



AUGUST 19 & 20 2018 Foxwoods, Ledyard, CT

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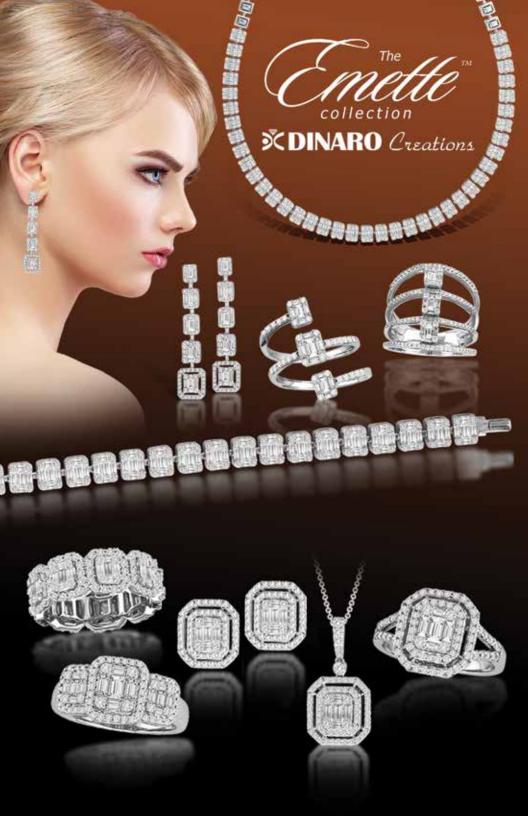


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# **WELCOME**



Select Jewelry Show is pleased to welcome you back to the wonderful Foxwoods Resort & Casino.

The staff of Foxwoods has been hard at work to make this the best show yet. From the delightful continental breakfast to the delicious buffet lunch. Sunday evening you're invited to the Social Mixer at the High Rollers Club bowling and sports lounge from 6:30pm to 8:30pm.

To provide you with the tools you need to succeed you're encouraged to attend the morning seminars featuring Jackie LeBental's – Communicating in the Jewelry World and Susan Arlin's – Compensation Conundrum. Details on page 8.

A signature feature at Select is the buyers raffle totaling \$10,000. Held on Sunday and Monday it's your chance for free money to spend at the show. You have multiple ways to win see page 54 for details.

Please mark your calendar for **August 19-20**, **2018** to be part of this wonderful jewelry industry event. Register today to attend visit **www.SelectJewelryShow.com** or call **844-285-1103**.

# SELECT JEWELRY SHOW

64 W 48th St, Suite 1005, New York, NY 10036

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by IJM



The Pavage Collection



Booth 106

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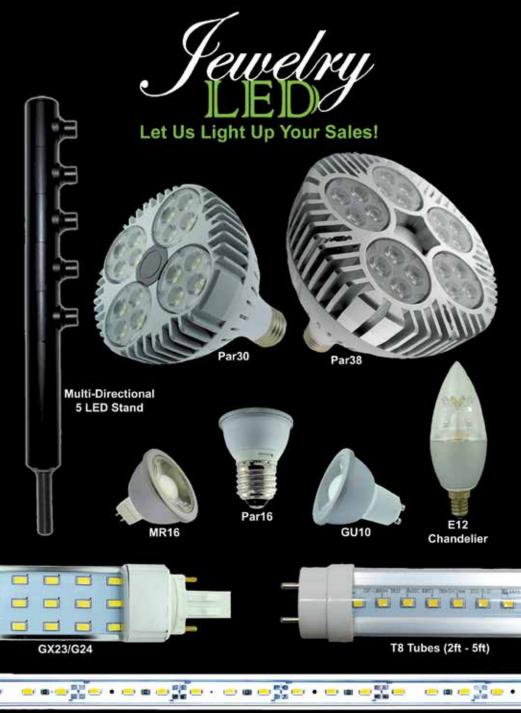


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# **SCHEDULE DAY 1**

# Sunday, August 19, 2018

8:30 - 9:45am Continental Breakfast served in Ballroom Foyer

#### 9:00 – 9:45am Sunday Morning Education: Communicating in the Jewelry World

How well are you communicating with your customer? Are you using technology to communicate and connect with new and existing customers? Learn how channels of communication have evolved and the importance of utilizing current methods of interacting and acquiring new customers through technology.



lackie LeBental

10:00am - 6:00pm Show Floor Open

12:30pm- 2:00pm Lunch served in the Ballroom Foyer

3:00pm – Raffle Drawing for at show purchasing credits worth \$5,000. Collect raffle tickets based on purchases until 2:30pm, drawing at 3:00pm. You must be present to win.

