

# Department and Category List

## ***Diamonds***

Loose

## ***Diamond Bands***

Anniversary, Eternity, Wedding

## ***Bridal***

Solitaires, Sets, Semi Mounts

## ***Diamond Fashion***

Rings, Pendants, Earrings, Bracelets

## ***Diamond Basics***

Studs, Solitaire Pendants, Journey, 3 Stone Jewelry, Riviera

## ***Semi Precious Rings***

Amethyst, Blue Topaz, Peridot, Citrine, Aqua

## ***Semi Precious Earrings***

Amethyst, Blue Topaz, Peridot, Citrine, Aqua

## ***Semi Precious Pendants***

Amethyst, Blue Topaz, Peridot, Citrine, Aqua

## ***Semi Precious Bracelets***

Amethyst, Blue Topaz, Peridot, Citrine, Aqua

## ***Precious Rings***

Sapphire, Ruby, Emerald

## ***Precious Earrings***

Sapphire, Ruby, Emerald

## ***Precious Pendants***

Sapphire, Ruby, Emerald

## ***Precious Bracelets***

Sapphire, Ruby, Emerald

## ***Sterling Silver***

Rings, Pendant, Earrings, Bracelets, Charms

## ***Gents***

Rings, Bracelets, Necklets, Misc

## ***Pearls***

Rings, Pendants, Earrings, Strands

## ***Gold***

Rings, Chain, Earrings, Bracelets, Locketts

## ***Childrens***

Rings, Pendants, Earrings, Misc

## ***Moissanite***

Rings, Pendants, Earrings, Bracelets

### ***Diamonds - Loose***

DiaCentre, EL OR CO, Eugene Biro, Jewelex, JMC, Joseph Blank, Kiran Jewels, Michael Werdiger, Stuller, SunDiamond, Vimco

### ***Diamond Bands***

Ashi Diamonds, Continental, Dangler Studios, DiaCentre, Dynasty, EL OR CO, Eugene Biro, Faceted Designs, Fein Designs, Ivan Alan, JMC, Kiran Jewels, Michael Werdiger, Nelson USA, Stuller, SunDiamond, Tessler & Weiss, Vimco, Yourline, Ziva

### ***Bridal***

Ashi Diamonds, Continental, DiaCentre, Dynasty, EL OR CO, Eugene Biro, Faceted Designs, Fein Designs, Ivan Alan, Jewelex, JMC, Kiran Jewels, Michael Werdiger, Nelson USA, Stuller, SunDiamond, Tessler & Weiss, Yourline, Ziva

### ***Diamond Fashion***

Asher, Ashi Diamonds, Candela, Color Craft, Color Merchants, Continental, Dangler Studios, DiaCentre, Dynasty, EL OR CO, Eugene Biro, Faceted Designs, Fantasy Diamond, Fein Designs, Ivan Alan, Jewelex, JMC, Joseph Blank, Kiran Jewels, Lau International, Michael Werdiger, Nelson USA, Oro Alexander, Ryan Gems, S&R Designs, Stuller, Vimco, Yourline, Ziva

### ***Diamond Basics***

Ashi Diamonds, Continental, Dangler Studios, DiaCentre, Dynasty, EL OR CO, Eugene Biro, Faceted Designs, Fein Designs, Ivan Alan, Jewelex, JMC, Joseph Blank, Kiran Jewels, Lau International, Michael Werdiger, Nelson USA, Oro Alexander, Stuller, SunDiamond, Vimco, Yourline

### ***Semi Precious Rings***

A&D Gem , Asher, Ashi Diamonds, Candela, Color Craft, Color Merchants, DiaCentre, Dynasty, EL OR CO, Reflective Images, Ryan Gems, Stuller, Ziva

### ***Semi Precious Earrings***

A&D Gem, Asher, Ashi Diamonds, Candela, Color Craft, Color Merchants, DiaCentre, Dynasty, EL OR CO, Reflective Images, Ryan Gems, Stuller, Ziva

### ***Semi Precious Pendants***

A&D Gem, Asher, Ashi Diamonds, Candela, Color Craft, Color Merchants, DiaCentre, Dynasty, EL OR CO, Reflective Images, Ryan Gems, Stuller, Ziva

### ***Semi Precious Bracelets***

A&D Gem, Asher, Ashi Diamonds, Color Craft, Color Merchants, DiaCentre, Dynasty, Reflective Images, Ryan Gems, Stuller, Ziva

### ***Precious Rings***

A&D Gems, Asher, Ashi Diamonds, Color Craft, Color Merchants, DiaCentre, Dynasty, EL OR CO, Nelson USA, Ryan Gems, Stuller, Ziva

### ***Precious Earrings***

A&D Gem, Asher, Ashi Diamonds, Color Craft, Color Merchants, DiaCentre, Dynasty, EL OR CO, Nelson USA, Ryan Gems, Stuller, Ziva

### ***Precious Pendants***

A&D Gem, Asher, Ashi Diamonds, Color Craft, Color Merchants, DiaCentre, Dynasty, EL OR CO, Ivan Alan, Nelson USA, Ryan Gems, Stuller, Ziva

### ***Precious Bracelets***

A&D Gem, Asher, Ashi Diamonds, Color Craft, Color Merchants, DiaCentre, Dynasty, EL OR CO, Nelson USA, Ryan Gems, Stuller

### ***Sterling Silver***

Frederic Duclos, Lau International, Pandora, Reflective Images, Sterling Reputation, Stuller

### ***Gents***

Ashi Diamonds, Continental, DiaCentre, JMC, Kiran Jewels, Lau International, Reflective Images, Stuller, Tessler & Weiss

### ***Pearls***

Color Craft, China Pearl, Frederic Duclos, Sterling Reputation, Stuller

### ***Gold***

Adrienne, Marathon, Oro Alexander, Pandora, Reflective Images, Stuller

### ***Childrens***

Marathon, Stuller

### ***Moissanite***

Stuller

# A&D Gem



**Principal:** David Kordvani

**Contact:** Jason Kordvani

**Email:** jason@jewelsbyad.com

**Address:** 15W 47th St  
Suite 204  
New York, NY 10036

**Phone:** 1 800 234 3632

**Fax:** 1 212 869 9292

**Terms:** 6% Discount Loose Color  
Stone; 6% Discount Finished  
Color Jewelry

**Payment:** Normal: 30/60/90,  
At Show: 90/120/150

**Policy:** One to one/ even exchange

**About us:** A&D Gem Corp. is one of the leading colored stone importers in the United States, which has been servicing fine jewelers as well as dealers and wholesalers for over one third of a century.

Established by the Kordvani Brothers, Abe, David and Jonny, over 35 years ago, and has been New York's premier colored stone dealer and suppliers ever since. A&D Gem's finished jewelry division, Jewels By A&D, was created 10 years ago, and has become one of the fastest growing jewelry companies in the United States. It features 18 karat and platinum, emerald, ruby, tanzanite and sapphire fine jewelry which includes yellow and pink as well as a breathtaking collection of multicolor and sapphire jewelry.

Integrity, quality, price and service have become the heart of A&D Gem. A&D Gem has a vast selection of loose single stones and pairs of emerald, ruby, sapphire and fine semi-precious stones in all shapes and sizes. Jewels By A&D's best selling styles have constantly been featured in editorials of top jewelry publications and have been seen on the pages of Town & Country magazine. You can view our dazzling collection at most jewelry trade shows such as the June Vegas Show, July New York J.A. Show, Miami Show, Tucson Show and many other local trade shows.

Every single new collection of Jewels By A&D is designed and created by master craftsmen only after thorough research and survey. That might be the reason why month after month Jewels By A&D's nationally acclaimed styles make it to the top of the charts of the fastest selling colored stone jewelry in the country.

**[Link to A&D Gems Website](#)**



# Adrienne Designs



**Principal:** Cliff Johnston

**Contact:** Patrick Turner

**Email:** Pat@adgoldchain.com

**Address:** 2220 Cape Cod Way  
Santa Ana, CA 92703

**Phone:** 1 800 621 5632

**Fax:** 1 714 558 8323

**Terms:** Factory Direct Pricing

**Payment:** Net 30 days - # 1 JBT Rated  
Accounts

**Policy:** Case by case basis

**PRIME MANUFACTURER**

**About us:** Adrienne is a prime source chain manufacturer. All chain styles are consistently high quality; the styles featured in our “Better Basics” catalog have been “Trade Show & Client Tested” as our assurance that they are in demand and sell well.

Since 1976, Adrienne Designs, Inc has become known as a prime manufacturer of quality 10, 14 & 18 Karat Gold Chains. Our U.S. production facility incorporates the latest European technology as well as the skill of our European-trained technicians to bring you consistent quality.

Our loyal customers testify that Adrienne Designs provides the utmost in professional customer service. We work hard to meet the special needs of our clients. Most orders are shipped within two to ten days – a delivery time which is less than half that of overseas factories! Our customers also receive the following great benefits.

