

December 2025

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Exploring the beauty of
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Making time for technology

It's that time of year when gatherings, cuisines, and gifts come to mind. If you're a jeweller, some of those thoughts may involve engravers, carvers, printers, and testers. These might even be among your favourite things. Finding the right tool for your business is essential to making the most of the new machinery and processes available to jewellery industry professionals. In the spirit of giving, we'll help you navigate tough decisions by providing an overview of the latest technology to elevate your designs. Read more about this in our updated tech review on page 34.

Upgrading your technological hardware is one way to stay ahead; using data to fuel strategic growth initiatives is another. On page 16, Megan Crabtree emphasizes the vital role of data in guiding manufacturing business decisions, discussing data collection methods and essential data types. "The real growth opportunity may be hiding in plain sight—your data. It's not glamorous but ask any high-performing jewellery retailer and they'll tell you sales aren't just made on the showroom floor; they're shaped by what gets entered (or missed) behind the scenes," she says.

Amid the awe and wonder that technology brings, let us also appreciate the natural beauty of gems. One such marvel is ammolite. "From its ancient origins and Indigenous traditions to its careful journey from mine to market, ammolite's story is one of wonder, responsibility, and connection," says Amarjeet Grewal. "Though considered a lesser-known gemstone, ammolite has steadily claimed its place on the global stage as a rare and extraordinary gem," she continues. Read the details on page 32.

Another beauty in the world of gems is turquoise. "It's a gemstone that doesn't really show crystalline structure, even though it has one," shares Lauriane Lognay. "From ancient empires to contemporary ateliers, turquoise has remained a gemstone of timeless allure and cultural depth. Its vivid hues, intricate matrix patterns, and rich history make it much more than just December's birthstone," she notes. See page 8 for more.

While you enjoy the wonders of the season, remain vigilant for suspicious activities. On page 21, FINTRAC emphasizes how dealers in precious metals and stones (DPMS) play a vital role in helping Canada detect and prevent money laundering, terrorist financing, and sanctions evasion. "The DPMS sector is particularly attractive to criminals due to the high value and liquidity of precious metals and stones. These items are easy to purchase, transfer, and store, making them an ideal medium for money laundering, terrorist financing, or sanctions evasion. Therefore, diligent reporting is vital in the fight against financial crimes," notes FINTRAC. "The threshold to report is reasonable grounds to suspect that a transaction or attempted transaction is related to the commission of money laundering, terrorist financing activity, or a sanction evasion offence," they continue.

Finally, be sure to visit us online (www.jewellerybusiness.com) and subscribe to our newsletter; it's a great way to stay in touch.

Until next time, stay well and be safe. 🌍

Linda

Linda Dalke
Publisher

"Technology is a useful servant but a dangerous master."

~Christian Lous Lange



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08



14



26



contents

features

16

Loyal clients

Turn once-a-year shoppers into loyal, returning clients.

21

Financial intelligence

Learn how you can help prevent financial crimes.

26

Preparing for business crisis

Read about the lessons appraisers learned from the pandemic.

32

Canadian ammolite

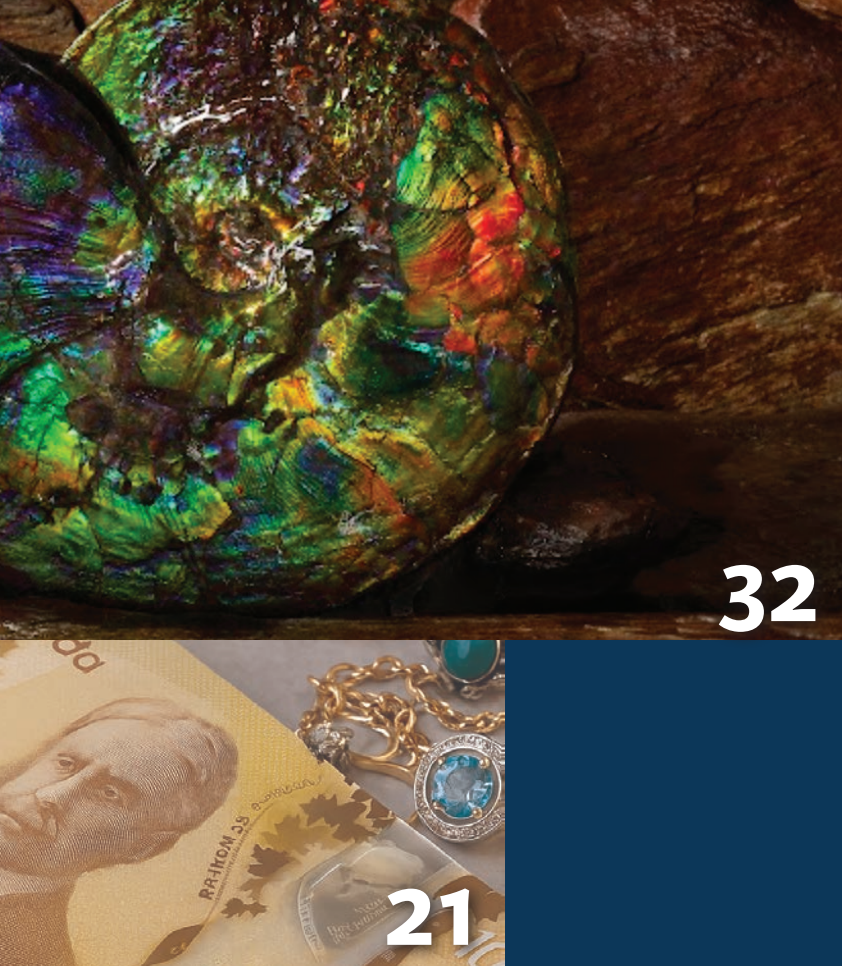
Discover the story of this important gem in the jewellery business.

34

Latest jewellery tech

Explore the latest technology to elevate your designs.

Contributors: Karen Howard, Scott Hayes, Amarjeet Grewal, Lauriane Lognay, Megan Crabtree, Sara Belyazid, FINTRAC



Jewellery

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departments

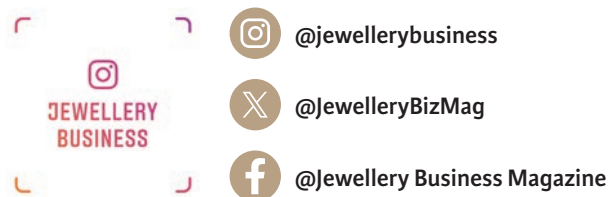
- 04 From the Publisher
- 08 Gemmology
- 14 Crime Watch
- 30 Message from the CJA
- 42 Last Look

on the cover

Model wears a PICCHIOTTI Classic Blue & Green handcrafted convertible collar necklace, featuring Zambia emeralds (9.61 tcw.), sapphires (22.22 tcw.), and baguette diamonds (17.8 tcw., including pendant and ring) in 18K white gold.