6:30 - 8:30pm Cocktail Party. Enjoy cocktails and hors d'oeuvres with your Select Show friends at the High Rollers Club in Foxwoods





# **SCHEDULE DAY 2**



## Monday, August 20, 2018

8:30 – 9:45am Continental Breakfast served in Ballroom Foyer

9:00 - 9:45am Monday Morning Education: Compensation Conundrum

Join us for an exciting and thought-provoking session that tackles the complex subject of compensation in today's ever-changing world. How much should you pay? Salary or hourly? What about commission? Walk away with a strategy for determining the best compensation structure for your team to attract and retain the top talent in your market.



Susan Arlin

10:00am - 5:00pm Show Floor Open

12:30pm- 2:00pm Lunch served in the Ballroom Foyer

**3:00pm – Raffle Drawing** for at show purchasing credits worth \$5,000. Collect raffle tickets based on purchases until 2:30pm, drawing at 3:00pm. You must be present to win.

Thank you, travel safely.

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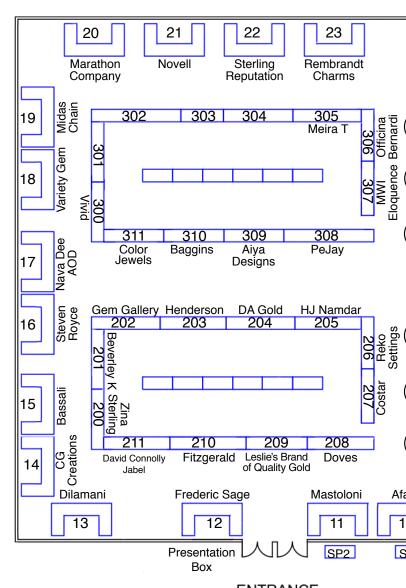


Booth #18

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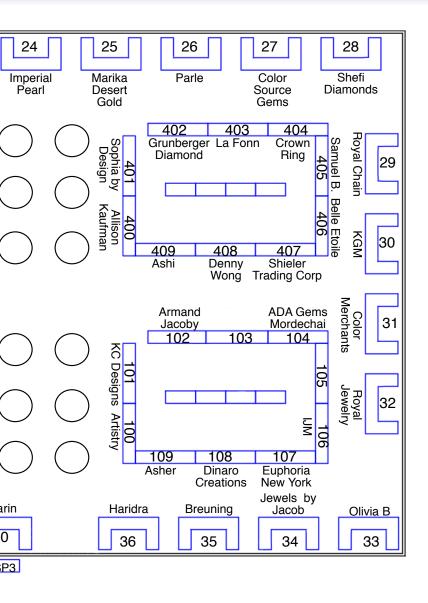
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# **FLOOR PLAN**



# Foxwoods Resort & Casino Ledyard, CT August 19-20, 2018





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Jason Hakimi jason@apafarin.com







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Harsh Sacheti harsh@beverleyk.com



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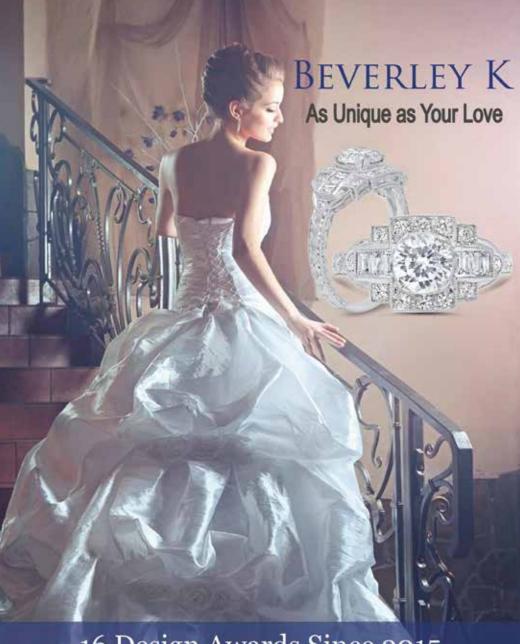
PO Box 1001 Pearl River, NY 10965 800-431-1606 Fax: 845-735-1798 www.cgcreations.com

We offer fashion-forward, trendy, sought-after jewelry, complimented with basic staples in 14K gold and sterling silver from Italy. CG Creations markets under the brands Wind & Fire, Zable, Stellar White and Gold Horizons.