- Factory-Direct Pricing
- 2-10 Day Delivery
- Consistent Weights & Diameters
- Custom Lengths or Spooled
- American or Italian Gold Color
- “Scrap Gold Exchange Program”
- Lobster Clasps at No Extra Charge
- Trademarked Products
- Lifetime Guarantee
- No Minimums per Style
- Sales-Support Displays

**Link to Adrienne Website**



# Armena Diamond



**Principal:** Jacob Chaimov

**Contact:** Jacob Chaimov

**Email:** [jacob@armenauusa.com](mailto:jacob@armenauusa.com)

**Address:** 5 West 46th Street  
4th Floor  
New York, NY 10036

**Phone:** 1 212 768 1123

**Fax:** 1 212 382 2454

**Terms:**

**Payment:**

**Policy:**

**About us:** Armena is a full service jewelry manufacturer and exporter and the largest birthstone jewelry manufacturer in the USA. Armena is highly respected in the industry for its quality and innovation, exporting fine jewelry world wide. Our products include lines for women, men and children. As well as genuine gem stone lines that compete on price with synthetic gems.

Established in the early nineties Armena's reputation is as one of the leading jewelry manufacturers in Thailand. Armena's focus is our customers and our goal is providing a wide range of choices and excellent value. Our present collection of more than 5,000 designs is constantly being updated and expanded. In addition we produce unique designs protected by US copyright laws and can provide custom designs on a one off basis. A dedicated workforce of employees coupled with our state of the art production line guarantees beautiful and affordable jewelry. Production is supervised closely from design through delivery assuring the highest level of quality. Among our buyers are chain stores, department-stores, television networks and independent retailers. All benefit from our expertise and extensive customer service.

Armena offers a huge range of benefits to the retailer. All the products are shipped directly from our factory.

Other benefits include:

- Custom display units
- Co-op advertising
- Lifetime guarantee
- Full warranty
- Dollar for dollar stock balancing
- Prompt service and delivery
- Special cut gem stones
- Consistent quality
- Competitive Prices
- 100% satisfaction guarantee

**[Link to Armena Diamond Website](#)**



# Asher Jewelry



**Principal:** Ben Asher, Tamara Asher

**Contact:** Fred Asher

**Email:** fred@asherjewelry.com

**Address:** 48 West 48th Street  
3rd Floor  
New York, NY 10036

**Phone:** 1 800 726 0706

**Fax:** 1 212 302 6279

**Terms:** 15% Discount Diamond  
Fashion; 15% Color Jewelry

**Payment:** 30,60,90

**Policy:** N/A

**About us:** In 1980, when Tamara Asher was inspired to create a high-end jewelry label, her husband Eddie's entrepreneurial skill and her self-deployed artwork laid the foundation for what has culminated into Asher Jewelry, now one of the leading New York City based suppliers of fine jewelry to high-end retailers, television networks and renowned chain and department stores around the world.

The opulence and creativity of the Asher Jewelry collection is maintained and expanded through the years by Tamara's children, whose own talents and education have propelled the Asher collection to its prominence today. The Asher Collection consistently transcends beauty like no other in an industry where taste and expertise are of utmost importance.

Intricate construction, meticulous design, premium quality diamonds and a unique palate of stones sourced exclusively by the Asher family all materialize into an exquisite and comprehensive collection. From the skillful juxtaposition of gold and tanzanite, to the interlacing of slick sapphires and blending of diamonds with mother of pearl, each Asher Jewel possesses incomparable persona and innate worth.

The pieces are timeless yet fun, sophisticated yet trendy, colorful yet understated, lavish yet chic, vibrant yet delicate, glitzy yet cool. Whether flaunted, worn elegantly or simply accompanied to make a statement, they present a range of style and quality much appreciated by women and youths alike.

**[Link to Asher Website](#)**



# Ashi Diamonds



**Partner:** Sanjay Pandya

**Partner:** Rajeev Pandya

**Email:** info@ashidiamonds.com

**Address:** 18 East 48th St  
14th Floor  
New York, NY 10017

**Phone:** 1 800 622 2744

**Fax:** 1 212 391 4341

**Terms:** 10% BIG Discount on Jewelry

**Payment:** 60 Days / Seasonal Dating

**Policy:** 10% Stock Balancing per year

**About us:** For close to 25 years, Ashi Diamonds has offered the Independent Jewelers the latest Designs and Innovations in Jewelry Product & Marketing. Along with our manufacturing capability in USA, India & China and our attention to delivery, consistency and service, we provide a superior customer experience. Ashi Diamond's Cutting Edge Jewelry combined with our Innovative Marketing Programs work to increase your Market Share, Profitability and Build your Brand.

With the introduction of the Ashi B2C Ecommerce Web Services, let Ashi Avalon put your Store on the internet highway and attract & retain your future customers;

User Name: ASHI      Password: AVALON

**[Link to Ashi Diamond Website](#)**



# Candela Jewelry



**GM:** Thomas Kochman  
**Contact:** Steven Bell  
**Email:** sb@stevenbellassoc.com

**Address:** P O Box 606  
 Sudbury, MA 01776

**Phone:** 1 978 443 5222

**Fax:** 1 978 443 5317

**Terms:** 10% Discount Diamond Fashion; 10% Gold Jewelry; 10% Silver Jewelry

**Payment:** 10% 60 days. Credit cards, dating available for larger orders to well rated members

**Policy:** Stock balancing available on slow sellers

**Customer Service:**

Candela Jewelry Inc.  
 4507 NW 103rd Avenue  
 Sunrise, FL 33351  
 Phone: 954 746 0122  
 Fax: 954 749 8852  
 orders@candelajewelry.com

**Shipping, Repairs, and Returns:**

Candela Jewelry Inc.  
 31-00 47th Avenue  
 Long Island City, NY 11101  
 Phone: 718 361 6100  
 Fax: 718 361 5281

**About us:** Leading supplier of karat gold earrings and karat gold fashion products. Outstanding displays. A written Lifetime warranty on Candela Jewelry.

Candela has over 50 years of experience as a prime manufacturer of karat gold and .925 jewelry sold throughout the world. In August of 2007, Candela was purchased and is now a subsidiary of Stanley Creations. Stanley Creations owns and operates five jewelry factories in Long Island City, NY, Providence, RI, Melrose Park, PA, and in the Dominican Republic. Candela will still maintain their sales services in Sunrise, FL. However, shipping and repairs has been moved to Long Island City, NY. Steven Bell Associates, Inc. continues to represent the company nationally. And, the finishing factory in Cuenca, Ecuador, continues to supply the high quality finishing of the product line. Designing the latest and top styles continues with the same design team including Andrea Ventura and Don Ghmeersingh. (World Gold Council again has selected Candela styles as tops in the industry.)

The Candela product line includes jewelry manufactured in 14K gold, 14k /,925, and .925. It comes with and without diamonds, semi-precious, precious stones, and pearls. Candela Jewelry Inc. sells and services many of this country's leading retailers (some doing business with us for over 25 years). We are one of the largest karat gold and sterling silver jewelry suppliers to the department stores in both their fine and bridge jewelry departments. In addition, Candela supplies many retail jewelry chains, independent jewelers, and wholesalers.

With regard to the quality, we adhere to the standards of the Jewelers Vigilance Committee guidelines in the manufacturing of our jewelry.

- \* All jewelry is stamped with karat content and trade marked (CJI).
- \* All diamonds are hand sorted and checked for quality.
- \* All pieces are hand finished. Either polished, brushed, diamond cut etc.
- \* All items are subject to strict quality control standards.
- \* Lifetime written warranty

**Link to Candela Website**



# China Pearl



**Principal:** Harold Jabarian

**Contact:** Wayne Schraibman

**Email:** wschraibman@aol.com

**Address:** CP Center  
4250 Pennsylvania Ave  
La Crescenta, CA 91214

**Phone:** 1 386 668 7446

**Fax:** 1 818 249 4777

**Cell:** 1 407 474 4571

**Terms:** 5% Discount if paid within 7 days of invoice.

**Payment:** N60 for 1 and 2 rated JBT accounts. 5% discount if paid within 7 days of invoice.

**Policy:** 2.5 order to 1.0 return on jewelry.

**About us:** All qualities of pearls at lowest price in industry. Programs - 3 Qualities of Freshwater Pearl Strands and 4 Qualities of Akoya strands. 3 Qualities of Tahitian Studs.

Founded in 1983 by President / CEO Harold Jabarian, China Pearl has built a reputation as a provider of high quality product, consistent on-time delivery and experience-based service and support from expert employees. China Pearl customers include department stores, chain stores and independent retailers. Major clients include Macy's East and West, Mervyn's, Kohl's, Ross, Fred Meyer, Belk's, Home Shopping Network, QVC, Jewelry Television, Army Air Force Exchange Services, Zales, Gordon, Helzberg Diamonds, Finlay Fine Jewelry and JC Penny.