PHOTO COURTESY: PICCHIOTTI ([HTTPS://WWW.PICCHIOTTI.IT/EN/PRODUCT/3747/](https://www.picchiotti.it/en/product/3747/))

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December blues— *Turquoise*

By Lauriane Lognay

What is a turquoise? It's not only a colour, or the December birthstone, but an important gem in the jewellery business that has been around for millions of years! Amongst the oldest gemstones ever used by humans, with over 3,000 years of history, turquoise is unlike any other gem on the market. Often thought of as just a low-quality tumbled stone by many, it has, multiple times in history, been used by royalty and the biggest jewellery houses in the world. Its unique appearance makes it easy to make bespoke pieces that last. It's also why it's a gemstone that is often imitated and treated.

PHOTOS COURTESY RIPPANA, INC./LAURIANE LOGNAY



Oval sleeping beauty turquoise, 12x10mm 3.20cts, and two other turquoise stabilized, also natural, not considered sleeping beauty. 3.00cts and 5.70cts.



Turquoise sleeping beauty, 17.6x13mm.

Structure

It's a gemstone that doesn't really show crystalline structure, even though it has one. The appearance is most of the time reminiscent of bubble gum. The crystalline system is triclinic, but most of the time the rough shape is amorphous or botryoidal in nature. The crystals are so small, they appear as cryptocrystalline masses instead of big single crystals like quartz and beryls.

In simpler terms, you cannot see the structure with the naked eye or even with a standard microscope, but it exists and is not amorphous, unlike opal, for example. Turquoise has a hardness of 5 to 6 on the Mohs scale, making it a rather fragile gemstone. It has a waxy lustre, often appearing matte or shiny like a candy.

Purity in colour

The main colour is, well, turquoise. Going from baby blue, to pale blue, to green, to yellowish green and a mix of all of those. The colour normally depends on the quantity of copper (for the blue) and iron (for the green) in its content.

The iron content is also why some turquoise over the years might oxidize and turn from blue to more greenish on the surface. Most of the time, a simple polish can bring back its original colour hiding underneath.

The most rare and coveted colour is called "sleeping beauty," also called "robin's egg blue" or "Persian blue," depending on where it came from. No blemishes, no dead spots, no cracks or fissures filled with "sand." Pure homochromatic blue is the one you want.

However, depending on your clients' tastes, some prefer their turquoise with imperfections, as proof of it being natural. Matrix patterns, as we call it, can be different colours, like gold, brown, or black. Some collectors put value on the intricate patterns more than the perfect appearance of the gemstone itself.



Iranian natural turquoise, stabilized, around 6.25mm each 0.73 cts each.



Different types of rough turquoise stabilized.



91.58 cts Not stabilized natural turquoise.



Origins

Iran (Persia) is historically famous for having the best and oldest found turquoises in the world, but you can also find incomparable beauties in the United States (Arizona, Nevada, New Mexico), Egypt, China, Mexico, Chile, Afghanistan, Tibet, and more.

Each origin with their own unique features and colours.

Rulers of ancient Egypt used to adorn themselves in turquoise jewellery, Aztecs used them for ceremonies, and it was sacred, and carvings of Chinese origins found dated back to more than three thousand years. Turquoise is also the official gemstone of Tibet.

Today, the turquoise gemstone represents not only a part of history, but it is also named the main December gemstone.

What's in a name?

The origin of the name comes from what the French called "pierre Turque," meaning Turkish gemstone in English. Over the years, the name became turquoise, also symbolizing the origin of the turquoise gemstone introduction to Europe in the Middle Ages. Today, the name not only symbolizes the gemstone, it has also created its own named colour recognized worldwide.

Treatments

Stabilization

Since turquoise is known to be a porous gemstone, it is common for it to be stabilized in order to cut it and use it in jewellery.

If not, it would be too soft to cut and brittle to use. Stabilization implicates a certain mix of resin and or plastic introduced into the stone, making it more durable for everyday wear and easier to polish when cutting it. This treatment is considered normal on the market and even wanted, for it makes working with turquoise infinitely easier.





Dye

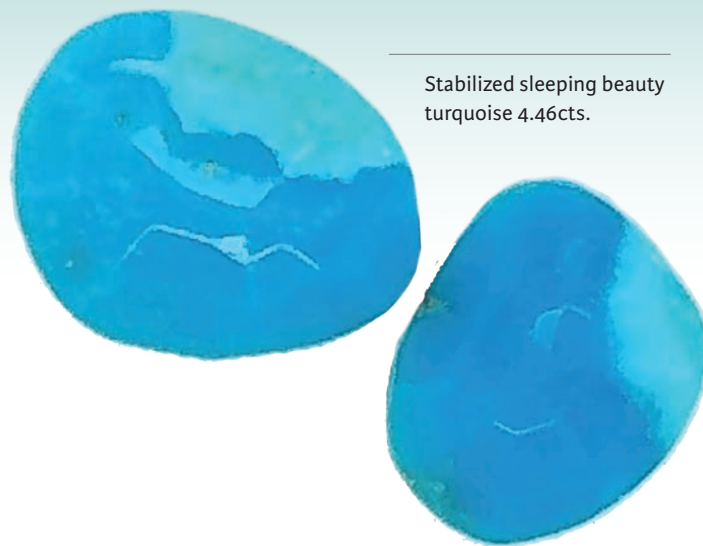
Turquoise is often dyed to make its appearance more pleasing. The colour could be too pale, or too green, or not evenly distributed.

The dye is often a surface treatment, meaning it is unstable and could be gone after a little dip in the acetone of a simple re-polish by a lapidary.

Jewellers have to be careful when handling client gemstones or buying them. Checking under the microscope for concentrated coloured areas or slightly scratching the surface can help determine if it's the real colour or not. Otherwise, you might get a surprise!

Not to be confused with turquoise that was oxidized and turned more green with time.

You will see a difference after polishing, but it's not skin-deep dye, it's the natural colour of the turquoise. This dyeing must be disclosed when bought, as it's generally not an accepted treatment.



Stabilized sleeping beauty turquoise 4.46cts.

Imitations

Reconstitution or composite turquoise

Because the original gemstone doesn't exist anymore, this is not considered a treatment, but an imitation. It's powdered turquoise that is bonded with resin to create a new "naturally looking" turquoise. It must be disclosed, as it is not considered a real turquoise or accepted in the market. They will often have black and brown cracks, all over,

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402.22cts Stabilized Kingsman natural turquoise from the United States.