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· J A B E L ·

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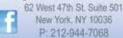
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Paul Vopat paul@mijbymarika.com



### **Marathon Company**



90 O'Neil Blvd. Attleboro, MA 02703 508-222-5544 508-226-6272 www.marathon-co.com

Manufacturing in the USA since 1897 Kiddie Kraft the number one children's line in the United States. 14K, sterling silver and gold filled.

Paul Bottomley pbottomley@marathon-co.com



### Mastoloni



415 Madison Ave. New York, NY 10017 800-347-3275 www.mastoloni.com

Mastoloni cultured pearl jewelry and necklaces have adorned women for celebrations, milestones, professional and daily wear for nearly a century. Chosen 'Best in Pearls' by retailers across the country, Mastoloni pearls truly are The Most Beautiful Pearls In The World™

Ray Mastoloni raymond@mastoloni.com

Dan Bogue dan@mastoloni.com

> MASTOLONI The Most Beautiful Pearls In The World TM

### Meira T Designs



17 East 48th St., Rm. 401 New York, NY 10036 212-398-0726 www.meiratdesigns.com

In the heart of Manhattan, Meira T designs her collection which utilize 14 and 18 karat gold, diamonds, and gemstones.

Meira Tugendhaft Info@meiratdesigns.com





### Midas Chain



50 McDermott Place Bergenfield, NJ 07621 201-244-1150 Fax: 201-244-1151 www.midaschain.com

Midas Chain is the premier jewelry manufacturer with an extensive array of beautiful styles. These range from 14K gold chains to unique fashion forward items that your customer will adore. The all new 500 page catalog contains an array of new styles that will keep customers coming back to your store throughout the year.

Mark Doris mark@midaschain.com



### **MWI Eloquence**



35 West 45th St. New York, NY 10036 212-869-9400 ext 302 www.mwiwloquence.com

MWI Eloquence collections are designed and manufactured to meet strict standards of excellence and provide customers with beautiful heirloom-quality jewelry.

Kerri Sprecher kks@mwiny.com

# MWI Eloquence

since 1954

### Nava Dee for AOD



62 West 47th St #1508 New York, NY 10036 212-719-4121 www.navadee.com

Founded in 1962, AOD Jewelry started and continues to be known as a trusted quality company that surpasses most. Our excellence in exquisite and unique designs, combined with knowledge of rare stones and diamonds, make us a step above the rest.

Elan Aghbashoff aodjewelers@yahoo.com



### Novell



2100 Felver Court Rahway NJ 07065 (888) 668-3551 www.novelldesignstudio.com

Made better in America for over 30 years. Novell's award winning designs and state of the art manufacturing bring you the best of the best. Our new Custom Shop division opens our factory up to you, the retailer, for all your design and manufacturing needs so now you can focus more on what's important: your business.

Phil Edelstein phil@novellgroup.com





### Officina Bernardi



5th Ave., #705 New York, NY 10018 212-273-0797 Fax: 212-273-0870 www.officinabernardi.com

Officina Bernardi is an Italian design house and manufacturer with over 30 years of experience in the art of fine jewelry. Their newest collection, Aurora Blue, features natural mother of pearl infused with a gorgeous cerulean blue and highlighted with their signature moon beads.

Katherine Whitacre katherine@officinabernardi.com

### Olivia B



20 Laurel Hill Terrace #6D New York, NY 10033 917-736-0885 oliviabjewelry.com

Inspired by the beauty and vibrance of gemstones and designed with fresh yet classic styling, Olivia B. offers innovative, excellently crafted 14K gold and high-quality gemstone jewelry with diamonds. Wearable day or night and for years to come.