China Pearl produces pearls under the "CP" brand label. The company also provides clients with private label goods, in addition to related services such as customized boxes and packaging. China Pearl also prides itself on carrying sufficient shop stock. If a client underestimates their product needs, supplemental stock can be immediately shipped from La Crescenta, CA.

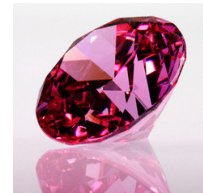
China Pearl specializes only in pearls. The company does not deal in emeralds or rubies or any other stones. The result of that specialization is an immense product catalog featuring 12,000 distinct pearl designs and jewelry. And China Pearl does not rest on its laurels, either. Every six months, 500-600 of those pearl designs are replaced by new ones.

As the company name might suggest, China Pearl's business is rooted in Chinese freshwater pearls. But that 20-year-old moniker does not tell the full story of the company's pan-Pacific product line. Today, China Pearl's forte extends to Chinese Akoya, White and Golden South Sea Pearls, and Tahitian Black Pearls. China Pearl also creates jewelry items including rings, earrings and pendants, in gold and silver.

**[Link to China Pearl Website](#)**



# Color Craft



**Principal:** Todd Wolleman

**Contact:** Bill Jobbins

**Email:** billj@color-craft.com

**Address:** 45 W 45th Street  
New York, NY 10036

**Phone:** 1 800 321 5807

**Fax:** 1 212 869 4216

**Terms:** 5% Diamond Fashion,  
5% Color Jewelry  
5% Natures Palette Program

**Payment:** Net 30 days, terms available  
on stocking orders

**Policy:** 3:1 on in-stock items after 18  
months

**About us:** Finished jewelry division of oldest gemstone house in the United States. Top quality color in items designed by Richard Palermo. Storywheel and Color Craft are branded Luxury products.

Gems are the inspiration for award winning jewelry designer Richard Palermo: his best ideas come to him when sitting in his studio in front of a blank page, with gemstones scattered on the paper.

In his signature collection for Color Craft, Palermo uses 18-karat gold and fine gemstones from around the world to create unique yet surprisingly wearable jewelry.

Each collection Palermo creates focuses on a particular gem. "My jewelry evolves like a woman does," he says, "expressing a variety of moods and emotions."

Palermo began his jewelry design career creating fabulous jewels with fabulous price tags for Fifth Avenue jewelry houses like Cartier and Tiffany.

Among his many design awards are an American Gem Trade Association Spectrum Award, the Pearl Utopia International Design Prize, the Diamonds Today Awards, the International Pearl Design Competition, and a finalist in the Diamond International Awards and Gold Virtuosi International Jewelry Design Award.

"I like jewelry," Palermo says. "I like all the color. It's fashion, it's precious, it's impressive, it has personal meaning, and you can hand it down for generations, it's lasting."

Inspired by the past, yet focused on the future, the many women who collect Palermo designs always find something in each collection that seems like it was designed just for them.

**[Link to Color Craft Website](#)**



# Color Merchants



**Principal:** Kevin Peck

**Contact:** Ellen Neely

**Email:** ellen@colormerchants.com

**Address:** 6 East 45th St  
New York, NY 10017

**Phone:** 1 800 356 3851

**Fax:** 1 212 682 1306

**Terms:** 5% Diamond Tennis Bracelets,  
Fashion & Basics; 10% Fine  
Color, Color Jewelry &  
Birthstone, Programs; 15%  
Childrens

**Payment:** Net 60 days

**Policy:** 2 for 1(Call for RA#), 15%  
Restocking fee for merchandise  
over 60 days

**About us:** We have been in business for over twenty years. In that time we have grown from a Basic Birthstone and Fashion Color house to supporting a complete Diamond Line.

Our Diamond line includes Diamond Studs, Tennis Bracelets, And an ever growing Diamond Fashion category.

To increase traffic and sales in your stores, we also provide the following:

- Spring and Christmas Flyers
- Duratrans
- Discs
- Catalogs (incl our new Glatter Line)
- Displays

Our motto as always "Merchandising Concepts that Increase Sales". We also believe that great Customer Service is the key to running the business.

**[Link to Color Merchants Website](#)**



# Continental



**Principal:** Randy Zhang

**Contact:** Pamela Young-Li

**Email:** pamela.young@cjusa.com

**Address:** 115 West 30th Street,  
Suite 300  
New York, NY 10001

**Phone:** 1 800 256 4286

**Fax:** 1 212 695 0997

**Terms:** 15% Discount Bridal, Wraps,  
Diamond Fashion, Basics &  
Bands; 15% Discount Color  
Fine Color & Color  
Jewelry; 15% Discount Gents

**Payment:** Net 60 Days

**Policy:** N/A

**PRIME MANUFACTURER**

**About us:** Top quality bridal and fashion items to hit all price points from low to high. Ability to make custom designs from our China facilities. Additional factory in NY to rush orders/repair or set your center stones.

Continental Jewellery (Mfg.) Limited, established in 1975, is experienced in designing, manufacturing and marketing of fine jewellery primarily for export. It is a wholly own subsidiary of Continental Holdings Limited.

The strength of Continental Jewellery is its tradition of skilled craftsmanship and innovative designs. In addition, Continental is vertically integrated from rough diamond cutting to finished jewellery products. Experienced marketing teams and modern manufacturing facilities are employing over 3,500 staff worldwide.

The Group has a fully-integrated diamond cutting and polishing facilities in Panyu, the People's Republic of China. With over 700 skilful workers, Ming Xiu Diamond Cutting Factory (Panyu) Ltd., a wholly-owned subsidiary of the Company incorporated in the PRC is best known for its quality and ability to handle diamond cutting works on a wide range of products.

**[Link to Continental Website](#)**



# Dangler Studios



**Principal:** Paul and Mary Lou Dangler

**Contact:** Paul Dangler

**Email:** Paul@danglerstudios.com

**Address:** 1695 10th Street  
Sarasota, FL 34236

**Phone:** 1 888 326 4537

**Fax:** 1 941 957 4948

**Terms:** \* 8% Bridal, Diamond Fashion,  
Basics

**Payment:** \*8% applies to net 30 or ex-  
tended terms available

**Policy:** 100% 1:1

**About us:** It won't take magic. It's not smoke and mirrors. It's simple. People just want to say "I Forever Do" with diamond jewelry that tells their love story like nothing else can. To fill that need requires the right jewelry and the means to deliver the story. As much a marketing company as a jewelry company Dangler Studios fills that need perfectly.

Dangler Studios is the master of creating meaningful romantic diamond jewelry brands celebrating anniversaries and gift of love occasions but the only thing that really matters is our focus and our ability to help you actually do more business in that arena.

The core brands of Dangler Studios are "The Three Stone Diamond Marriage Symbol" "Just Because", "The Two Of Us", "Waves of Love", "Steps" and "Invincible". Each tells a unique love story symbolically woven into the design.

A full assortment of advertising materials designed for all kinds of media sustains your local marketing efforts. TV ads for each brand present the jewelry beautifully as it is wrapped around a love story and finishes with a call to action that will drive buyers to your store. They will come to you and they will buy!

Insulate your business against the whims of the Christmas selling season. Make your sales goal earlier in the year and with a lot less stress. Dangler Studios can make you the store of choice for Gifts of Love! Make the next move and decide on success right now!

## **Brand Links:**

**Diamond Marriage Symbol**

**Waves of Love**

**Just Because**

**Love and Marriage**

**Invincible**

**Link to Dangler Studios Website**



# DiaCentre



**About us:** Established in 1992, DiaCentre Inc. began as a diamond house importing diamonds from manufacturing centers throughout the world and in 1995 expanded its' product line and also became a manufacturer of fine jewelry.

In loose diamonds, DiaCentre carries a complete range of diamonds, from one pointers up to three carats, promotional to VVS, in rounds and fancy shapes all with the finest makes including an extensive range of GIA, EGLUSA, and AGS certified diamonds. Whether it is a ten point marquise or a three carat round, DiaCentre has just the stones that you are looking for.

DiaCentre's finished line of jewelry, DiaCreations, incorporates a wide selection of 14K, 18K, and platinum styles including bracelets, studs, necklaces, pendants, and an extensive bridal collection as well as men's rings and cuff links. DiaCreations also offers an exclusive line of jewelry, The Kavita Kollection, whose design team uses the latest CAD programs and supervises the production of the gold and platinum pieces. Only the finest gem stones available are used and purchased from life long family and friends insuring the fairest prices and the finest quality. Each design offers an eclectic blend of diamonds and colored stones giving it a unique and alluring look. The finest artisans in New York are employed to finish the work; polishing and setting stones with the utmost of care and expertise. Each piece then undergoes extensive quality control to assure the customers complete satisfaction. Manufacturing in New York and importing only from the finest manufacturers allows DiaCentre to offer the best possible quality at attractive prices in a timely fashion.

