BUYING

PREPARE TO MAKE SOME TOUGH DECISIONS IN LAS VEGAS THIS YEAR.

When we surveyed our readers in May about their plans for Vegas, just over half (54 percent) told us they would be cutting their buying by 10 percent or more. Of course, that means almost as many will be buying the same or even more than they did last year, suggesting a fairly even split between those of you who are upbeat about the prospects for the year, and those who are less so. Still, regardless of your open-to-buy, the economic uncertainties make it essential you buy right. And that’s where we come in: With the help of a top industry trend watchers and your fellow retailers, INSTORE has identified what we believe will be the leading trends at the show. So, look out for designers responding to the high price of gold with openwork, scrollwork and jewelry with more gemstones. Take time to inspect the roses — both rose gold and rose-cut stones. Go green with eco-friendly jewelry. Push the bounds of your inventory with un-jewelry. Most of all, though, buy with your head, not your heart. Happy shopping! — PAUL HOLEWA
**BIG HIT NO. 1**

Openwork jewelry is getting light and breezy as designers look to create a big look using less gold.

- Scrollwork, latticework or openwork jewelry

**BIG HIT NO. 1**

**OPEN**

- **Barry Kronen Designs’** 18K-rose-gold cuff is from the designer’s NOVEAU LACE COLLECTION. The cuff is set with diamonds (2.32 TCW).

- **J.J. Marco** creates openwork 18K-yellow-gold spheres set with round brilliant white diamonds on a handmade gold chain necklace.

- **Elle Jewelry** big on comfort and style with this lattice design.

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**BUYING GUIDE 2008**

**STYLE COUNSEL**

**Cindy Edelstein**

JEWELEER’S RESOURCE BUREAU,
PELHAM, NY

Big scrollwork/openwork cuffs are so of-the-moment. These cuffs take up a lot of visual space without mass — the light, airy designs are perfect for today’s retail environment and getting more look for your dollar.

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**Michael O’Connor**

PGI, USA, NEW YORK, NY

The price of materials is leading jewelry designers to think “negative space” and create great pieces that are innovative in their use of metals and gemstones.

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**Shaye Strager**

STUDIO-PR, NEW YORK, NY

Thanks to fashion’s edgy and sexy cutouts, the trend of openwork and negative space in jewelry is a real complement to red-carpet looks.

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**RETAILER FEEDBACK**

Is this a product category you will be stocking for the 2008 holiday season?

- **54%**
  - Yes
- **46%**
  - No

"BRAIN SQUAD" RESPONSES: 268

We will look for pieces that are cut out but not flimsy. Design change can work but not at the sacrifice of quality. — Joseph Hebert; Hebert Jewelers, Miford, CT

This particular style started to take hold about a year ago and is gaining popularity very quickly. — Kimberly Buxton; Bellman’s Portsmouth, Portsmouth, NH

It’s a beautiful way to have less metal in a piece, and it doesn’t look like you “cheaped out.” — Treva Roberts; Diamonds & Designs by None Other Goldsmiths, Gahanna, OH

I like the idea, not just for the price point thing but it is a style trend that can be personalized and not follow the mass market. — Thomas Wright; Wrights Jewelers, Lincoln, NE

Scrollwork, latticework, pierced-out — call it whatever you want, it is here and strong. Purveyors such as Leslie Greene, Gregg Ruth and Chad Allison have made an age-old design new again. — David Mazer; Bernie Robbins Fine Jewelry, Newtown, PA

More of our custom work is being built this way. Customers want a bigger look for the same money. — Rich Bennett; P.K. Bennett Jewelers, Mundelein, IL

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**JUNE 2008**
JANE BASCH DESIGNS’ openwork FINGER CANDY 14K-gold dome ring features a butterfly set with diamonds.

This 18K-yellow-gold DIAMOND MIRROR heart pendant (.56 TCW) and chain are from NATASHA BY D’ANNUNZIO.

BOCHIC’S openwork earrings are set with diamonds of various shapes and color as well as spinels.

MEGAN THORNE sets rose-cut sapphires and diamonds in 18K-yellow-gold Arabesque fan earrings.

GREEN

- Eco-friendly jewelry and jewelry with a cause have gone from being a mild concern to a full-blown category.