Shari Cuartero shari@oliviabjewelry.com





### Parlé Jewelry Designs



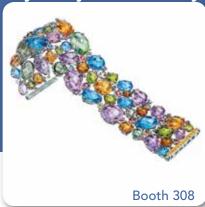
1975 South 5th Ave. Pocatello, ID 93201 800-635-9800 Fax: 208-233-0120 www.parlegems.com

Parlé means to speak and that sentiment encompasses each piece of jewelry we handcraft. We believe beautiful jewelry is created when there is a flow and relationship between metal and gemstone. Our dedication ensures that Parlé Jewelry is sourced from the mine with care, thoughtfully designed and meticulously crafted so it will be enjoyed for lifetimes.

Jonathan Farnsworth parlegems@parlegems.com



### **PeJay Creations &** My Story Fine Jewelry



150 Meadowlark Parkway Secaucus, NJ 07094 201-863-0006 Fax:201-863-0067 www.pejaycreations.com

Since 1950, we have been dedicated to consistent quality and service, never taking our customers for granted. Collections range from our classic diamond designs to our fashion forward use of textures and color. Our customers are as precious to us as the jewelry we manufacture.

Mitchell Feuer mitchell@pejaycreations.com





### **Phillip Gavriel**



### 2 West 46th St. New York, NY 10036 www.phillipgavriel.com

Phillip Gavriel creates fine jewelry for today's modern lifestyle, with handcrafted pieces in silver, gold, and precious gemstones. The collection has wide scale appeal with retail prices in gold starting at \$220. These bangles in silver and diamonds or black spinel start at \$695.

Kam Melamed kam@royalchain.com



### **Presentation Box Company**



517 Mineral Spring Ave Pawtucket, RI O2860 401-725-9480 FAX: 401-724-7035 www.presbox.com

Presentation Box + Display is the leading jewelry packaging & display supplier for the independent retail jeweler. We offer both custom packaging options as well as a large selection of stock boxes, pouches and bags that can be customized with your logo. Don't have the storage space? Ask us about our Flex Ship program ensuring you never run out of boxes. Finally we also offer "just what you need" hand wrapped displays made in RI with a 3-5 week lead time and the lowest minimum order quantity in the industry.

Belinda Duva bduva@interpak.com



### **Reko Settings**



333 Washington St., Ste. 851 Boston, MA 02108 617-367-8960 Fax: 617-367-2626 www.rekosettings.com

Reko Settings offers large selection of engagement rings, matching bands- Novel Collection with gemstones is a fine collection of earrings, pendants and rings. Custom creation with precious stone accents is offered with no model making charges.

Sam Mulani sam@rekoinc.com Rak Adhikari, Garry Wallace



### Rembrandt Charms



370 S Young's Rd. Willamsville, NY 14221 www.rembrandtcharms.com

Rembrandt Charms is a family owned company that designs and manufactures charms and charm bracelets. All Rembrandt Charms merchandise is made entirely in the United States and Canada and is covered by our Lifetime Warranty. Rembrandt offers thousands of charms in gold and silver, including over 200 movable charms

Megan Ciarfella Mciarfella@rembrandtcharms. com





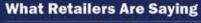
Precious charms for precious memories.

# Show Silver. Sell Gold!

How would your business look today, if our smallest floor display had been cultivating over 400 new and repeat customers annually?

- Rembrandt's charm displays generate \$4,500 - \$7,500 in sales per square foot!
- · Complete selection of inventorycontrolled displays available. Re-order only what you sell!
- · Our vertical displays contain the best-selling charms by region, leading to impulse Sterling Silver sales and Karat Gold special orders.
- Our charm collectors are loyal repeat customers!





"Rembrandt's Program has been a success for our stores for over 35 years! They provide us with an array of creative and timely marketing support for our digital and print advertising strategies, as well as in-store POS materials, such as minicatalogs for customers, window graphics, videos, and duratrans."

Kathy Corey, Day's Jewelers

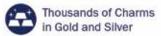
### Contact us for more info on our Business Building Charm Program!

Orders@RembrandtCharms.com • p.800-828-7840 • f.800-828-7811



DAY'S JEWELERS





Rembrandi

Charms



### **Royal Chain**



2 West 46th St. New York, NY 10036 212-382-3340 Fax: 212-730-7616 www.royalchain.com

Royal Chain is the industry's leader in gold. Celebrating their 40th anniversary this year, they have created a commemorative collection featuring the best in gold artistry. Their other areas of expertise include silver, the nationally recognized brand Phillip Gavriel, and other trend products.