8.39 cts Stabilized natural turquoise from the United States.



49.24 cts Stabilized natural turquoise.



4.14 cts Stabilized natural turquoise.

difficult for the everyday person to distinguish from real, because of their “natural-looking inclusions.” Make sure your sources are sure.

Howlite and magnetite

You have a lot of dyed howlite and magnetite on the market to imitate turquoise. Those can be distinguished by gemmologists and tested. Technics for testing include hardness, density, colour, re-polishing, and surface appearance.

Also, ceramics, plastic, and companies like Gilson, are making the closest that we have to synthetics, but are still considered imitations.

“Modernize the old, but remember the gold”

A little saying I like to write once in a while. In this case, we have to remember that turquoise is a part of our history, a part of the jewellery industry, and not just vintage pieces that you see occasionally. Renowned jewellery houses modernized it in contemporary and modern pieces, cementing its place in high-end jewellery today, but I think we can also do it with the less perfect turquoise, the different hues of blue and colour. It's also a very affordable option for skyrocketing metal prices and the upcoming Christmas rush.

It's truly a unique gemstone, contributing one of the rarest and best hues nature has to offer.

From ancient empires to contemporary ateliers, turquoise has remained a gemstone of timeless allure and cultural depth. Its vivid hues, intricate matrix patterns, and rich history make it much more than just December's birthstone—it is a bridge between past and present, tradition, and innovation. Whether in its purest “Sleeping Beauty” form or showcasing its natural imperfections, turquoise continues to inspire collectors, jewellers, and designers alike. As we move forward in a fast-paced, modern industry, embracing the charm and versatility of turquoise reminds us that even the oldest gems still have stories to tell—and beauty to offer. 🌟



Lauriane Lognay is a fellow of the Gemmological Association of Great Britain (FGA) and has won several awards. She is a gemstone dealer who works with jewellers to help them decide on the best stones for their designs. Lognay owns Rippana, Inc., a Montréal-based company that offers coloured gemstone, lapidary, and jewellery services. She can be reached at rippanainfo@gmail.com.

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SECURING shipments in transit

By Scott Hayes

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For jewellery retailers, wholesalers, and manufacturers in Canada, transporting high-value goods between provinces or across borders can be a vulnerable point in your supply chain. Criminals know that shipments in motion can be more exposed than merchandise secured inside a display case or vault. Focusing on in-store theft prevention is important, but don't forget to consider the risks associated with moving product while using courier and mail services to get your product to the customer.

Risk in motion

Jewellery in transit is an appealing target. Packages are out of your control, often transferred between multiple handlers, stored in warehouses, and possibly left in delivery vehicles. Losses during

transport are not on top of everyone's list, but they happen more frequently than you might think. When it happens, it can have a higher impact both in terms of financial cost and reputational damage. The assumption that you haven't really had a problem with it yet, so it's something to put on the back burner, may cost you more than you anticipate. According to Overhaul, 85 per cent of significant cargo theft occurs in the Greater Toronto Area (GTA), and it's irrelevant where your shipment is going to or from, so if it's transiting through the GTA, you have something to consider.

Establish shipping protocols

Good transit security starts in-house. Every business that ships valuable goods should maintain formal, written procedures for how



shipments are prepared, verified, and documented. Verbal handoffs and informal routines may feel efficient, but they leave your business vulnerable to both loss and insurance denial. Your shipping protocol should include:

- Clear chain-of-custody forms, signed at each handling stage
- Standardized packing checklists to ensure consistency
- Dual-verification of inventory before sealing packages
- Inventory numbers or descriptions logged for each item shipped

Training matters here. Staff who are responsible for preparing or receiving shipments should know what procedures to follow and why each step exists. If your business receives high-value returns or inter-store transfers, apply the same level of care to incoming items.

Confidentiality in transit

Discretion is a powerful form of protection. Packaging that hints at valuable contents, whether through branding, labelling, or overly specific customs declarations, can make your shipment a target. However, shipping items into the United States may require this type of specificity. Consider working with your courier's broker service to utilize the Harmonized System codes for outer paperwork instead of descriptive labels. Consider the following steps to reduce visibility:

- Avoid jewellery-related terms on any outward-facing label or form
- Use generic business names and neutral return addresses (if possible).
- Do not use branded packaging that draws attention
- When possible, limit declared shipment value to insurance paperwork only

Some businesses even use a 'double envelope' strategy, where identifying information is included only on an inner package that is sealed inside an unmarked outer box.

Choosing the right courier and service level

Even when using a well-known shipping company, the protection your shipment receives depends on the service level you select. For example, basic ground shipping may have minimal tracking, no chain of custody documentation, and limited insurance coverage. Higher-tier services often offer benefits like:

- Real-time package scanning at every transfer point
- Restricted access sorting facilities
- Guaranteed delivery times that reduce dwell time in depots
- Adult signature requirements

If your shipping volume or value justifies it, consider speaking with your courier's account representative to better understand their high-value shipment procedures. In some cases, you may also be able to pre-select routes or delivery schedules that reduce exposure.

Packaging is important

The physical packaging of a high-value shipment should do three things: protect, conceal, and reveal tampering. Even if a package is intercepted,

the goal is to delay access or make the theft immediately obvious. Best practices include:

- Double-boxing shipments to add an extra layer of separation
- Using tamper-evident security tape or seals
- Padding or void fill to prevent movement and sound
- Photographing the sealed package prior to hand-off

These steps protect the item and serve as documentation in the event of a dispute with the courier, customer, or insurer.

Inbound is important, too

Shipments coming into your business are just as vulnerable as those going out. Treat inbound logistics with the same seriousness:

- Inspect all packages for damage or signs of tampering before signing
- Take photos upon arrival, both unopened and after opening
- Cross-check contents against packing slips and internal records
- Log and report any inconsistencies immediately

If something doesn't feel right, such as resealed tape or a damaged label, escalate the concern before accepting the delivery outright.

When to consider going specialized

Traditional courier services may not be sufficient in some situations. For ultra-high-value shipments, consider specialized secure transport providers. While more expensive, they often offer direct routing and a continuous chain of custody. This is often a worthwhile investment for wholesale lots, interprovincial transfers of rare items, or time-sensitive exhibition pieces.

Transit may be the least visible part of your operation, but it is exposed to security breaches. Strong internal procedures, confidentiality in packaging, appropriate courier selection, and staff training all work together to reduce risk. No shipping method is perfect, but a smart, layered approach significantly lowers your vulnerability. When you ship like it matters, you're not just protecting product, you're protecting your reputation, your insurance coverage, and your peace of mind. 🌐



Scott is a security advisor and independent security consultant with Jewellers Vigilance Canada. He retired with over 28 years of experience in law enforcement, having spent the last 15 years investigating organized crime on a national and international level. He is a Certified Protection Professional (CPP) with ASIS Int'l and an Associate Business Continuity Professional (ABCP) with DRI Int'l.