STAR PICK

Lori Bonn’s Chrysalis Collection is part of her latest Clear Conscience Principal where reclaimed silver is used and polka dot chalcedony is mined responsibly.

Rebecca Overmann uses reclaimed gold for these 14K-yellow-gold and sterling-silver Diamond Water bangles set with diamonds.

Mauri Pioppo spells out her green intentions with her LiveGreen Collection. Green colored stones are set in recycled silver and gold. Roughly 30 percent of proceeds go to the Natural Resources Defense Council.

Beamer Arts Designs recycles bottle caps to create sterling-silver Bottle Cap Puffy Earrings. (Pictured here, long drop-style earrings).

Is this a product category you will be stocking for the 2008 holiday season?

35% YES
65% NO

“Brain Squad” Responses: 276

It has to be genuinely eco-friendly and not be too overt where the consumer gets green-fatigue. I love designers like John Hardy where the design is first and foremost, and the eco-friendly layer sits beautifully underneath. It’s the “frosting on the cake” to the consumer who wants gorgeous jewelry and is eco-conscious. — Peter Manka Jr.; Ben Garelick Jewelers, Williamsville, NY

A jewelry store is not a place for a political statement, much like I do not care to be bombarded with a Hollywood starlet’s or star’s opinion on world affairs. — David Mazur; Bernie Robbins Fine Jewelry, Newtown, PA

It’s not that we won’t be stocking green or eco-jewelry, but advertising it causes customers to look at our non-green jewelry in a bad way. — Casey Gallant; Stephen Gallant Jewelers, Orleans, MA

We don’t have to openly use products to prove we operate under responsible practices. Charity is done from the heart, not something we use to try to garner more profits. — Alex Weil; Martin’s Jewelry, Manhattan Beach, CA

Only if it is beautiful and fits with our bestselling inventory mix. Green jewelry is only as good as the “green” it brings in. — Dorothy Vodicka; The Gem Collection, Tallahassee, FL

RETAILER FEEDBACK

Style Counsel

Paula Peterson
Crown Luxury, Orlando, FL

For jewelers looking to expand market share and be relevant in today’s modern luxury movement, eco-jewelry is an important and essential category. Toby Pomeroy has been an early pioneer and ongoing inspiration in the eco-movement.

Michelle Orman and Jessica Milstein-Cohen
LüP, New York, NY

Jewelry for a cause has been around for a while, but eco-friendly or environmentally conscious seems like a particularly current addition to this overall genre.

Della Smith
Della Smith & Associates, New York, NY

Green gold, rough-cut stones, raw diamonds, conflict-free gems lend themselves to lush and feminine designs.

- Peter Manka Jr.; Ben Garelick Jewelers, Williamsville, NY

- David Mazur; Bernie Robbins Fine Jewelry, Newtown, PA

- Casey Gallant; Stephen Gallant Jewelers, Orleans, MA

- Alex Weil; Martin’s Jewelry, Manhattan Beach, CA

- Dorothy Vodicka; The Gem Collection, Tallahassee, FL

- Peter Manka Jr.; Ben Garelick Jewelers, Williamsville, NY

- David Mazur; Bernie Robbins Fine Jewelry, Newtown, PA

- Casey Gallant; Stephen Gallant Jewelers, Orleans, MA

- Alex Weil; Martin’s Jewelry, Manhattan Beach, CA

- Dorothy Vodicka; The Gem Collection, Tallahassee, FL
BUYING GUIDE 2008

STYLE COUNSEL

Brad Price
KROMBHOLZ JEWELERS, CINCINNATI, OH

We are seeing a strong interest in earthy tones in every category. The trend toward earthy items can also be seen in pieces with ebony woods, wide cuffs and link chains with yellow gold and ebony links.

Judd Rottenberg
LONG’S JEWELERS, BURLINGTON, MA

Warmer gemstones lend themselves better to yellow gold. The palette tends to be soft and wearable. The pieces are not striking from a color point of view, allowing the design and the quality to shine through.

Shaye Strager
STUDIO-PR, NEW YORK, NY

Earth-tone gemstones have become a wonderful complement to fashion’s neutral palette.

