, phone number & email addresses in the AJA Directory and website.

Please include the names & email addresses of your staff members, if you would like them to receive copies of all AJA correspondence & newsletters.

Staff Member Name

Staff Member Email Address

Payment Details

Arkansas Jewelers Association
ATTN: Membership
2111 East Settlers Way
The Woodlands, TX 77380

Please remit payment & completed application by mail to the address and fax or email application to:
Fax # 281-298-1732, arkjlrassn@aol.com

2012 AJA Sponsors

The Arkansas Jewelers Association is grateful for the continued support from the following vendors. When given a choice please purchase from a firm that supports AJA.

Convention Sponsor

Jewelers Mutual

Supporter Sponsors

Robert G. Carroll & Associates

Stuller

Shahar Diamonds, LLC

The Smart Jewelry Show

Hi-Tech Precious Metals & Refinery

JCK

Platinum Guild International

Federated Insurance

Contributors

Aiden Jewelry

Cedar Trading

Centurion Show

Coast Diamond

I. Starck Co., Inc.

Kabana, Inc.

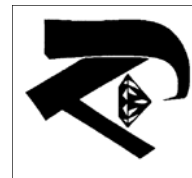
Roseco, Inc.

Wilkerson Jewelers

Victor Corporation

Arkansas Jewelers Association

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arkjrsasn@aol.com



**No need to leave the state.
AJA brings educational
events to you!**

Thank You!

**Thank you to all the
AJA members that have
paid their 2012/2013
dues. Your support is
greatly appreciated.**