Jewellers Vigilance Canada (JVC) is a non-profit subsidiary of the Canadian Jewellers Association with a mandate "to advance loss prevention within the jewellery industry." JVC also works closely with law enforcement agencies in Canada through their Crime Prevention Program. For more information, visit www.jewellerycrimcanada.ca.



10 Ways

to ensure your customer comes back after the holidays

By Megan Crabtree

The holiday season is the most critical period for jewellery retailers. Shoppers flock in for gifts, engagements, and once-a-year purchases, often leading to record-breaking sales. But once the tree is taken down and the last holiday promotion ends, retailers face their real challenge: bringing those customers back. For jewellers, that means turning seasonal shoppers into lifelong clients.

Consumers have endless choices, but the shops that stand out are those that continue nurturing relationships after the holiday rush. Here

are 10 proven strategies to help ensure your customers return long after the lights fade.

Collect the basics, but make it personal

Customer data is gold. The most successful retailers use the holidays to gather information that helps personalize outreach for the year ahead. Start with essentials: birthdays, anniversaries, emails, and preferred communication methods.

Asking for this doesn't have to feel invasive. When processing a payment, you can naturally request to see a piece of ID along with the card. This simple step feels routine, reinforces security, and creates the perfect opening to confirm details like birthdays. While you're at it, note valuable personal details in your system: children's names, hobbies, or even which sports they play. These touchpoints give staff a chance to connect authentically and make guests feel remembered and valued during future visits.

Remember, personalization is not a gimmick; it's a relationship builder. A "How's Emma's hockey season going?" goes much further than a generic sales pitch.

Respect diversity in celebrations

Not every customer celebrates Christmas. Asking what holiday they observe allows you to honour their traditions and market respectfully. Sending the right holiday card or greeting creates a meaningful impression.

This approach builds inclusivity into your customer experience and positions your store as thoughtful and attentive, not one-size-fits-all.

Incentivize staff to collect occasions

Customer data collection only works if your team is committed. Turn it into a game: run a December incentive program where staff members earn rewards for gathering the most birthdays, anniversaries, and special occasions.



"Winter shopping can be daunting for older or disabled customers. Train staff to watch for customers who may need extra help navigating snowy sidewalks or store entrances."

Gamifying clientelling reinforces a culture of engagement. Every name, date, or preference captured is a future sales opportunity waiting to be nurtured. Over time, this also builds a meaningful customer database, an asset that will continue generating value well into the future.

Bucket your customers for smarter marketing

Marketing becomes far more effective when customers are segmented by shopping habits. For example:

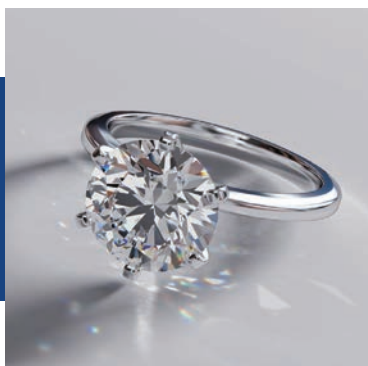
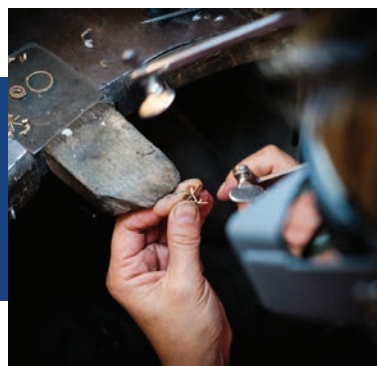


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The holiday season is the most critical period for jewellery retailers.

- Who shops primarily in November versus December?
- Who are your brand-new customers each month?
- Who purchased engagement rings and may possibly be back for wedding bands?

Creating these buckets allows you to time communications effectively. A couple who bought an engagement ring in December should be followed up with in February or March, when wedding band shopping typically begins. Pair that follow-up with an incentive like a champagne toast during their visit, and you've increased your odds of securing their next purchase.

Smart segmentation also allows you to send regionally relevant messages or reminders tied to local holidays and festivals.

Enhance the proposal experience

For engagement shoppers, don't stop at the sale. While they're in-store, show them wedding bands and email photos directly to the client. This makes it easy for them to share options with their partner later.

By planting that seed early, you create a natural reason for them to return. You've also positioned your store as the next step in their love story, not just the first.

Create a festive atmosphere for staff and customers

The holiday season can be stressful for both shoppers and employees. A warm, cheerful store atmosphere not only attracts customers but also boosts team morale. Consider:

- Ugly sweater days to add fun and relatability.
- Morning games or contests (think reindeer races or trivia) to energize staff.
- Potlucks where team members share holiday dishes, creating a sense of community.
- Holiday cookies from a local bakery, offered to shoppers as a treat.
- Hot chocolate on cold days to keep spirits high.

These touches may seem small, but they create memories. Customers associate positive feelings with your store, and staff feel valued, which translates directly into better service.

Show care and accessibility for all

Winter shopping can be daunting for older or disabled customers. Train staff to watch for customers who may need extra help navigating snowy sidewalks or store entrances. Offer curbside pickup, delivery, or virtual appointments for those unable to come inside.

These accommodations demonstrate genuine care and inclusivity. They're good business practices and help build loyalty that lasts well beyond the holidays.

Keep returns from becoming lost sales

The weeks following Christmas often bring an influx of returns. Instead of treating them as losses, turn them into opportunities.

One effective tactic is a "save-the-sale" incentive. When staff convert a return into a new purchase, the receipt goes into a draw for a prize. This encourages teamwork, as associates rally to support one another in turning potential losses into wins.

This approach reframes returns as another customer service opportunity, not a setback.

Celebrate the family spirit

Jewellery is often tied to family milestones. Reflect that in your store culture. Encourage staff to bring in family photos and create a holiday wall of memories. This builds camaraderie and shows customers that your store values relationships as much as they do.

Closing early on Christmas Eve is another simple but impactful gesture. Allowing your team to be with their families reinforces that your business values people over profit, and customers notice.

Keep the momentum going year-round

The real test of post-holiday success is consistency. Use the information collected in December to fuel year-round clientelling. Send birthday or anniversary reminders, reach out with tailored promotions, and continue to bucket customers into segments for smarter campaigns.