RETAILER FEEDBACK

Is this a product category you will be stocking for the 2008 holiday season?

77% YES

23% NO

“BRAIN SQUAD” RESPONSES: 283

Chocolate has been a strong color. I think women just like the idea of wearing chocolate somewhere other than on their hips! — Dorothy Vodicka; The Gem Collection, Tallahassee, FL

Brown is the ugliest color out there for jewelry, and how anyone could find it attractive is beyond me. — Daniel Spier; Daniel R. Spier Jewelers, Cambridge, MA

 Tried it before. Want to buy some? — Charles Wallace; Curt Parker Jewelers, St. Louis, MO

People like natural looking things. I have carried brown diamonds for years. We have been ahead of that trend.

Now my customers will know where to find it. — Jenny Hetei; Portofino Jewelry, Edwards, CO

Warm tones have been my biggest seller this year. Lorenzo by Simon Golub has a gorgeous group of honey citrine and Stuller has “Coco” pearls. Along with peridot, these make a beautiful collection of earth-tone jewelry. This is my favorite new trend. — Casey Gallant; Stephen Gallant Jewelers, Orleans, MA

Browns are hot right now! For years we couldn’t give smoky quartz away and now it is a requested gem! Go figure! — Carol Ann Yeager; Diamond Works, Chillicothe, OH

SONYA OOTEN’S DOUBLE DIAMOND COSMOS earrings are hand-crocheted 18K-gold wire featuring white and champagne diamonds.

RODNEY RAYNER created this 18K-red-gold SQUARE CAGE necklace and pendant and matching ring set with champagne and white diamonds.

This 18K-gold sand-dollar-fossil ring by MELISSA JOY MANNING is set with a champagne diamond.

Three bronze pearls adorn ANNE SPORTUN EXPERIMENTAL JEWELLERY’S 18K-yellow-gold earrings.

From THISTLE & BEE’S BAMBOO COLLECTION comes this cocoa pearl necklace featuring a sterling-silver bamboo-styled toggle clasp.

START PICK

118 JUNE 2008
Jewelry is leaning toward earth tones, with a rise in popularity of chocolate, champagne and cognac colored pearls and diamonds, as well as smoky quartz.

**BIG HIT NO. 3**

**EARTHY**

- **PAMELA FROMAN’S CHOCOLATE CRUSH**
  - Pearl necklace is made with 18K pink crushed gold featuring chocolate Tahitian pearls, golden South Sea pearls and diamonds.

- **MANAK COUTURE**
  - Combines trends with these scroll earrings in blackened gold set with white diamonds and accented with champagne diamond briolettes.

- **PART OF ROBERTO COIN’S COGNAC FANTASIA COLLECTION**
  - These 18K-white-gold bangle, ring and earrings are set with a series of cognac diamonds.
Michelle Orman & Jessica Milstein-Cohen
LÜP, NEW YORK, NY

Rose gold is particularly trendy and is a youthful use of gold, a real full-circle for the material.

Shaye Strager
STUDIO-PR, NEW YORK, NY

Rose gold, rose-cut diamonds and gems all play into the theme of “what was old is new again.”

Paula Peterson
CROWN LUXURY, ORLANDO, FL

Once confined to diamond-set jewelry, rose cuts have moved to colored-stone-set jewelry.

Is this a product category you will be stocking for the 2008 holiday season?

39% YES  61% NO

“BRAND SQUAD” RESPONSES: 281

Rose and white compositions have always been a key aspect of our product differentiation. So many folks are jumping on the bandwagon that we’re heading in even different directions beyond this — we don’t want to be part of the morass of businesses out there that are making this faddish. — Steve Saint-Louis; Earthworks Gem Design Studio, Kent, WA

Customers have not wanted it. Comments have been along the lines of, “It looks good but too much like copper.” — Chuck Kuba; Iowa Diamond, Des Moines, IA

Rose gold is soft and feminine. We already carry it and will probably increase product in the fall. — Lynne Segerman; Ylang-Ylang Fine Jewelry, St. Louis, MO

We’ve tried rose gold for the last year and have had little response to it. Our customer base seems to lean more toward the traditional white and yellow metals. — Scott McQuaid; In House Jewelers, Phoenix, MD

The rose gold look is something new for young people who want something other than the white gold all their friends have but not the yellow gold that many of our young customers wouldn’t be caught dead wearing. — Ronald D. Scott; Scott’s Jewelry, Americus, GA

This is the year of the roses, with rose gold and rose-cut stones being seen almost everywhere. Trend watchers say rose gold is just hitting its stride.