With years of valuable experience, DiaCentre inspires total confidence from their customers.

**[Link to Diacentre Website](#)**



**Principal:** Mr. Vinay Kothari

**Contact:** Prashant Mehta

**Email:** Diacentre1@aol.com  
Prashant71@aol.com

**Address:** 22 West 48th Street  
Suite # 704  
New York, NY 10036

**Phone:** 1 800 345 0393

**Fax:** 1 212 730 0858

**Terms:** Negotiable/Seasonal Dating

**Payment:** 60 Days

**Policy:** Available on current accounts

# Dynasty



**Principal:** Desmond Wong

**Contact:** Shelly Hui

**Email:** sales@dynasty-jewelry.com

**Address:** Suite 3007-8, Tower 1  
The Gateway  
Harbor City, T.S.T., KLN  
Hong Kong

**Phone:** 1 852 2368 2698

**Fax:** 1 852 2368 6098

**Terms:** 20% Discount Bridal, Bands,  
Diamond Fashion; 20% Fine  
Color

**Payment:** C.O.D./30/60 days

**Policy:** N/A

**About us:** Dynasty specializes in Platinum, 18k, 14k gold jewelry with diamonds, emeralds, rubies, sapphires, opals, Tahitian black pearls and South Sea pearls. Dynasty provides elegant, mature designs and high quality fine jewelry.

Dynasty Jewelry (Hong Kong) Limited and its subsidiary company, Dynasty Jewelry (Far East) Limited are a manufacturer and exporter of fine jewelry. Head office located in Hong Kong is focused on export trade and customer services while the factory located in PRC is solely for products manufacturing. Established in 1995, Dynasty has developed high reputation throughout the world with its jewelry designs in uncommon elegance and exceptional opulence. Dynasty specializes in Platinum, 18K, 14K gold jewelry and 925 silver jewelry set with diamonds, emeralds, rubies, sapphires, opals, Tahiti black pearls and south sea pearls. The company produces high quality jewelry and targets to oversea customers which are seeking elegant, mature design, and high quality fine jewelry.

With the manufacturing plant in mainland China, the company annually manufactures over 100,000 splendid jewelry pieces in full product range, including rings, earrings, necklaces, bracelets, pendants and brooches. Cast jewelry comprises 90% of total production while another 10% is handmade. Dynasty manufactures and exports the products worldwide including 40% of the products to USA and the remaining 60% to various European countries, Middle East, and Asian countries. Product prices vary from US\$100 to US\$10,000.

**[Link to Dynasty Website](#)**



# EL OR CO



**Principal:** Oren Dror

**Contact:** Oren Dror

**Email:** oren@elorco.com

**Address:** 580 5th Avenue  
Suite 805-A  
New York, NY 10036

**Phone:** 1 888 VALUE 41

**Fax:** 1 212 354 2030

**Terms:** 3% Discount Loose Diamond;  
5% Discount Bridal, Bands,  
Fashion & Basics

**Payment:** 30-60 Days

**Policy:** Available if entire program is  
purchased

**About us:** We are manufacturers of specialty cut diamonds in matched pairs and layouts: Trapezoids, Half moons, Bullets, Trillions either loose or mounted to your specs.

We service our customers by providing matched pairs and cut to order sizing in pairs. We have been supplying many of America's foremost Jewelers and Retailers since 1982.

Our award winning website enables fine jewelers to brand their store name, stay ahead of the competition and provide more value added services to the consumer.

You can help a client design a custom made 3 stone or engagement ring using specialty cut diamonds or layouts for an eternity band without the need of a designer.

It provides you with the competitive edge whereby a consumer would not be able to compare your solitaire price to a competitor's or the internet, by providing a product and a service which is unique to your store.

[www.DIAMONDSIDESTONES.com](http://www.DIAMONDSIDESTONES.com)

**Link to EL OR CO Website**



# Eugene Biro



**About us:** Brand development. Loose diamond wholesaler and comprehensive diamond jewelry manufacturer. The Biro88™ Diamond is a round ideal cut diamond with 88 facets with superior scintillation.

Eugene Biro is a recognized leader in the world of diamonds, as a diamond-cutting house, wholesaler and comprehensive jewelry manufacturer. The company serves the diamond needs of retailers throughout the United States and the world. Eugene Biro is located in the heart of NYC, in the diamond district on 47th Street. Consumers are invited to visit our site to learn about diamonds and how to buy them.

By utilizing the latest technology available to the industry, Eugene Biro is able to bring top quality diamonds and diamond jewelry to the market at competitive prices. We are committed to providing the highest quality product, prompt and dependable delivery and courteous customer-service

Mr. Biro's efforts were rewarded when he brought to realization what is the most brilliant round cut diamond on the market today, the Biro88™. The consumer understands, visually observes and appreciates the benefits of this cut. The Biro88™ Diamond is a unique; patent-pending cut that boasts maximum brilliance in an ideal proportioned diamond

- Our goal is to form and build strategic alliances with select Jewelers to market Biro88™.
- Our objective is to advance the upscale image of the product and the exclusive retailers, reinstating profitability in diamond sales and improving profit margins, while reinforcing and developing consumer relationships
- The Biro88™ Diamond is a round ideal cut diamond with 88 facets with superior scintillation
- The Biro88™ Brand offers a targeted diamond production for the specific needs of Independent jewelers
- Patent pending, trademarked and copyrighted this beautiful and brilliant cut cannot be duplicated or copied.

**Brand Link:**  
**Biro88™**

**Link to Eugene Biro Website**



**Principal:** Eugene Biro

**Contact:** Anne Fox

**Email:** Anne@EugeneBiro.com

**Address:** 37 West 47th Street  
New York, NY 10036

**Phone:** 1 212 997 0146

**Fax:** 1 212 746 4506

**Terms:** 2% Biro™ Jewelry, Generic Loose & Pendants above 1.00ct; 3% Generic Loose & Pendants 0.46 - 0.99ct; 5% Generic Loose and Pendants below 0.45ct; 10% Generic Fashion & Bands.

**Payment:** 1% Net 10; Net 30

**Policy:** 10% on annual basis: See complete Return Policies Instructions

**BACK**

# Fantasy Diamonds



**Principal:** Joseph Wein

**Contact:** F. Mark Funk

**Email:** fmarkfunk@aol.com

**Address:** 1550 W. Carroll Avenue  
Chicago, IL 60607

**Phone:** 1 877 231 9057

**Fax:** 1 312 873 4010

**Terms:** 10% Discount Bridal, Wraps,  
Bands, Fashion, Color &  
Gents

**Payment:** Net 90, seasonal to qualified  
customers.

**Policy:** 1 time per year with a 3-1 cor-  
responding order

**About us:** Endless Diamonds as a brand that includes Rings, Earrings, Pendants, Bangles, and Gents, Masterpiece collection in all categories.

**[Link to Fantasy Diamond Website](#)**





# Fein Designs

**Principal:** Martin Feinstein

**Contact:** Linda Feinstein

**Email:** sfd\_linda@msn.com

**Address:** 3250 W. Market St  
Suite 301  
Akron, OH 44333

**Phone:** 1 330 867 7997

**Fax:** 1 330 867 9094

**Terms:** 20% Discount Bridal, Wraps,  
Diamond Bands, Diamond  
Fashion, Diamond Basics,  
Gents

**Payment:** Net 30 days

**Policy:** Case by case

**PRIME MANUFACTURER**

**U.S. Owned - U.S. Factory**

**About us:** Price pointed in stock programs - 48 hour delivery.

All in stock programs include customized displays with your logo and price points.

We supply FREE of charge:

- Jpegs
- Customized POP
- Displays
- Re-Order Programs

We are a full diamond manufacturer with a complete COPYWRITTEN© design selection semi-mounts, mens and ladies jewelry, as well as the latest in Diamond Fashion.

Special Orders in any metal.



# Frederic Duclos



**Principal:** Karen Duclos

**Contact:** Karen Duclos

**Email:** Karen@FredericDuclos.com

**Address:** 15102 Bolsa Chica Road,  
Suite A-2  
Huntington Beach, CA 92649

**Phone:** 1 866 898 3636

**Fax:** 1 714 897 7693

**Terms:** Special BIG terms only, call for details

**Payment:** Special BIG terms only, call for details

**Policy:** 4:1 - Items must be currently in the collection for exchange

**About us:** Innovative jewelry design for today's woman. In case displays and packaging. Our designs are generationless and appeal to women 25-75.

Frederic Duclos is an award winning French designer of contemporary sterling jewelry. The Company was created under the guidance of Karen and Frederic Duclos in 1984.

Frederic Duclos is originally from Southeastern France, where for several generations, his family has been designing accessories. His upbringing cultivated an admiration for art and sculpture. In his mind, sculpture was limitless, but controlling size and balance to create individual jewelry pieces became his passion. After completing studies in Paris, he was immediately drawn into the allure of jewelry design. His last year of college brought him to California, where he was introduced to Karen by a mutual friend.