Kamran Melamed kam@royalchain.com



### Royal Jewelry/ **Diamonds Forever**

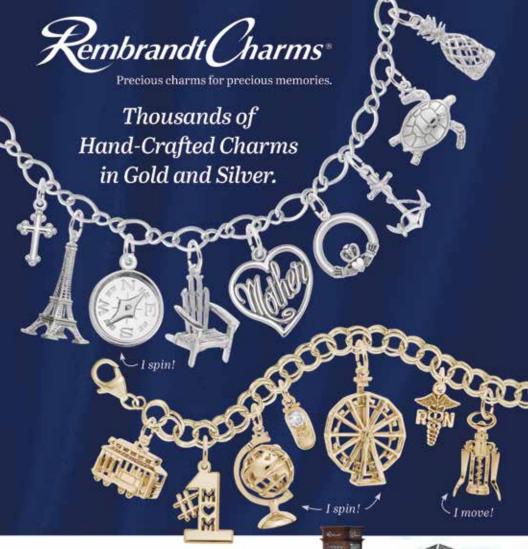


825 Northern Blvd. Great Neck, NY 11021 212-302-2500 Fax: 212-768-0601 www.royaljewelry.com

Royal Jewelry has three generations of experience in the gem and jewelry trade. Royal's designs, superb craftsmanship, and astonishing value are known throughout the world. Our line of timeless pieces encompasses classic and fashion-forward designs.

Michael Hakimian michael@royaljewelry.com





### What Retailers Are Saying

"Rembrandt's wide assortment of affordable, high quality charms has helped us capture the under \$200 price point without compromising the quality of our merchandise."

- Jim Brusilovsky, Mark's Jewelers



Contact us for more info on our Business Building Charm Program!

Orders@RembrandtCharms.com • p.800-828-7840 • f.800-828-7811









### Samuel B.



98 Cuttermill Rd. Suite 234 South Great Neck, NY 11021 855-SamueB www.Wholesale.SamuelB.com

Samuel Behnam is an awardwinning New York based jewelry designer and founder of the Samuel B. Collection. Inspired by the immeasurable beauty of nature and the ancient traditions of Balinese and Thai jewelry craftsmanship, Samuel has made designing stunning jewelry his life's work.

Mathew Behnam Mathew@SamuelB.com



### Shefi Diamonds Inc.



580 Fifth Ave., Ste. 1227 New York, NY 10036 212-391-1482 www.shefidiamonds.com

Shefi Diamonds, featuring our new must-see Bridal Display Program. Shefi provides diamond anniversary bands, bracelets, bangles, solitaires, stud earrings and more - all in free display elements. From basic to exceptional, see Shefi Diamonds.

Sanjay Hirawat sanjay@shefidiamonds.com







www.dfeusa.com | 516.466.1900



### **Shieler Trading Corp**



2 West 46th Street, Ste., 509 New York, NY 10036 212-764-7600 www.shieler.com

Shieler Trading Corporation strives on the fact that we put our customer first and we are not happy unless our customers are happy. Our proven quality and price points are here to stay and everyone is family to us. Come join the Shieler Trading Corporation family and our 40 years of tradition and see what all the fuss is about!