MORITZ GLIK has created jewelry with gold chips, which are sandwiched between two white sapphires and set in rose gold.

In these one-of-a-kind 18K-rose-gold earrings, SUZY LANDA frames morganites.

ANDREA FOHRMAN sets a large rainbow moonstone in 14K rose gold. Aquamarines surround the center stone.

ALBERIAN AND AULDE double the rose quotient with 18K rose gold set with marquise diamonds and rose-cut diamonds for these JAG HOOP earrings.

SUZY LANDA frames morganites.
It seems that the ’70s are back—a time when large graphic pieces with strong lines dominated, when the chest became a showcase for huge door-knocker-size neck pieces.

Michelle Orman and Jessica Milstein-Cohen
LÜP, NEW YORK, NY
This combines two trends into one, scrolling and bib-style, proving that bib-style necklaces don’t have to be heavy or clunky.

Brad Price
KROMBHOLZ JEWELERS
CINCINNATI, OH
Bibs are bold on style and less painful on the pocketbook.

It works ... always has. A bib necklace gives attention to the jewelry and less to the neck if there are a few age wrinkles. — Judy Bond; Just Gold Jewelers, Stuart, FL
Shapes can define a woman’s face and neck. Be sure not to mix. — John Turrentine; Thomas S. Fox Diamond Jewelers, Grand Rapids, MI
We’ll try this look with pearls. — Laura Sipe; JC Sipe, Indianapolis, IN
We’ve been doing well in bib necklaces for the past three years! — David Lindsay; Purdy’s Jewellery & Gems, Bobcaygeon, ON
It hasn’t been a big item, even though all the newscasters and many actresses wear them. — John Joseph; S. Joseph and Sons, Des Moines, IA
My clients are pretty conservative, and this style can be achieved with costume jewelry. — Mary Harding; Mary L. Harding, G.G., Bellingham, WA
They haven’t done well for us in the past. My staff likes them, but customers don’t buy them. — Carol Ann Yeager; Diamond Works, Chillicothe, OH
I still have some lovely Y necks from the early ’80s! Fad, fad, fad. — Cindy Fuller; Fuller’s Jewelry or Poplar Bluff, Poplar Bluff, MO
ELLE JEWELRY gives wearers of the sterling-silver and pearl-cluster necklace a little something extra — 2 inches. The 16-inch necklace comes with an extender.

ELLE JEWELRY

GURHAN'S 24K-yellow-gold LUSH NECKLACE is hand-hammered, a popular textured surface this season.

MELISSA JOY MANNING'S COLLAR NECKLACE is made of 14K yellow gold.

RON HAMI'S 18K-yellow- and white-gold octagon bib-style necklace is set with diamonds (.70 TCW).

The JET BIB by M. STURMAN JEWELLERY features Swarovski jet crystals, sequins and vintage crystal appliqués.

JCK Las Vegas Show
May 30 - June 3, 2008
Booth #D18149

JA NY Summer Show
Booth #1554-56, #1633-35

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S T Y L E C O U N S E L

Judd Rottenberg
LONG’S JEWELERS,
BURLINGTON, MA
Semi-precious stones will be
in high demand, as they can
help to create a big look
without breaking the bank.
Marco Bicego leads this
trend with his use of gold to
highlight the beauty of semi-
precious colored stones.

Della Smith
DELLA SMITH & ASSOCIATES PUBLIC RELATIONS,
NEW YORK, NY
Designers are fashioning pieces that seem to be optical
illusions, using stones, not metal, to achieve the effect.

Michelle Orman and
Jessica Milstein-Cohen
LÜP, NEW YORK, NY
This is related to the use of scrollwork. Designers are
looking to stretch gold or for other options entirely.

R E T A I L E R F E D B A C K

Is this a product category you will be
stocking for the 2008 holiday season?