Retention is not a one-time effort. It's an ongoing practice of showing customers they're remembered, valued, and celebrated after their initial purchase.



When processing a payment, you can naturally request to see a piece of ID along with the card.

The holidays are an ideal time to focus on building client relationships that extend into the new year and beyond. From collecting customer data to creating joyful experiences in-store, every effort contributes to a culture of loyalty.

When your team treats each interaction as the start of a longer journey, you move from being a store that sells jewellery to a trusted partner in life's most meaningful moments. That's how you ensure customers keep coming back holiday after holiday, milestone after milestone.

So, as the decorations come down and the new year begins, ask yourself: What legacy do we want to leave with every client who walks through our doors? 🌟



Megan Crabtree is the founder & CEO of Crabtree Consulting, a boutique consulting firm with a proven track record of successfully growing jewellery retailers and manufacturers for more than two decades. Known for their unique data-driven approach, they identify barriers and create tailored growth opportunities, fuelling success and helping clients reach their goals in the industry.

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The critical role of dealers in precious metals and stones in **COMBATING FINANCIAL CRIME**

In the fight against money laundering and terrorist financing, suspicious transaction reporting, in particular, is crucial to the Financial Transactions and Reports Analysis Centre of Canada's (FINTRAC) ability to generate actionable financial intelligence for Canada's law enforcement and national security agencies.

Businesses subject to the *Proceeds of Crime (Money Laundering) and Terrorist Financing Act*, known as reporting entities, must report completed or attempted suspicious transactions to FINTRAC when there are reasonable grounds to suspect that the transaction is related to a money laundering, terrorist financing, or sanctions evasion offence. Among these reporting entities are dealers in precious metals and stones (DPMS), whose unique position in the marketplace makes their adherence to reporting obligations particularly crucial in preventing and detecting financial crime.

Diligent reporting is vital in the fight against financial crimes.



The importance of reporting suspicious transactions

The DPMS sector is particularly attractive to criminals due to the high value and liquidity of precious metals and stones. These items are easy to purchase, transfer, and store, making them an ideal medium for money laundering, terrorist financing, or sanctions evasion. Therefore, diligent reporting is vital in the fight against financial crimes.

Recognizing reasonable grounds to suspect

As previously outlined by FINTRAC, a Suspicious Transaction Report (STR) must be submitted when there are reasonable grounds to suspect that a transaction or attempted transaction is related to the commission of money laundering, terrorist financing activity, or a sanction evasion offence. One or many indicators can be present to establish reasonable grounds to suspect. This suspicion does not need to be based on certainty or even a high likelihood, but merely the possibility that an offence has occurred. This is a key distinction, as an excessively high reporting threshold is a common failing in many organizations' reporting processes.

Indicators specific to DPMS

FINTRAC has identified several common themes in the STR submitted by the DPMS sector. These include refusal to provide identity, use of confusing or fake identity, structuring transactions to avoid the \$10,000 threshold, and the use of multiple methods of payment. By recognizing these common indicators or "red flags," DPMS organizations can better identify suspicious transactions and fulfill their reporting obligations.

The indicators that follow are intended to help DPMS determine if they have reached the reasonable grounds to suspect threshold. DPMS should use these indicators in conjunction with other published indicators, such as those contained in FINTRAC's money laundering and terrorist financing indicators for DPMS.

Indicators—retail and wholesale/suppliers

FINTRAC has developed indicators of suspicious transactions based on key factors related to the retail and wholesale/supplier segments of the DPMS sector. These indicators detail situations and/or transactions in which a DPMS is at an increased risk of being exploited for money laundering or terrorist financing.

Indicators related to retail transactions:

- The individual appears to be structuring amounts to avoid customer identification or reporting thresholds.
- The individual frequently uses layaway plans in an apparent attempt to avoid reporting requirements (also known as structuring).
- The individual uses a payment card that appears to be altered or stolen.
- The individual buys high-value goods using small-denomination bills (\$5, \$10, \$20).
- The individual sells gold in non-standard bricks or similar shapes with no distinct markings or value.
- The individual will only trade items for cash or other precious metals and stones.
- The individual attempts to buy precious metals or stones with a company credit card or a credit card not in their name.
- The individual trades items for similar items of near-equal value.

- The individual uses negotiable instruments or credit cards issued in a country other than Canada to make purchases.
- The individual frequently crosses the Canada-U.S. border to buy jewellery or precious metals, in particular where there is not a strong economic incentive to do so.
- The customer or supplier attempts to maintain a high degree of secrecy with respect to the transaction, such as requesting that normal business records not be kept.
- The individual makes large or frequent purchases in funds other than Canadian dollars.

Indicators related to retail behaviour:

- The individual appears to be living beyond their means.
- The transactional activity (level or volume) is inconsistent with the individual's apparent financial standing, their usual pattern of activities or occupational information (e.g., student, unemployed, social assistance).
- The individual cannot explain the origin of the precious metals and stones.
- The individual is willing to sell items at rates significantly lower than their typical sale value.
- The individual appears to be uninterested in the details of the sale or purchase of goods, which would normally be material information for a client.
- The individual indiscriminately purchases merchandise without regard for value, size, or colour.

- The individual is vague or refuses to provide details about why they are selling or buying items, or about the origin of the items.
- The individual uses alternative addresses for deliveries, uses post office boxes or uses third parties to receive purchases.
- Multiple individuals are involved in retrieving, transporting, or purchasing items.
- The individual does not wish to buy or sell face-to-face and is nervous about information related to their identification.
- The individual attempts to purchase abnormally large quantities of precious metals or loose jewels in non-wearable form.

Indicators related to wholesale/supplier transactions:

- The individual or entity appears to be structuring amounts to avoid customer identification or reporting thresholds.
- The individual or entity pays for high-priced jewellery or precious metals with cash only.
- The individual or entity makes payments for purchases through a lawyer's trust account.
- The individual or entity pays for expensive purchases exclusively with cryptocurrency, especially when buying gold stored by a wholesaler or supplier.
- The individual or entity uses financial instruments from a foreign bank and/or that are not in Canadian dollars.

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By complying with your legal obligations, you are deterring criminals, protecting the legitimate economy, and targeting the organized networks threatening Canadians.