Abraham Neissani, abe@shieler.com Morris Neissani, morris@shieler.com



### Sophia by Design

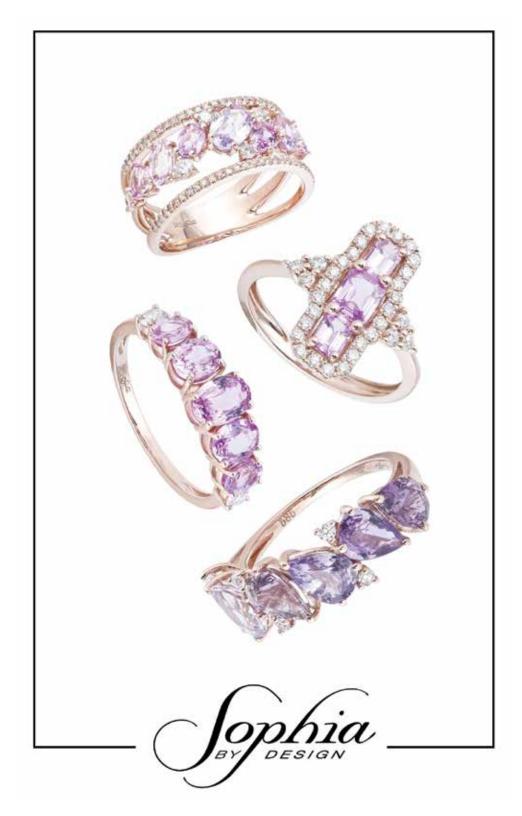


457 Haddonfield Road, Suite 420 Cherry Hill, NJ 08002 www.sophiabydesign.com 215-629-0260

Destination: Style... with over 30 years of dedication to excellence, we are proud to present our 2019 internationally inspired collections. Each design is crafted with sophistication and quality with today's woman in mind. Wherever the journey takes you, arrive in style with Sophia.

Shaul Reznik sales@sophiabydesign.com







### **Sterling Reputation**



10116 W Oakland Pk. Blvd. Sunrise, FL 33351 954-578-1880 Fax: 954-578-1414 www.sterlingreputation.com

925 Sterling Silver handcrafted Hummingbird earrings with colored C7's. MSRP \$99.

SteveBerkowitz info@sterlingreputation.com

### **Steven Royce Designs**



98 Cuttermill Rd. #96 Great Neck, NY 11021 516-466-0700 Fax: 516-466-0720 www.stevenroyce.com

Steven Royce has been manufacturing fine jewelry for over 30 years, specializing in alexandrite, tanzanite, emerald, ruby, and sapphire jewelry.

Jason Rahimi info@stevenroyce.com









516-466-0700 WWW.STEVENROYCE.COM EMAIL: INFO@STEVENROYCE.COM











### Variety Gem Co. Inc.



295 Northern Blvd. Ste. 208 Great Neck, NY 11021 800-735-4367 Fax: 212-921-1834 www.varietygem.com

Variety Gem presents these two classic styles price point engagement and matching wedding band for the millennial bride. The engagement ring has 0.16ctw of diamonds and the matching wedding band has 0.19ctw of diamonds. Style number EN2496W/D MSRP \$1,275 and WB2496W/D MSRP \$1,240.

Moshe Bezalel moshe@varietygem.com



### **Vivid Jewels**



15 W 47th St., Ste 605 New York, NY 10036 516-423-6120

We offer a free silver + CZ bridal line with guaranteed 7-day delivery on custom ring orders. Our price and service is the best you will find. Visit our booth for a chance to win a \$250 Amazon gift card! No purchase necessary.

Michael Livi michael@DSLpearl.com





Displays are available
Booth #18



800-735-4367 \* www.varietygem.com



### Zina Sterling Silver



470 S Beverly Dr. Beverly Hills, CA 90212 310-286-2212 Fax: 310-286-1432 www.zinasterling.com

A Leader in the world of jewelry design since 1984, Zina along with her family represents three generations committed to the time-honored traditions of creating quality jewelry in sterling silver and gold. Finding her inspiration in Nature and in Architecture, Zina is proud of her classic designs and always has an eye towards designing the classics of tomorrow.

Andrew Goldstein zina925@zinasterling.com



### **Dollar for Dollar Stock Balancing Across All Our Lines**

www.PiYaRo.com sales@AiyaDesigns.com | 888-427-8886

# SHOW SPECIALS

### Royal Jewelry

### Memo Program

For new customers only, visit us to receive full memo product with no commitments, only pay for what you sell.

### IJM / Morris & David

### **Big Savings**

1ct full cut shiny diamonds bolo bracelet \$799

### H.J. Namdar

### Discount & January Dating

An Extra 20% Discount on all colored diamonds Jewelry purchased at the Select Show with January 2019 Dating! (Terms: One payment in 6 months/ 180 Days Terms).

### Belle Étoile

### Free Phone POP

With a qualifying order, receive a free quantity of Phone Pops, up to a \$600 retail value!

### Variety Gem

### **Custom Flyer Program**

Create your own fliers for the upcoming holiday! Variety Gem will design fliers with your store name. For more details, please see us at the booth.

### Samuel B.

### Free Gift

Free Kiehls Gift Set with purchase.