54% YES
46% NO

“BRAIN SQUAD” RESPONSES: 278

Cabochons are hot, often
exotic, even Medieval looking.
They can have a magical
quality that customers tired of
standard diamond jewelry
just love. — Dorothy Vodicka;
The Gem Collection,
Tallahassee, FL
Large stone rings have been
in for quite some time. Barry
Kronen’s colored gems are
“rock candy!” — Lynne
Sagerman; Ylang-Ylang Fine
Jewelry, St. Louis, MO
I just recently took a look at
lapis, turquoise and rose
quartz cabs, as well as mother-
of-pearl, opal and spiny oyster
inlay — all big looks! — Erika
Godfrey; Hawthorne Jewelry,
Kearney, NE
Most of my clients see these
gems as perfect for silver and
won’t invest in gold holding
these types of stones as a
center. — Mary Harding;
Mary L. Harding, G.G.,
Bellingham, WA
Since last year we’ve been
moving to gemstone-heavy
jewelry. Not that the
mountings are lightweight,
but we’re featuring big bold
stones with minimal metal.
This trend also complements
the earth tones and textures
category. — Casey Gallant;
Stephen Gallant Jewelers,
Orleans, MA
Color = size = fun! — Zdena
Jiroutova; Z Folio Gallery,
Solvang, CA

D I A N A H E I M A N N ’ S
COLOR STACK rings are set
with peridot, aquamarine
and fire opal with a hint of
diamond accents.

B I G H I T N O . 6

ROCKY

Designers are using more
gemstones in their designs. Sure,
it means less precious metal, but
it also means more color and a
bigger statement.

The 18K-rose-gold
PEBBLE PENDANT from
PINKJULES features a
pendant crowded with
cabochons including
sapphires, tourmalines
and beryl.

This ring from
Italian designer
DADA features
a large rose
quartz center
stone with a
diamond- and
ruby-set snake.

This substantial
ZEBRA CUFF from
OPAL STONE supports a
79-carat antique Japanese
coral cabochon. The 18K-
yellow-gold cuff is also set
with diamonds (5.75 TCW).

I R E N E N E U W I R T H ’ S
18K-yellow-gold bracelet is set
with sizable chrysoprase
cabochons.

S T A R P I C K

These 18K-white-, yellow-
and rose-gold rings from
ZYDO are set with diamonds,
sapphires or rubies.

This substantial
ZEBRA CUFF from
OPAL STONE supports a
79-carat antique Japanese
coral cabochon. The 18K-
yellow-gold cuff is also set
with diamonds (5.75 TCW).
Never before have we seen so many black gold or oxidized silver pieces. These dark metals are perfect for showcasing bright stones and diamonds. Their aged look is a new take on old techniques in hand-hammering.

Michelle Orman and Jessica Milstein-Cohen
LÜP, NEW YORK, NY

Blackened metals can encompass many larger trends. In some designs the look is decidedly rock ‘n’ roll, while in others, where oxidization is used as an accent, the look becomes extremely organic and encompasses the whole “green” feel that is so popular right now.

Brad Price
KROMBHOHLZ JEWELERS, CINCINNATI, OH

We are seeing the greatest interest in the blackened look in pieces that are paved in color.

We have used, and will continue to use, satin, brushed or oxidized finishes on a lot of our pieces. — Gary Youngberg; Ames Silversmithing, Ames, IA

Yes, but only for “goth” brides. — Chuck Kuba; Iowa Diamond, Des Moines, IA

Some customers keep their jewelry so dirty, why would they want to pay more for black? — Charles Wallace; Curt Parker Jewelers, St. Louis, MO

We are stocking titanium that’s been oxidized to reach different color inlays, or even a rainbow effect on the whole band. — Rose Welch; Graham Jewelry, Lawton, OK

Tungsten, oxidized with stainless, titanium, neoprene — all are very hot, primarily in the men's category. — John Joseph; S. Joseph and Sons, Des Moines, IA

Lyric by Frederick Goldman has done a great job with the combination of oxidation and polished surfaces. The contrast on these pieces really grabs the customers’ attention. — Casey Gallant; Stephen Gallant Jewelers, Orleans, MA

Although I don't personally like it, blackened jewelry is always noticed and sells through for us. — Carol Ann Yeager; Diamond Works, Chillicothe, OH

To produce the oxidized look for the designs in CRESBER’S TO SARA COLLECTION, the Spanish designer placed this 18K-gold cuff-style bracelet in a special bath of ruthenium. Swirl surface patterns and diamonds set in circle and square shapes are the collection’s signature look.