After meeting Frederic, they decided that there was a market demand for high quality, creative sterling jewelry. For 24 years, Frederic has presented collections that reflect sensuality and femininity with a twist of reality. The numerous awards he has received throughout the years always encourages him to create fresh, new concepts.

All of the jewelry is made of natural materials and is rhodium plated and virtually maintenance free.

**[Link to Frederic Duclos Website](#)**



# Ivan Alan Jewels



**Principal:** Ivan Levi

**Contact:** Ivan Levi

**Email:** [info@ivanalanjewels.com](mailto:info@ivanalanjewels.com)

**Address:** 29 E. Madison, #1514  
Chicago, IL 60602

**Phone:** 1 800 235 1918

**Fax:** 1 312 444 1923

**Terms:** \*Discount varies 4-6% 7 days,  
2% in 30 days

**Payment:** Net 30 (with 30/60/90 if neces-  
sary) \*Discount varies 4-6% 7  
Days, 2% in 30 Days

**Policy:** 10% General, packaged  
products 3 to 1

**About us:** Ivan Levi believes that great art is built by gratitude for everyday living. This steadfast belief stems from a rich and colorful childhood. His mother shaped his future with her own eye for the exquisite. Whether discussing a painting with her son or bringing him in to the art experience through class instruction, beauty as human endeavor was everyday in Ivan's childhood.

Ivan's father taught him the value of entrepreneurship and steadfast determination. A member of the jewelry industry himself for more than 35 years, Yaish or "HY," believed that hard work and never giving up on his product or his customers was the mark of a great man.

Extended family played an important role in shaping Ivan's future in the design business. His uncle, Israel, remains the consummate business man. The "art of the deal" and operational control over business are traits Ivan learned from his uncle.

For Ivan, everyday also meant change. From an early childhood in Chicago, to a boyhood working a 1,000 –acre cattle ranch in Idaho, he learned what it meant to blend the urban with the casual elegance of nature from an early age.

Ivan Levi custom designs represent his gratitude for all that he has experienced. The richness of a varied childhood, full of art, nature and city, coupled with his personal passion for jewelry design, make Ivan Alan Jewels sparkle with quality found in the everyday. Ivan's lines represent his own vision, as well as the functionality required for delivery to the modern market of jewelry buyers.

**[Link to Ivan Alan Website](#)**





# Jewelex

**Principal:** Atul Kothari

**Contact:** Andrea Ramdial x124

**Email:** customerservice@jewelexltd.com

**Address:** 529 Fifth Ave 18th Floor  
New York, NY 10017

**Phone:** 1 800 208 9999

**Fax:** 1 212 840 6971

**Terms:** Discount is reflected in quoted price to BIG members, but can be 5-15% depending on product category

**Payment:** 60 days. Seasonal terms may be available

**Policy:** Negotiable

**Contact (Sales):**

Chintu Jain x 150  
- jain@jewelexltd.com

Samit Kalsaria x148  
- samit@jewelexltd.com

Rushahb Bhansali x142  
- rushahb@jewelexltd.com

Dilip Desai x 112  
- dilip@jewelexltd.com

**About us:** Since 1966 Jewelex has been manufacturing finely quality diamonds in VS to I2 quality from .01ct to 2ct

- We have been a Diamond Trading Company Sight Holder since 1973 and participate successfully in the Supplier of Choice Program
- Jewelex has been manufacturing diamond jewelry since 1994 at its state-of-the-art factories in Mumbai, India
- We are a fully integrated manufacturer from diamond cutting to finished jewelry
- Our customers consistently rate us one of their top vendors in overall quality, workmanship and service
- Jewelex is the first Indian Manufacturer to master complex machine set product specializing in unique combinations of rounds and fancy shape diamonds
- The Jewelex hoop earring and anniversary band programs are consistently rated by our customers as among the best in the industry
- Our signature collections include: Perfekt™, Perfekt Memories™, Arrondi™, Glitterati™, Dimension™ and Jewels of Nature™
- The unique Oriana™ bridal line features surprising touches that make each item beautiful from all sides

**PRIME MANUFACTURER**

**SIGHTHOLDER**

**Link to Jewelex Website**



# Jewelry Marketing Co.



**Principal:** Nehal Modi

**Contact:** Jon Mitchell

**Email:** [jmitchell@jewelrymarketing-company.com](mailto:jmitchell@jewelrymarketing-company.com)

**Address:** 500 7th Avenue, 12th Floor B  
New York, NY 10018

**Phone:** 1 866 JMC 2BUY

**Fax:** 1 212 398-6406

**Terms:** 1% Discount Loose Diamonds;  
5% Discount all Brands

**Payment:** 30/60/90/120 Split payments;  
reorders net 30; under \$2k net  
30

**Policy:** 1:1 Exchange after all  
payments are made in full

**PRIME MANUFACTURER**

**SIGHTHOLDER**

**About us:** Jewelry Marketing Company (JMC) is a company whose sole purpose is marketing and catering to the independent retailer. A combination of innovation and vertical integration enables us to provide our customers with an array of: world-class design, pricing, marketing support, service, and the industry's most flexible terms. As a family oriented business, we understand the impact of life's celebrations. We implore this value in our unique styles, superior quality and outstanding customer service.

Our focus is to offer strong and well supported Brands that will offer the retailer something that they cannot find elsewhere. Each of our Brands come with an entire Marketing Package that includes; strong marketing material, ad slicks, brand portfolios, B2C printed material, duratrans, packaging and displays, as well as other branded support material to help our retailers convey the brand while driving traffic to their store.

## Our Brands:

**PassionStone** – Ideal Cut Diamond Bridal and Bridal Fashion collection in 18K gold.

**Affiance** – Mid-Tier Bridal Line featuring unique designer looks in 14K gold that offer exceptional value in both semi-mounts and complete engagement sets.

**Lune D'Argent** – Fashion forward and classic in everyway; this Brand speaks for itself in Sterling Silver with diamonds, color stones and gold accents.

**Amy L** – Designer brand consisting of a contemporary Bridal Collection, Everyday Collection and Silver and Gold Collection.

**REVV** – The Market Leading Brand of Men's alternative metal jewelry and accessories.

## Our Mission:

Our mission is to provide our independent retailer partners with a strong selection of Brands to complete a well balanced product mix. We provide all of this with a combination of world class service, designs, innovation, and creative marketing support.

**Link to JMC Website**



# Joseph Blank



**Principal:** Douglas Blank

**Contact:** Jeff Crohn

**Email:** jeffery@josephblank.com

**Address:** 62 W. 47th Street  
Suite 808  
New York, NY 10036

**Phone:** 1 800 223 7666

**Fax:** 1 212 302 8521

**Terms:** \*Discount varies based on order and terms

**Payment:** NET 30 on Earring program,  
\*Volume discount varies  
flexible terms available

**Policy:** Negotiable

**Principal:** David Shouel

**Contact:** Jeff Crohn

**Email:** jeffrey@faceteddesigns.com

**Address:** As Above

**Phone:** 1 212 719 1675

**Fax:** 1 212 302 8521

**Terms** Net 30 with some seasonal dating \* Discount varies based on order and terms.

**About us:** We are the BIG -Round Diamond Stud Program vendor. We established Joseph Blank in 1919 as an industry powerhouse in loose diamonds. The company, now into its third generation of Blanks, still specializes in all sizes and shapes of high quality loose diamonds.

The Blank family services a customer base that includes retailers, manufacturers and wholesalers. Joseph Blank is well known for its unmatched service and competitive prices. We are considered one of the best "small goods" houses, stocking over 15 different qualities of melee which range from white, white naats, top light browns, and top silvers. Our speciality is calibrating sizes and diamond bagging. So, please feel free to inquire about our full service-bagging department.

Additionally, Joseph Blank has an extensive large stone inventory ranging from 20 pts. through 3 carats. Most of our better quality diamonds are certified from highly recognized gem labs (i.e., GIA, AGS, EGL, and IGI).

We have built our fine reputation by giving jewelers what they want when they want it! We guarantee that we will ship your order within 24 hours of your phone call. Please, call us any time, any day, and speak personally to Jeffrey Crohn, Marjorie Blank, or Douglas Blank.

## Faceted Designs

**About us:** Faceted Designs, founded in 2002, is the prime Princess Cut Stud Program vendor to the group. We have an extensive collection of diamond fashion, bridal and anniversary band jewelry. In stock programs are also offered for diamond solitaire rings, three stone rings and circle pendants. Our jewelry is purchased by national chains and the independent retailer.

We offer the finest quality and workmanship as a result of our relationships with our Indian and Chinese manufacturing partners. As a result, we are able to offer special order deliveries in a timely manner.