Indicators related to wholesale/supplier behaviour:

- The individual or entity amasses a large amount of stored bullion or precious stones over time, in an apparent attempt to avoid reporting requirements (known as structuring).
- The individual's or entity's listed address is in a high-risk jurisdiction known for corruption or smuggling relating to precious metals or stones.
- The individual or entity sells a large amount of precious metals and stones that originate or are known to be traded from areas not known for their production (*i.e.*, trading centres).
- The individual or entity amasses a large amount of precious metals or stones in a wholesaler's or supplier's storage facility or pool over time.
- The entity's ownership structure appears invalid or altered, or the entity refuses to provide additional information when requested.
- The individual benefiting from the purchase cannot be identified.
- The location to which bullion or stones are moved directly to or from storage is different from the individual's or entity's listed address.
- The individual or entity continually moves large volumes of bullion directly into and out of storage.
- The individual provides only a non-civic address such as a post office box or disguises a post office box as a civic address for the purpose of concealing their physical residence.
- The individual or entity does not appear to understand the precious metals and stones industry or lacks the appropriate equipment or finances to engage in activity in that industry.

- The individual appears to be uninterested in or uninformed about the structure or transactions of their business.
- The size or type of transactions is atypical for the individual or entity.
- The customer or supplier attempts to maintain a high degree of secrecy with respect to the transaction, such as requesting that normal business records not be kept.

Some cases may involve multiple indicators, while others may present only one. Regardless of the number, the DPMS must carefully assess and consider all indicators when determining if a suspicious transaction should be reported. Just remember, the threshold to report is reasonable grounds to suspect that a transaction or attempted transaction is related to the commission of money laundering, terrorist financing activity, or a sanction evasion offence.

Potential scenarios

Scenario 1

You are a retailer offering services that include the purchasing and selling of precious metals/stones, jewellery, and watches. You have one retail location in an urban setting where crime rates have been on the rise, including scams, break-ins, and theft. One recent morning, an elderly lady who has never visited your store comes to sell a couple of gold rings and diamond bracelets for cash. In the following weeks, the same elderly lady came back to sell more old jewellery, each time with increasing amounts, for cash. Your sales representatives press the client

to uncover why she wishes to sell jewellery. The elderly lady is reluctant to provide any details, saying she no longer needs the jewellery and needs cash to send funds abroad urgently. She appears to be nervous when asked further questions.

Is this suspicious? Answer: Yes

Based on the following indicators, the retailer should submit an STR to FINTRAC:

- Indicators of romance fraud victim—The client is at a potentially more vulnerable stage of life (*i.e.*, a senior or widowed, separated, or divorced);
- The client provides minimal or inconsistent information and/or avoids answering questions about the purpose of the transaction;
- The client appears to be pooling all financial resources from various sources and depleting assets to fund transfers to individuals/entities; and
- The client exhibits nervous behaviour.

Scenario 2

You are a wholesaler that provides services in the DPMS sector, which includes the buying and selling of precious metals, stones, and jewellery with mainly corporate clients, such as jewellery retailers. Your business is located in a relatively low-crime area in a central business district where you know most of your corporate clients. A new corporate client is looking to purchase a large volume of diamonds to be stored at your facility. In your interaction with this corporate client, they do not exhibit any concern for the associated transaction costs, the origin and quality of the diamonds, and are unclear on the details of the purchase. When information on the beneficial owners of the entity is requested, the corporate client suggests that you do not need that information and refuses to provide it. While conducting your own research about the client, you are unable to find any information about them online or with any corporate registries. You decide to not transact with this corporate client as you consider them to be high risk and exceeded your risk tolerance.

Is this suspicious? Answer: Yes

Based on the following indicators related to customer behaviour and identifying the entity, the STR should be submitted to FINTRAC as an attempted transaction:

- The customer exhibits a lack of concern about higher-than-normal transaction costs or fees;
- The customer indiscriminately purchases merchandise without regard for value, size, or colour;
- The customer presents confusing details about the transaction or knows few details about its purpose;
- The customer refuses to provide information regarding the beneficial owners of an entity, or provides information that is false, conflicting, misleading, or substantially incorrect; and
- The customer (individual or entity) amasses a large amount of precious metals or stones in a wholesaler's or supplier's storage facility or pool over time.

The impact of STRs

FINTRAC receives millions of reports, and a single STR submitted by a DPMS could be the critical piece that helps uncover valuable financial intelligence. STRs are more than just a regulatory requirement; they are a vital tool in the detection, prevention, and deterrence of money laundering, terrorist financing, and sanctions evasion.

Money laundering, terrorist financing, and sanctions evasion jeopardize our financial system's integrity and damage the Canadian economy. They fuel corruption, erode public institutions, and impact government revenues and international credibility.

By complying with your legal obligations, you are deterring criminals, protecting the legitimate economy, and targeting the organized networks threatening Canadians.

You are also helping FINTRAC gather insights on patterns, vulnerabilities, and emerging threats within Canada's financial system.

For more information on indicators and how to report to FINTRAC, visit <https://fintrac-canafe.canada.ca>. 🌐




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Preparing for business crisis



What jewellery appraisers learned from COVID—and how to be ready for what's next

By Karen Howard

When the world paused, so did business

In early 2020, the world changed in an instant. Storefronts shut down, supply chains halted, and “non-essential” businesses—including many jewellery appraisers—found themselves out of work almost overnight. Appraisal appointments were cancelled. Insurance companies put cases on hold. Estate clients disappeared. For independent professionals in a field that thrives on in-person interaction, COVID-19 wasn't just a health crisis—it was a business crisis.

The pandemic served as a wake-up call for many appraisers, revealing just how vulnerable small, specialised businesses can be. But it also

revealed the resilience and adaptability of professionals in this niche. In this article, we'll explore how jewellery appraisers can prepare for business crises of all kinds—from global pandemics to personal emergencies. Whether you're new to the field or decades in, planning for disruption isn't just smart—it's essential for long-term survival.

What counts as a business crisis?

A business crisis can take many forms:

- Global events—Pandemics, wars, economic recessions.
- Natural disasters—Fires, floods, earthquakes.

PHOTO COURTESY JAKUB JIRSAK/ISTOCKPHOTO.COM

- Technological failures—Cyberattacks, system outages, power failures.
- Legal/regulatory changes—New legislation, liability challenges, insurance claim policy shifts.
- Personal emergencies—Health issues, family crises, burnout, or even death.

For jewellery appraisers—who often operate solo or in small partnerships—even a single emergency can derail operations. That’s why preparation is not optional. Preparation can hold you in good standing for more than one type of emergency, but no plan can lead to financial ruin.

Lessons from the COVID-19 pandemic

COVID-19 was an equal-opportunity disruptor, and that is why it is talked about in this article, but not everyone was affected equally. Jewellery appraisers faced several unique challenges:

- Inability to meet clients in person—With lockdowns in place, mobile and office-based appraisers alike couldn’t inspect jewellery firsthand.
- Supply chain disruptions—Obtaining tools, equipment, and updated price lists became difficult.
- Reduced client demand—With financial markets unstable, many clients delayed insurance appraisals or estate processing.
- Insurance and legal constraints—Some insurers paused new policy applications, and court backlogs delayed estate work.