SARAH GRAHAM METALSMITHING’S MANZANITA STICK blackened steel pendant gets its texture from driftwood found on Manzanita Beach in Oregon. Cognac diamonds are set in 18K gold.

STAR PICK

For designer REBECCA OVERMANN, dew drops take the form of 18K-yellow-gold pieces on a blackened sterling silver cuff for her LARGE DEW DROP CUFF.

This design from TODD REED features a handmade necklace made of oxidized sterling silver and 18K-yellow-gold links. Round brilliant diamonds are set alongside a rough brown diamond.
Jewelry designers are going with blackened or oxidized looks in metals that range from stainless steel and silver to gold and platinum.

**EXPANSION CATEGORY NO. 1**

**BLACKENED**

- Jewelry designers are going with blackened or oxidized looks in metals that range from stainless steel and silver to gold and platinum.

- **JANE TAYLOR JEWELRY’S CHUBBY LINK**
  - Sterling-silver bracelet has a black rhodium finish set with black spinel.

- **J. MITA DESIGN**
  - Brings together oxidized silver and 18K yellow gold in her **MOIRE COLLECTION** in this **LARGE MARQUES** (54 x 18 mm) pendant set with diamonds on a 16-inch, 10-strand cable wire chain.

- **ANDREA FOHRMAN**
  - Combines trends with rose-cut diamonds and opals set in 14K oxidized pink gold for the pendant from the designer’s **STELLA COLLECTION**.

- **A. WOO’S NARANSA COLLECTION**
  - Earrings are made using gunmetal.

- **K. MITA DESIGN**
  - *EXPANSION CATEGORY NO. 1*
  - June 2008
  - Jane Taylor
  - Jewelry’s Chubby Link
  - Sterling-silver bracelet has a black rhodium finish set with black spinel.

- **JANE TAYLOR JEWELRY’S CHUBBY LINK**
  - Sterling-silver bracelet has a black rhodium finish set with black spinel.

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  - Sterling-silver bracelet has a black rhodium finish set with black spinel.
Michael O’Connor  
PGI, USA, NEW YORK, NY  
The biker look is big, and jewelry is taking it on full-force. Designer Catherine Angel has utilized a variety of skull, cross and dragon themes, set in platinum with black diamonds to give her jewelry an edgier look. Pendants are available at a variety of price points and many are suspended from black cords that pick up the diamonds beautifully.

Shaye Strager  
STUDIO-PR, NEW YORK, NY  
From snakes to dragons, rock ’n’ roll symbols are even more popular this year than last.

Michelle Orman and Jessica Milstein-Cohen  
LÜP, NEW YORK, NY  
In conjunction with the refined rocker trend is the emergence of an increased number of men’s jewelry collections. Designers such as Blum Lux and Black & Blue are making rock-star inspired fine jewelry for more everyday people.

Is this a product category you will be stocking for the 2008 holiday season?

10% YES  90% NO

“BRAIN SQUAD” RESPONSES: 280

Only on a special order basis, or if the demand picks up. — Armando Gonzalez; Blue Marlin Jewelry, Islamorada, FL

We see this trend in cufflinks. They are popular right now. — Olivia Johnson; St. John & Myers, Lexington, KY

We make some and have some in the case right now, but there’s very little interest. — Jon Michael Fujia; Jon Michael’s Jewelers, Durand, MI

We have a fair selection already, will only order as it sells. — Tim Ottmann; The Gem Gallery, Reno, NV

The bold crosses are OK, so long as they are a designer’s look. No skulls. — Brenda Newman; The Jewelry Source, El Segundo, CA

I believe Robert Lee Morris is coming out with skulls from his Andy Warhol line. Definitely excited to see this at the Vegas show. — Peter Munka Jr.; Ben Carelick Jewelers, Williamsville, NY

Everything we have with skulls sells. I had a pair of Roberto Coin cufflinks made for myself, and now I stock them as a basic. — Steven B. Goldfarb; Alvin Goldfarb Jewelers, Bellevue, WA

The customer who wants it can’t afford it. — Charles Wallace; Curt Parker Jewelers, St. Louis, MO

Biker jewelry is big, leading with skulls and crosses. Biker jewelry has gone whole-hog high end, which means more choices for gents and edgy ladies.