**Link to Joseph Blank Website**





# Kiran Jewels

**Principal:** Ashish Lakhani

**Contact:** Ashish Lakhani

**Email:** ashish@kiranjewels.com

**Address:** 521 5th Ave #610  
New York, NY 10175

**Phone:** 1 212 819 0215

**Fax:** 1 212 819 0443

**Terms:** 10% Bridal, Bands, Fashion,  
Basics, Gents.

**Payment:** 90 Days

**Policy:** Open for discussion on an  
individual basis.

**PRIME MANUFACTURER**

**SIGHTHOLDER**

**About us:** Bridal programmes and diamond fashion with price points used as door busters.

Kiran was established in 1985 and is now one of the top manufacturers of diamond jewelry serving American retailers through its factories in Hong Kong, China, India and Bangkok. A leading DTC sightholder, Kiran Jewels manufactures its own diamonds that are used in its jewelry.

We have been successfully servicing clients across the globe from our sales offices in New York, Antwerp, Hong Kong, Bangkok and Dubai and have grown into an organization with a work force of 17,000 people.

## **Vision**

The Kiran Group aspires to achieve a complete vertical integration from rough diamond to finished diamond jewelry.

“Relationships are the most valuable investment and no effort is spared to keep the sparkle in them alive. We work at them, chisel them and polish them, so that like our diamonds, they endure the test of time.”

**– Kiran Jewels**

**[Link to Kiran Jewels Website](#)**



# Lau International



**Principal:** Maria Jarquin

**Contact:** Ines Santos

**Email:** ines@lauinternational.com

**Address:** 36 NE First Street ,  
Suite 438  
Miami, FL 33132

**Phone:** 1 800 626 3221

**Fax:** 1 305 539 0794

**Terms:** 12% Discount Bridal, Bands,  
Fashion, Basics; 12% Color  
Jewelry

**Payment:** Credit terms only to qualified  
retailers

**Policy:** Up to 10% of previous year's  
purchases some restrictions  
may apply

**About us:** We are manufacturers of 14K gold and diamond jewelry. Our broad line consists of the latest styles in fashion earrings, pendants, necklaces, and bridal, all marked to fit your price point needs. Our staff is fully devoted to building long-lasting relationships with our clients, as service is our number one priority. Whether you try our patented SecureHoop earrings with a safety lock or our Box Program we assure you profitable satisfaction.

**[Link to Lau International Website](#)**



# Marathon Company



**Principal:** Roger Forman

**Contact:** Roger Forman

**Email:** rforman@marathon-co.com

**Address:** 90 O'Neil Boulevard  
Attleboro, MA 02703

**Phone:** 1 800 451 1515

**Fax:** 1 508 226 6272

**Terms:** N/A

**Payment:** Net 30

**Policy:** N/A

**About us:** Baby and children's jewelry - Sterling Silver hollow-ware. Ladies lockets, crosses and bracelets. 14K yellow and white, 10K, Sterling Silver and Gold-Filled.

Many manufacturing companies have come and gone since we started in business. Established in 1897, we are family owned and operated.

Over the years, we have established a reputation for INTEGRITY, RELIABILITY, and SERVICE. Our customers know they can count on us, and it is for this reason that the names KIDDIE KRAFT and MARATHON are known throughout the U.S.A.

The acceptance and achievements of Marathon Company have been due to our ability to manufacture a quality piece of jewelry of superior design and craftsmanship at an affordable price. A Lifetime Guarantee accompanies EVERY item we manufacture.

**PRIME MANUFACTURER**

**Link to Marathon Website**



# Michael Werdiger



**Principal:** Ben Burne

**Contact:** Kerri Sprecher

**Email:** kks@mwiny.com

**Address:** 35 W. 45th Street  
New York, NY 10036

**Phone:** 1 800 223 7390

**Fax:** 1 212 302 5269

**Terms:** 15% Bridal, Bands, Fashion,  
Basics; 15% Gents

**Payment:** 90 days on new orders/ 30  
days on reorders \*Discount  
varies

**Policy:** 2 for 1

**PRIME MANUFACTURER**

**SIGHTHOLDER**

**About us:** Michael Werdiger Inc. and Eloquence Corporation sell loose diamonds, basic diamond jewelry programs, fashion and bridal products, and natural color diamond jewelry to a broad spectrum of retailers.

Established in 1954, Michael Werdiger Inc. first operated exclusively in the industrial diamond business. In 1974, the company branched into the gem diamond business. Since that time, through new business developments, alliances and acquisitions, Michael Werdiger has grown into a successful diamond and jewelry business group. Today, Michael Werdiger is a DTC sightholder and a founding member of the Natural Color Diamond Association with offices and factories in seven countries, proudly holding a strong position as a broadly-based, vertically integrated manufacturing and distribution company.

Our customer-driven sales approach has earned us a valued position with our clients. By listening to and understanding our customers, we can orient manufacturing to meet their needs and develop marketing partnerships to enhance their sales. We are committed to the highest standards in quality, value and service.

Michel Werdiger's most important asset is people, our valued clients and dedicated employees. Through customer service, product development and long-term relationships, we have successfully built our business. We are driven by a standard of excellence in the products we create and the service we render for every one of our customers.

Every piece and every collection from Michael Werdiger Inc. reflects our commitment to exceptional design and superior quality. Every Michael Werdiger diamond is hand selected by our master craftsmen to be matched for consistent cut, color and clarity. With extraordinary attention to detail, our exceptional pieces have been artfully crafted, inspected and approved to meet our strict standards of excellence in design and craftsmanship.

**[Link to Michael Werdiger Website](#)**



# Nelson Jewelry USA



**VP Sales:** Wil Kwan

**Contact:** Byron Macron

**Email:** bmacron@msn.com

**Address:** 631 South Olive St.  
Ste, 900  
Los Angeles, CA 90014

**Phone:** 1 213 489 3323

**Fax:** 1 213 489 1832

**Terms:** Discount varies

**Payment:** Net 30

**Policy:** N/A

**About us:** Nelson Jewelry Arts Ltd. Is a prime manufacturer of fine platinum & karat gold, diamond and color stone jewelry. Includes full delivery line, order line, and two consumer branded lines.

*When two journeys and two passions become one...*

While attending a wedding under the Tuscan sun, Nelson Ho gazes across the gentle hills that surround the wedding party. In the vineyard, the afternoon light reflects off the landscape and the inviting cobblestone paths. With this marriage, the couple begins a journey of shared love filled with passion and romance.

As he watches the bride and groom pledging their eternal love for each other, the creative mind of Nelson is inspired. He has been making award-winning private label jewelry for many famous designers since 1980. However, he knew his potential could not be realized until he created his own brand of jewelry. That brand is the Nelson Signature Bridal Collections inspired by the romance of Tuscany.

**PRIME MANUFACTURER**

**[Link to Nelson Jewelry Website](#)**



# Oro Alexander



**Principal:** Danny Alpet

**Contact:** Zvulun Gabay, Paula Shields

**Email:** [zvulun@oroalex.com](mailto:zvulun@oroalex.com),  
[sales@oroalex.com](mailto:sales@oroalex.com)

**Address:** 16055 Ventura Blvd.  
Ste 425  
Encino, CA 91436

**Phone:** 1 800 782 1231, ext. 247/210

**Fax:** 1 818-380 6754

**Terms:** The diamond division offers 10% discount on diamond fashion designs if paid within 60 days and 5% for other payment arrangements. The gold division offers 5% discount on gold items labor.

**Payment:** Credit terms only to qualified retailers

**Policy:** The diamond and gold division offer annual stock balancing program.

**About us:** For over 25 years, Oro Alexander has been a leader in the fine jewelry business. Founded in 1979 to design, manufacture, and distribute high quality, fashion forward diamond and gold jewelry, we are proud to have earned a reputation for distinctive, original designs, excellent value and exceptional customer service.

From our copyrighted, DeBeers award winning diamond designs to our diverse selection of the world's best in gold jewelry, we continuously strive to provide our customers with fresh, innovative concepts, along with the best in established traditional products. As prime manufacturers with state of the art facilities, we are honored to be a supplier for many of the country's largest and most distinguished retailers, wholesalers and fine independent jewelers. We invite you to browse through our exciting collections and see for yourself why:

*At Oro Alexander.....things are good!*

Oro Alexander is a PRIME VENDOR, managing its wholly owned factory overseas.

Oro Alexander's diamond division offers 14K and 18K gold diamond fashion necklaces, pendants, earrings and bracelets, as well as engagement rings and wedding sets.

The gold division offers a vast range of pendant chains to fit any price and design, alongside key basic chains and necklaces.

**PRIME MANUFACTURER**

**[Link to Oro Alexander Website](#)**



# Pandora



**About us:** Unique patented Danish Design fitting all sizes, ages and incomes, creating repeat purchases and driving additional traffic to your store.

Pandora was founded in 1982 by goldsmith Per Enevoldsen and his wife Winnie. The company's roots go back to the 1950s, when Per Enevoldsen's father, Algot Enevoldsen, designed and manufactured jewelry. Pandora designs, manufactures, markets and sells handmade jewelry all over the world.