However, some appraisers found ways to adapt. A few examples include:

- Virtual consultations—Some appraisers offered pre-consultations via video calls, collecting provenance and history ahead of a postponed in-person evaluation.
- Online education—Many invested in continuing education during the downtime to boost credentials and credibility.
- Backup systems—Those with digitized records and cloud storage fared far better than those with paper-based systems.
- Drop off system—Some appraisers, due to how their lab or office was set up, were able to do no-contact drop off of the jewellery.

This was an area where I was able to implement working from a home office. Virtual consultation or even just a phone call. Items dropped off in the enclosed porch, the client knocked on the inside door to let me know it was there or texted me. I retrieved the jewellery and contacted them when it was done for pick up. E-transfer for payment or credit card number was virtually told to me or done on my website.

The takeaway? Those who had some form of crisis plan in place—however informal—weathered the storm more easily.

Step 1: Assess the risks unique to your appraisal business

No two appraisers are alike. Your risk exposure depends on several factors:

- Business model—Are you mobile, home-based, retail-based, or renting a lab?
- Client type—Do you serve mostly private clients, jewellers, insurers, or legal professionals?
- Technology dependence—Are your records digital and cloud-backed, or paper and local?



Risk	Likelihood	Impact	Plan in Place?
Personal illness	Medium	High	Yes/No
Economic downturn	High	Medium	Yes/No
Fire or flood	Low	High	Yes/No
Computer failure	Medium	High	Yes/No
Legal change	Low	Medium	Yes/No

- Solo vs. team—Do you work alone, or can someone cover for you? Use a simple risk matrix to identify which threats are most likely and most damaging. Prioritize preparing for those.

This exercise alone can help you take control of the uncertainty.

Step 2: Build operational resilience

Operational resilience means having systems that can keep your business running—or restart it quickly—during disruption. The three items that follow should be part of your policy and procedure manual.

Digitize everything

- Store client records, reports, gemstone certifications, and images in the cloud.
- Use secure file-sharing tools (like Dropbox, Google Drive, or appraisal-specific platforms).
- Adopt software that can be accessed remotely for report writing, invoicing, and communications.

Develop standard operating procedures (SOPs)

- Write out how you handle each type of appraisal (insurance, estate, resale, etc.).
- Document your workflow—from intake to delivery.
- If you were sick tomorrow, could a trusted colleague pick up where you left off?



PHOTO COURTESY FXQUADRO/BIGSTOCKPHOTO.COM

Operational resilience means having systems that can keep your business running.

Create a crisis checklist

Include:

- Emergency contact list
- Access credentials for cloud-based tools
- Insurance policy numbers
- Vendor contacts (gem labs, software providers)
- Template client communications

CRISIS PREP CHECKLIST for jewellery appraisers

- Backup your files to the cloud
- Set up emergency savings
- Review your insurance policies
- Write a continuity plan
- List your trusted colleague contacts
- Prepare client communication templates
- Document standard workflows
- Diversify your services
- Join a professional network
- Reflect on what COVID taught you

Step 3: Plan financially for downtime

One of the biggest stressors during COVID-19 was cash flow—or lack of it. Many appraisers didn't qualify for government support and had limited savings.

What would happen if you or a loved one became ill tomorrow and you needed to stop working for three to four months? Would you survive financially? Would your business?

Establish an emergency fund

Aim for three to six months of business expenses saved separately from personal finances. Include rent, software subscriptions, insurance, utilities, and marketing costs. As independent appraisers, we may need an emergency fund for both our personal expenses and our business expenses should we not be able to run our business.

Diversify revenue streams

Consider offering:

- Online education or webinars (for jewellery owners or junior appraisers)
- Report audits or updates for previous clients
- Consulting for jewellers or retailers
- Valuation for online auction platforms or resellers

Multiple income sources make you less vulnerable to disruption in one area.

Get the right insurance

- Business interruption insurance
- Professional liability (errors and omissions)
- Equipment and home-office coverage
- Cyber liability if you store client data online

Talk to a broker who understands the appraisal profession.

Prepare for client communication in a crisis

Clients value transparency—especially during uncertain times.

What to communicate:

- How and when you're available
- What safety or security measures are in place
- Timeline adjustments for report delivery
- Alternatives (e.g., postponing vs. cancelling)

How to communicate:

- Email list (use tools like Mailchimp or Gmail)
- Social media (especially LinkedIn, Facebook, or Instagram)
- Website updates
- Voicemail and autoresponders

You don't need all channels, but you do need consistency.

Step 5: Build your network—before you need it

Crisis resilience is not just about systems—it's about people. The appraisers who fared best during COVID-19 were often those who had support systems in place.

Key relationships to cultivate:

- Peer appraisers: For referrals and cross-coverage
- Jewellers: For collaborative offers or shared space
- Estate lawyers and insurers: For steady referral business
- Mentors and coaches: For guidance and accountability

Join associations (like NAJA, ASA, JVA or CGA) and online communities where ideas and help can be exchanged freely.

Step 6: Create a continuity plan

This goes beyond having backups. It's about ensuring your business can function even when you're unavailable.

Your continuity plan should cover:

- Who can access your files, client list, and tools
- How to notify clients of changes in service
- How to manage existing obligations (deadlines, reports, follow-ups)
- Who steps in (an appraiser colleague, your VA, your spouse?)

Consider drafting a letter of instruction and storing it securely with someone you trust. If something happens to you, this plan protects your reputation and your clients' trust.

Step 7: Reflect and improve

If you made it through COVID-19, now is the time to review what worked and what didn't.

Ask yourself:

- Which services held up under stress?
- What did clients ask for that I wasn't ready to offer?
- Where did my systems fail me?
- Did I feel equipped mentally, emotionally, and professionally?



Jewellery appraisers faced several unique challenges.

Every crisis is a test. The lessons you take forward will make you stronger the next time.

Resilience is a professional skill

Being a jewellery appraiser means wearing many hats: gemmologist, writer, analyst, business owner, and often, educator. But to thrive long-term, you also need to be a planner. Resilience isn't something you build when the storm hits—it's the quiet work you do behind the scenes when the skies are clear.

COVID-19 won't be the last disruption we face. Whether it's economic turmoil, personal health issues, or unexpected shifts in the industry, your ability to continue delivering value will depend on how well you've prepared.