STAR PICK

Robin Rotenier combines skulls and crossbones in these 18K-yellow-gold men’s cufflinks. The eyes are set with red garnets.
This 18K-yellow-gold skull ring set with pavé diamond accents and diamond eyes is from ARI SOFFER.

From the SHOCKRA COLLECTION by MICHAEL SPIRITO for EXHIBITIONIST comes this silver FLAMING RING, set with a black spinel and pavé crystals and featuring tattoo-like motifs.

This white-gold pendant from STEPHEN WEBSTER is set with a red garnet and black sapphires.

RHONDA FABER GREEN’S VERDE GUINEVERE ring dresses up silver with diamonds.

A little twisted steel can beef up a guy’s edgy, urban look, like this assortment of bangles set with gemstones from PHILIP CRANGI.

This GOTHIC HARLEQUIN CROSS from PAMELA FROMAN is made with 18K white gold and 22K crushed gold set with aquamarine (PICTURED HERE FRONT AND BACK VIEWS).
Buying Guide 2008

Are you serious? I have a diamond BMW I-Drive for sale if you need it. — Mario Macias; Atlantic Diamond Company, Chicago, IL

We have too many fine gift shops to compete with in the area, and only one other jewelry store. We don’t want to expand into areas with more competition; we want to remain unique. — Casey Gallant; Stephen Gallant Jewelers, Orleans, MA

We carry sunglasses from Fossil. Wallets too. — Jenny Hetei; Portofino Jewelry, Edwards, CO

Frivolous, and in today’s world, the key seems to be high quality basics. — Laura Stanley; Stanley Jewelers Gemologist, North Little Rock, AR

I’d want to do grilles as well. — Lisa McConnell; DWT (Penny Weight), Fort Worth, TX

Japanese designer Ginza Tanaka created this Platinum Bijou Bag set with 2,182 diamonds (208 TCW). The price tag for this platinum purse is roughly $1.9 million.

These sneakers from Roberto Coin are made with calfskin that is coated with 24K gold and a PVC lacquered film.

Whether as an add-on sale or a customer giveaway, non-jewelry items help diversify your offerings and let you have some fun while doing it.

Germany-based Young Generation collaborated with Engineering Design Fabian Seibert to create these Swarovski crystal-set bandages. Stylishly hide a blemish.

Anyone can have pictures of family in a handbag or wallet, but on it is another story. Handbags and wallets from Gina Alexander can be personalized with photographs.

Star Pick

Part of the Damiani Group, Bliss has created a range of hot-looking summer wear, like these sunglasses.
NEW COLLECTIONS

LAUNCHED

Want to know what’s new at the Vegas shows? Here are some highlights of new collections from a variety of designers.

1. Kenneth Friedman and David Wessel of WALDMAN DIAMONDS COMPLETE LLC will debut the ARCTIC NIGHT COLLECTION. The black-and-white-diamond jewelry has a modern twist on a classic combination. Look for it in the Plumb Club Pavilion, Booth PC-14.

2. Looking for jewelry that’s cutting-edge – literally? Stop by MELISSA JOY MANNING’S booth at the Couture Show, DA-2 to see her jewelry set with sliced diamonds.

3. In honor of Brazil’s national party, ZIL JEWELS will be launching its CARNIVAL COLLECTION, inspired by the annual Brazilian celebration of life. Look for the Brazilian designer at the JCK Show’s Design Center, Booth 21148.

4. Before the curtain closes on the Couture Show, stop by ROBERT ROTENIER’S booth (310) to see the DRAPE COLLECTION. The PÉTALLE COLLECTION will also be rolled out at the show.

5. THISTLE & BEE (JCK Design Center, DC-18149) will be launching its QUILT COLLECTION, which features hinged quilted bangle bracelets, quilted cushion cuffs and quilted lantern pendant necklaces and chains. Suggested retail pricing will range from $150 to $695.