Launched in 2000 – and what truly boosted Pandora's business development – the company's core product is a bracelet in silver or gold with charms sold separately. The bracelet has a unique design, patented in the US (US Pat. No.7,007,507) that distributes the individual charms evenly around the wrist.

The charms are all handmade with fine details, patterns and/or gemstones such as topaz, sapphire, amethyst or brilliant-cut diamonds, and they hook directly onto the bracelet. New charms are added to the assortment regularly. The current selection of about 500 different charms makes for countless personal combinations.

Building on the success of the charm bracelet, the company has also launched a series of earrings based on the same basic concept. The Pandora range also includes a wide selection of necklaces, finger rings, earrings, and other items. The jewelry, like the charms, is fashioned from 14kt gold or sterling silver with brilliant-cut diamonds, gemstones and various colored stones

**PRIME MANUFACTURER**

**[Link to Pandora Website](#)**



# Reflective Images



**Principal:** Marc Choyt

**Contact:** Luis Vasquez

**Email:** [luis@celticjewelry.com](mailto:luis@celticjewelry.com)

**Address:** 912 Baca St  
Santa Fe, NM 87505

**Phone:** 1 888 733 5238

**Fax:** 1 505 983 1421

**Terms:** N/A

**Payment:** Credit card on initial order;  
net 30 on subsequent orders  
with JBT rating & references

**Policy:** 1:1 after six months;  
3 working day fulfillment  
on Never Outs

**About us:** We are a Santa Fe based designer jewelry company, established in 1995, producing contemporary interpretations of classic motifs. Most of our collections are made in the US with recycled 18K gold over sterling silver. Our vision is to create beautiful jewelry in a business that supports a world community where all collaborate in the nurturance of a sustainable, prosperous future.

## **About our product lines:**

1. Designer Tribal Line: 18K/925 two tone line designed for the self purchaser and those looking for gifts between \$150 and \$500. Collections are broken out according to demographics, from trendy youth to baby boomers looking for more timeless styling.
2. Bridal Line: Hand fabricated (not wax carved) 18K/925 high design wedding rings retailing between \$200 and \$500. This line has been selling very strongly in our own retail store and appeals widely to customers who cannot afford solid gold bands.
3. Carousel Beads: NEW!!! Our sterling silver Carousel beads with colorful resin accents retail between \$20 and \$40. It's designed for bead collections on bracelets compatible with other brands. You can also custom design your own bead—state emblem, school colors, premiums and incentives—we'll do it for you.

Program Incentives: One for one exchange, coop advertising, sales and training material for staff; instant inventory replacement on never outs; life time guarantee; pieces signed by designer; marketing ads.

## **Brand & Information Links:**

**Artisan Wedding Rings  
Fair Trade Jewelry**

**Link to Reflective Images Website**



# Ryan Gems



**Principal:** Edison Akhavan

**Contact:** Simon Eliassi

**Email:** [simon@ryangems.com](mailto:simon@ryangems.com)

**Address:** 20 East 46th Street  
Suite 500  
New York, NY 10017

**Phone:** 1 212 697 2626

**Fax:** 1 212 697 4461

**Terms:** 10% Discount Diamond  
Fashion, Color Jewelry, Fine  
Color

**Payment:**  
Net 30-60-90

**Policy:**  
Available

**About us:** RYAN GEMS INC is a manufacturing, distributing and marketing corporation focusing on the success of the independent retail jeweler.

We are absolutely confident that the fine craftsmanship and artistry of our collection will appeal to the aesthetic tastes of all your customers as well as set new standards of excellence in quality jewelry production.

We assure all our customers of our fast service, consistent high quality and prompt delivery.

Good quality control procedures guarantee execution and fulfillment of any order.

THE RYAN GEMS.COM corporate office is located in New York's diamond district.

**[Link to Ryan Gems Website](#)**



# S&R Designs



**Principal:** Steven Billig

**Contact:** Nicolette Dugan

**Email:** info@srdesign.com

**Address:** 36 West Route 70, Suite 213  
Marlton, NJ 08053

**Phone:** 1 856 985 0303

**Fax:** 1 856 985 7491

**Terms:** 2% rebate on annual sales  
over \$10,000. 5% rebate on  
annual sales over \$50,000

**Payment:** Net 30 Days

**Policy:** Addressed on an individual  
basis

**About us:** S&R Designs is a company dedicated to providing detailed fine jewelry products and desirable services by developing solutions that improve the quality of relationships and satisfy consumers needs during a period of market instability and changing times, in order to provide advancement opportunities and enable ones full potential to those companies who have complete control over their business.

New Jersey based jewelry manufacturing company S&R Designs embraces the cultivation of healthy relationships while focusing on creating unique fine jewelry pieces. More than a fashion forward look, the designs of S&R embrace trends of today while lasting throughout the years. Much emphasis goes into the detail, quality and elegance of each style. Pieces range from sophisticated diamond rings, intrinsic diamond pendants, and chic bracelets to one-of-a-kind creations. All S&R Designs items are available at upscale retail jewelry stores across the country.

**PRIME MANUFACTURER**

**[Link to SR Designs Website](#)**



# Sterling Reputation



**Principal:** Steve Berkowitz

**Contact:** Steve Berkowitz

**Email:** [info@sterlingreputation.com](mailto:info@sterlingreputation.com)

**Address:** 10116 W. Oakland Park Blvd.  
Sunrise, FL 33351

**Phone:** 1 866 845 0140

**Fax:** 1 954 578 1414

**Terms:** 15% Silver Jewelry

**Payment:** C.O.D. or Credit Card

**Policy:** N/A

**About us:** Provides the look of platinum with a Sterling Silver price. Their line of earrings, rings, bracelets, necklaces & pendants all include Rhodium Finish. Sterling Reputation offers an unsurpassed value in Sterling. New styles featuring diamonds.

Sterling Reputation possesses a truly unique jewelry line. Our customers rely on us to bring them the latest styles and innovative concepts. You can count on us to stay one step ahead of current trends. All of our jewelry has a rhodium finish and looks like high end platinum jewelry. Our newest additions feature diamonds set in fine .925 sterling silver with a rhodium finish and Gold-Tone designed jewelry. These styles enhance an already popular line of CZ and Lab Opal created jewelry that is distinctive and unsurpassed in quality. Our unbeatable customer service will provide you with years of excellent jewelry service.

**PRIME MANUFACTURER**

**[Link to Sterling Reputation Website](#)**



# Stuller



**Principal:** Matt Stuller

**Contact:** Bob Cox

**Email:** Bob\_Cox@Stuller.com

**Address:** 302 Rue Louis XIV  
Lafayette, LA 70508

**Phone:** 1 800 877 7777

**Fax:**

**Terms:** 4.8% Discount off all  
Categories EXCEPT metal

**Payment:** Credit Card, COD or 30 Days

**Policy:** N/A

**SIGHTHOLDER**

**About us:** Stuller is committed to supporting the independent jeweler, and is a DTC sightholder, offering anything a jeweler would need to successfully run their business. Product categories include Loose Diamonds, Loose Gemstones, Fabricated Metals, Findings, Mountings, Bridal, Bands, Finished Jewelry, Tools & Packaging. Stuller offers these extensive product categories for overnight delivery.

We are one of the world's leading manufacturers and distributors of fine jewelry and jewelry-related products. From our manufacturing and administrative headquarters in Lafayette, Louisiana, we provide "Just in Time" delivery of more than 200,000 different items to some 40,000 jewelry professionals throughout North America and the world.

Accepted in 2005 as a Diamond Trading Company (DTC) Sightholder™, we joined a select group of the world's leading diamantaires, purchasing directly from the world's largest supplier of rough diamonds by value. Now more than ever, you can be sure when you buy from us, you receive consistent quality, service, selection, and value - directly from the mine to your store.

National and State organizations have recognized us for our accomplishments. We recently received the MJSA Innovation Award for a state-of-the-art fusion of special sizing stock and a custom vise clamp known as the Preform Sizing System™. The MJSA Innovation Awards recognize technologies that are making a difference in the jewelry industry today, and will continue to do so in the future.

**[Link to Stuller Website](#)**



# Sun Diamond



**Principal:** Frank LaRoux

**Contact:** Ben Hakman

**Email:** ben@sundiamondusa.com

**Address:** 25 West 45th Street  
Suite 707  
New York, NY 10036

**Phone:** 888-SUN-DIAM

**Fax:** 212-278-0628

**Terms:** 2% Loose Diamonds; 5%  
Bridal, Bands, Basics

**Payment:** Initial purchase 90 days - re-  
plenishments & special orders  
30-60 days

**Policy:** Negotiable

## SIGHTHOLDER



**About us:** DTC Sightholder & Rio Tinto Select Diamantaire with 4 cutting facilities worldwide. We offer direct from the factory loose diamonds and finished mounted programs.