### Dilamani

### Save on Best Sellers

8 pairs of our best-selling geometric shapes, all 8 pave stud earrings for only \$998! Fun shapes include kites, hearts, 4 point stars and rounds in 14K white, yellow and rose gold.

### Steven Royce Designs

**Save 10%** 

Additional 10% off all emerald jewelry.

### **Shefi Diamonds**

### Discount, Dating & Display

- 1. Purchase white gold Anniversary Band Series: receive yellow gold version of same style on memo for one year. Free display elements provided.
- 2. January dating for all purchases finalized during the Foxwood Select Show. 3. 10% Off all purchases made during the Foxwood Select Show by new customers.

### **Ashi**

### **Matching Pendant Memo**

For all new accounts purchasing our best-selling Lovebright Earrings, we will be giving the matching pendants on memo. Don't miss out on this amazing opportunity to try our best-selling line!



### **Rembrandt Charms**

### Small Charms, Big Sales

Is your Charm Program setup for success? Our smallest floor display cultivates over 400 new & repeat customers annually and \$5,500 in sales per square foot! Extended Terms, New Charm Displays, Upgrades and Refreshes!

# Brevani, a division of Color Merchants

### **Marketing Program**

Free video display and targeted Facebook marketing with the purchase of Spryngs.

### Samuel B.

### \$300 Credit

\$300 credit when you open a new account with Samuel B. Valid at show Only.

### Belle Étoile

### Free Gift

Receive a free gift for making an appointment and visiting us at the show.

### Aiya Designs

### Free Bracelet

Make an appointment and get a free PiYaRo Bracelet. No Purchase Necessary.

### Variety Gem

### **New Diamond & Color Program**

Variety Gem has designed a new program called ""Radiance by Variety Gem"". This program includes 72 pieces of newly designed diamond/colored stone in 14K white gold and two-tone. You will find the line very well made and competitively priced. The program includes a free display.

### **Color Jewels**

### Extra Discount

Our normal discount is 42% off our tag price and for the Select Show we will offer an additional 7% Off.

Example: Tag price \$1500 less 42% = \$870

Less show special additional 7% off = \$809.10

### Samuel B.

### Free Lip Balm

Visit our booth and receive a complimentary Samuel B. Lip Balm

### Belle Étoile

### Marketing Consultation

Receive a free marketing consultation to help set up a traffic-driving sales program.

### **Steven Royce Designs**

### Save 15%

Save on all aquamarine and opal jewelry.

# **RAFFLE DETAILS!**



Don't forget to participate in our 2017 Buyer Raffle worth up to \$10,000 in At-Show Purchasing Credits and Merchandise!

Be sure to get a copy of Every Purchase Order you place at the show to get more raffle tickets.

The Following are Aggregate Purchase Dollar Incentives:

If you write and present \$5,000 or over in collective Purchase Orders at the show, you get one more extra raffle ticket;

\$10,000 or over gets you 2 more extra raffle tickets; \$15,000 or over, 3 more extra raffle tickets; \$20,000 or over, 4 more extra raffle tickets; \$25,000 or over, 5 more extra raffle tickets; \$35,000 or over, 7 more extra raffle tickets; \$50,000 or over, 10 more extra raffle tickets; \$100,000 or over, 20 more extra raffle tickets.



### **DRAWING TIME!**

3:00 PM – Raffle Drawing For At-Show Purchasing Credits worth thousands of \$\$ on Collection Floor. Collect raffle tickets based on purchases until 2:30PM for drawings on Sunday and Monday at 3:00PM. You must be present to win.

Remember, you must be present to win, but if you have non-winning tickets on one day, they will again be included in the following drawings.

### SELECT JEWELRY SHOW

64 W 48th St, Suite 1005, New York, NY 10036

CALL 844-285-1103 TO REGISTER OR VISIT WWW.SELECTJEWELRYSHOW.COM



by IJM



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# **NOTES**

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# SAVOR SILVER



РіҮаЯо

**BOOTH #309** 



SAMUEL B.
New York • Bali
BOOTH #405



PHILLIP GAVRIEL

BOOTH #29



Bellevitoile.

**BOOTH #406** 



# **NOTES**

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# **Bridal Collection**

by Variety Gem



Variety Gem Co., inc.

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