6. Looking to take the edge off Vegas’s hot weather? Stop by VICENTE AGOR’S booth at the Couture Show, Booth DA-23 where the designer will debut his ANTARCTICA COLLECTION. A shining member of the Antarctica family of jewelry is the Iceberg pendant, featuring a rock crystal within a rock crystal cabochon that resembles an iceberg within a snow globe.

7. SARENA TRAVER of JETALIA will be showing off her DIVI COLLECTION. The fifth collection by the young designer combines 18K-gold jewelry set with ruby cabochons and flush-set mélee diamonds. At JCK, Traver will be raffling off an “Introduction to Racing” package. The winner will be able to strap himself or herself into a race car and lap the race track. Make a pit-stop by her booth in the JCK Show’s Design Center, Booth 19159, in the Rising Star section.

8. ALAN FRIEDMAN and his wife, Layna, have teamed up with the Barbie brand to create a line of jewelry inspired by the famous doll. BARBIE ROCKS offers styles featured in 18K white, yellow or rose gold and the highest quality sterling silver. A portion of the proceeds from each item in the collection will be donated to Children Affected by AIDS.
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Foundation. Look for the new collection at their JCK Show, Booth 14129.

9 Those who have a crush on PAMELA FROMAN’S Crush Series can visit her booth (DA-20) at the Couture Show to see her OMBRE CRUSH COLLECTION, which combines two or more colors of gold in a method that is reminiscent of the textile dip-dye technique.

10 Children’s and tweens’ jewelry maker FUFOO recently partnered with Disney to create a new line of jewelry. Thanks to the agreement, FuFoo will exhibit three new collections: PRECIOUS DISNEY, ENAMEL DISNEY and DISNEY BABY. Look for the new Disney-inspired jewelry at the JCK Show, Booth 52043.

11 FAVERO will debut the limited SACRED LOVE and PROFANE LOVE COLLECTION, whose signature look is fine aquamarines set with diamonds. Look for Favero at the PREMIERE Show, Booth 25 and at the JCK Show Prestige Pavilion, Booth PP-14.

12 DEBORAH PAGANI is launching the CLEOPATRA IN THE CITY COLLECTION at Couture. It is a multicolored 18K-gold line with diamonds and gemstones. Look for it at the Couture Show, Booth DA-03.

13 Designer LORI BONN is launching the CHRYSALIS COLLECTION as part of the Clear Conscience Jewelry Project. This eco-friendly jewelry uses 50-percent recyclable metals, and all gemstones are from verifiable sources. Look for it at the JCK Show’s Design Center, Booth 17146.

14 RICHARD KORWIN AND WIDEBAND will launch 13 new collections at the Vegas Show. Topping the list is the ROCKET LAUNCH TO MARS COLLECTION, which fuses coins and jewelry fashion. Another big addition to Korwin’s line is the DIAMONDBACK COLLECTION, a line of filigree diamond pendants. Other collections, including THE DESTINY BRIDAL, STYX & STONES, and the TALISMAN COLLECTIONS, will be on display at the JCK Show, Grand Plaza 23108.

The editorial staff would like to thank members of INSTORE’s Style Counsel for helping bring together our 2008 Buying Guide. Each month the Style Counsel brings you the latest style updates, and every June members cast their predictions for the hottest trends of the upcoming year. Style Counsel contributors include: Cindy Edelstein, Jeweler’s Resource Bureau; Helena Krodel, media liaison for the Jewelry Information Center; Duvall O’Steen, manager for jewelry, public relations and promotion, World Gold Council; Michelle Orman & Jessica Milstein, Lüp; Shaye Strager, Studio-PR; Paula Peterson, Crown Luxury; Deborah Yonick industry freelance writer and the Jewelry Consumer Opinion Council’s “Jewelry Lady”; Della Smith, Della Smith & Associates; Michael O’Connor, senior vice president of Platinum Guild International (USA); Nancy Schuring, Devon Fine Jewelry; Rebecca Garnick and Judd Rottenberg, Long’s Jewelers; Brad Price, Krombholz Jewelers; Philip Livingston of Elegant Slumming Fine Jewelry; and Stacie Anderson of Gunderson’s Collectibles and Fine Jewelry.