Sundiamond USA is a wholly owned subsidiary of Sundiamond BVBA, a Belgian-based DeBeers Sight Holder and Rio Tinto, Diavik Mine Core Customer. The New York office is one branch of a World-Wide organization that have been operating throughout North America for more than two decades, with two factories in Belgium, one in Vancouver B.C and one in Vietnam. Our offices are in Antwerp, Vancouver, Seattle, London, Ho Chi Min City, Ramat Gan, Hong Kong, as well as New York.

We specialize in mass production of rounds and fancies 1/2ct & Higher and have the flexibility to alter our production according to our customer's demand. Our strength includes our consistency in color, quality, and competitive pricing. We produce everything from commercial to better goods falling in the range of Ideal to Heavy Makes.

We work best by understanding a customer, projecting their needs, and supplying them with consistent replenishment.

All SunDiamond's activities are fully compliant with the Diamond Trading Company Best Practice Principles and the United Nations Kimberley Process Certification Scheme. Our Diamonds are therefore guaranteed conflict-free. In addition, SunDiamond's manufacturing facilities are certified ISO 9001, SA 8000 and OHSAS 18001.

**Brand Links:**  
**Aura Diamond**  
**Princess of Hearts**  
**Signature Ideal Diamond**  
**Best Choice Solitaire**

**[Link to Sun Diamond Website](#)**



# Tessler & Weiss



**Principal:** Mark Tessler  
**Contact:** Michael Harris  
**Email:** mharris@tesslerweiss.com  
**Address:** 2389 Vauxhall Road  
Union, NJ 07083  
**Phone:** 1 800 433 8656  
**Fax:** 1 908 686 9165  
**Terms:** 20-25% Approx.  
**Payment:** Net 30  
**Policy:** N/A

## **PRIME MANUFACTURER**

**About us:** Highest quality, die-struck, machine set, diamond, anniversary, eternity and gents channel bands, all at approx. 20-25% off normal cost.

Our rings are designed and made in the USA to critical quality standards. Your Tessler & Weiss ring is warranted against any imperfection in design or workmanship. Our written warranty also assures you of metal content as well as carat weight of the diamonds. All Tessler & Weiss diamond rings contain stones graded according to the strictest GIA (Gemological Institute of America) standards.

Most Tessler & Weiss rings are die struck. This difficult manufacturing process is a lost art at most jewelry companies. But not at Tessler & Weiss. Die striking produces a design with crisp depth and durability. The design is stamped onto the metal under several tons of pressure creating a harder gleaming ring that will retain its beauty for a lifetime. Die struck prongs on your ring provides for the strongest prongs available.

Most Tessler & Weiss two-tone rings are multi-piece rings and not one-piece rings that are plated to create a two-tone appearance. At Tessler & Weiss multiple pieces of different colored gold or platinum are assembled and then fused together making them one ring that will retain their two-tone appearance for a lifetime.

Tessler & Weiss uses only "fresh" gold unlike other companies. This helps create a ring that polishes brighter, holds a diamond more securely and never appears dull. All Tessler & Weiss rings are hand finished in our factory here in the USA. Tessler & Weiss offers rings in 14kt, 18kt, 24kt, 18k & Platinum, and Platinum.

Tessler & Weiss rings are your symbol of eternal love and commitment to each other. Take your time and explore the choices that are available to you.

**[Link to Tessler & Weiss Website](#)**



# Vimco



**Principal:** Anu Hirawat

**Contact:** Aharon Yaakov

**Email:** aharon@vimcodiamond.com

**Address:** 1156 Avenue of the Americas  
Suite 602,  
New York, NY 10036

**Phone:** 1 800 666 7177

**Fax:** 1 212 302 2047

**Terms:** N/A

**Payment:** Variable

**Policy:** Available

**About us:** Our strength are Anniversary Rings, Straight Line Bracelets, Eternity Bands, Journey, Men's Bands, Past Present & Future, Riviera Necklaces and Solitaires.

Vimco Diamond Corp. is a premier loose diamond supplier and 'core jewelry' manufacturer with ideal and near ideal cut diamonds. We stand for impeccable service, sharp pricing and flexible terms.

We at Vimco carry an extensive inventory of fine loose diamonds in rounds and princess cuts. We also are a Registered AGS supplier and carry AGS, GIA and EGL (USA) stones. Using our real ideal cut diamonds we have strong selling line of 'core jewelry' (a must for every store), complete with POS material. Our sharp pricing and flexible terms makes us an indispensable partner to every retail jewelry business. Our knowledge and friendly staff makes every customer comfortable and at home!

Vimco Diamond Corp. has been promoting better quality diamonds with ideal and near ideal proportions. Our thrust always has been to satisfy customers while trying to upgrade those, who are and were still using diamonds of poor makes and quality, to the AGS class stores. Our aim is to turn any independent retail jewelry store into AGS class using near ideal make diamonds for the same price of normal make diamonds. Starting from just selling melee, today the company procures and promotes rounds and princess cuts in sizes up to 5.00cts.

**Aharon is a deaf diamond salesman and cannot use the telephone. He is available for live chatting via AOL's AIM instant messenger using the screen name Aharondiamonds or his MSN Messenger screen name Aharonthediamondmensch@hotmail.com.**

**[Link to Vimco Website](#)**



# Yourline



**Principal:** Jeffery Bolling

**Contact:** Jeffery Bolling

**Email:** jeffery@yourlinejewelry.com

**Address:** 160 Pittsburgh St  
Uniontown, PA 15401

**Phone:** 1 866 439 6326

**Fax:** 1 724 439 4325

**Terms:**

**Payment:**

**Policy:**

**About us:** Yourline is an international jewelry manufacturer that specializes in designing and producing low cost/high quality signature collections for independent jewelers.

Yourline specializes in designing and producing signature collections for independent jewelers. Bring your own design visions to life or choose from three full levels of private label jewelry – in stock and available for purchase. The company is a US-based enterprise with a manufacturing partner in Mumbai, India. Skilled local craftsmen keep wage costs down, their expertise with state of the art computer aided technologies guarantees the quality you expect of a signature line, and the knowledgeable Uniontown, PA staff assures effortless transactions.

Yourline serves independent jewelers by designing and producing private label merchandise of exceptional quality and value.

We are an American company with a respected manufacturing partner in Mumbai India. Our current clients are high-end designers in the US and Italy.

We bring your vision to life; Describe your personal vision - work with us to develop one - or choose from three full levels of private label jewelry, in stock now and available for purchase.

Quality worthy of your signature collection; Our craftsmen are seventh generation artisans who have mastered laser and computer aided processes to assure precision and consistency.

Our lower costs are YOUR increased profits; We save money by employing local craftsmen. And – since you are doing business in the United States - there are no hidden charges, no shipping and return issues.

Friendly knowledgeable customer service professionals; The staff at our Uniontown, PA offices is dedicated to your service.

**[Link to Yourline Website](#)**





**Principal:** Robert Ahdoot

**Contact:** Ralda Rizke

**Email:** RRizke@ZivaJewels.com

**Address:** 631 South Olive Street  
Suite 340  
Los Angeles, CA 90014

**Phone:** 1 800 227 2464

**Fax:** 1 213 489 3978

**Terms:** Special Offer; Through 2008 holiday season, orders are equally matched with consignment from Ziva stock.

**Payment:** 3 monthly payments; November, December & January

**Policy:** 2:1 on Engagement Ring collection; 3:1 on all other products.  
Extended balancing offer exclusive to BIG members.

**About us:** ZIVA brings you the Latest Styles in Engagement Rings, Anniversary Bands, Earrings, Bracelets, Pendants and Necklaces set with finest quality diamonds and precious color (Emerald, Ruby, Sapphire, Tanzanite) in 14k, or 18k gold or Platinum.

### **ZIVA promise...**

You get style, quality & value every time you purchase a ZIVA piece. ZIVA brings you one of the most up to date, comprehensive collections of fine jewelry available. Custom-make.

ZIVA can custom-make your designs or modify the existing ZIVA styles to your specifications. For a price quote, contact your nearest ZIVA affiliate. Confident shopping. Besides the manufacturer's product warranty, ZIVA products are backed by some of the most reputable fine jewelry retailers in the nation.

### **Gem Quality**

#### **'A' quality diamonds**

0.01ct to 0.07ct rounds: G,H/SI1

0.08ct to 0.15ct rounds: G,H/SI

0.16ct & larger rounds: G,H/SI2

Baguettes: G,H/VS2

Other shapes: G,H/VS2, SI1

#### **'B' quality diamonds**

0.01ct to 0.07ct rounds: G,H/SI

0.08ct to 0.15ct rounds: G,H/SI2

#### **'C' quality diamonds**

0.01ct & larger rounds: I,J/SI

ZIVA warrants its products against defect in material and workmanship in normal use and serviced for a period of 12 months from the date of purchase. Adjustment or alteration of product by someone other than ZIVA will void ZIVA's product warranty.

**Link to Ziva Website**