So, take a weekend to digitize those files. Call your insurance broker. Reach out to a peer for coffee and a conversation about cross-coverage. You may not be able to control the next crisis—but you can absolutely control how ready you are for it. 🌀



Karen Howard, FCGmA, RMV, IMJVA, CAP (retired) brings over 40 years of retail sales experience and more than 30 years as a gemmologist to her impressive career. She successfully operated her appraisal business, KC Appraisals, from 2002 to 2024. Following her retirement from appraising,

Karen founded Jewellery Appraisers Coach, where she passionately assists new appraisers in bridging the training gap necessary for establishing a thriving appraisal business. Based in Guelph, Ont., she continues to offer both online and in-person gemmology classes, ensuring that industry professionals and their clients communicate effectively in the language of gems. For more information, visit <https://www.jewelleryappraiserscoach.com> and <https://www.the-language-of-gems.com>.



A Toast for 2025!

To kick off the celebration, our Industry Summit 2025 was a success! This year's edition was held at the historic Omni King Edward Hotel in Toronto, gathering jewellers, suppliers, innovators, and educators from across the industry for a day of inspiration. The summit highlighted the talent and commitment to excellence that power our industry.

The crystal ballroom was buzzing with excitement as stellar keynote speakers took the stage. The summit brought together established professionals and emerging talent, reflecting the Canadian jewellery community's strength in creativity and mentorship.

From ideas on sustainability to innovative retail and digital transformation, this year's attendees examined different vital themes essential to our industry. The summit serves as a gathering point for different perspectives within our community, providing a suitable space to exchange ideas and move forward, stronger and better informed.

We extend our gratitude to our members, partners, sponsors, and speakers for their sterling participation and ongoing support of the CJA. This dedication builds on our legacy of excellence and collaboration, motivating us to deliver outstanding events and services every year.

Before we lock in the festive spirit, we should address this interesting year we just had. With the tariff war making the headlines in January, 2025 began with terms like economic warfare and supply-chain disruption.

This sour preamble led to tariffs against Canada, which in turn altered public opinion. This resulted in the "Elbows Up" call to give Canadian culture, products, and services centre stage, and to promote all local businesses and initiatives first. This rallying call soon found its audience, and its virality changed a challenging time into a unifying one.

Along with Canadians, the CJA reaffirms its commitment to its multi-layered and pluralistic community by launching the "Shop Local. Support Canada" campaign. This campaign encourages shopping locally and prioritizing Canadian-owned businesses and services.

As part of this initiative, we have produced tent cards and window vinyl stickers featuring the campaign's headline, which organizations can order through the CJA office. Members can display these materials to promote awareness and actively participate in the campaign throughout the holiday season and beyond.

With the stressful tariff news in the background, our office was at the forefront to assist our valuable members and guide them with concise and trustworthy information from various government sources. This service is a complimentary perk included in our membership bundle, which provides members with a robust array of information channels.

These include direct bilingual contact with the office, detailed and frequent e-blasts, and straightforward, summarized newsletters.

Our communication strategy is guided by our commitment to our community. Supporting local Canadian businesses and our economy is more than a rally; it shapes our identity. We encourage you to prioritize Canadian companies when expanding your businesses and to support each other at this crucial time in history.

Speaking of support, our last event in Quebec this summer was a tremendous success. For the first time, we proudly hosted "Expo Prestige" in Montreal—a vibrant three-day jewellery show that brought together exhibitors and buyers from across the country. This event marked a significant step in expanding our reach and fostering new connections within our industry.

We are also thrilled to announce another major milestone: the launch of our fully bilingual website. Available in both English and French, this platform embodies our dedication to inclusivity and ensures that jewellers nationwide have access to resources and information in their language of choice. This initiative was a cornerstone of our recent rebrand, which emphasized national representation and established an inviting, innovative image that reflects the evolving expectations of our industry.

Looking ahead, our refreshed and modern brand identity is key to upholding our century-long legacy. It allows us to communicate our vision of excellence and community through cohesive, inspiring brand assets, demonstrating our ongoing commitment to inclusivity and celebrating our status as a truly national association.

But our rebrand is more than just a new look. Soon, our JETS course will be offered through a user-friendly, interactive LMS platform, further enhancing the student experience. With course materials available in both English and French, we invite you to enroll and take advantage of this accessible, bilingual learning opportunity.

As we write this new, exciting chapter of CJA's history, we would like to thank you for making this year unforgettable. We were honoured to meet with you at different events and to assist you through our office staff, on the phone, or by email. Thank you for taking part in our 2025 industry summit. From all of us at the CJA, we wish you a wonderful holiday season. 🍷

See you next year!

Sara Belyazid

Communication project manager
Canadian Jewellers Association
sara@canadianjewellers.com

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A Canada's hidden Aurora

The beauty of Canadian ammolite

By Amarjeet Grewal

In the quiet foothills of the Canadian Rockies, beneath ancient layers of shale, a spectacular treasure lies hidden—flashes of emerald, gold, crimson, and violet ripple across fossilized shells, as if the Northern Lights themselves were captured in stone. This is ammolite: one of Earth's rarest gemstones, formed over more than 70 million years and born from prehistoric seas.

Much like the Aurora Borealis that lights up Canada's northern skies, ammolite offers a fleeting, unrepeatable display of colour and brilliance—a natural masterpiece unique to this land. From its ancient origins and Indigenous traditions to its careful journey from mine to market, ammolite's story is one of wonder, responsibility, and connection.

A gem born from sea and stone

Ammolite comes from the fossilized shells of ammonites, marine mollusks that thrived in the vast inland sea that once covered much of North America. Over millions of years, layers of sediment, heat, and pressure transformed these spirals into iridescent mosaics of colour.

Found exclusively in the Bearpaw Formation of southern Alberta, ammolite was formally recognized as a gemstone only in the late 20th century. It gained precious gem status in 1981, and was declared Alberta's official gemstone in 2022, reflecting its deep cultural and natural significance.

Its rarity is extraordinary. Due to its unique geology and limited deposits, ammolite is considered far rarer than most gemstones,

including rubies, emeralds, and diamonds. Only a thin shale layer contains gem-quality material, and a small fraction of what is mined meets the criteria for jewellery use. Once these deposits are exhausted, no other source exists to replace them, making ammolite a truly finite resource.

The spirit of the land

Long before its beauty was known worldwide, Indigenous peoples of the region held ammolite, known as *Iniskim* of “buffalo stone,” as sacred. It was seen as a source of power, protection, and guidance.

Today, this spiritual heritage shapes the mining and stewardship of ammolite. Extraction is done on a small scale with great care to protect fragile fossils and limit environmental impact. After mining, sites are restored to preserve local ecosystems and honour the cultural importance of the land.

This responsible approach offers jewellery professionals and consumers a gemstone whose story is as clear as its colours.

The aurora in stone

To behold ammolite is to witness light trapped in stone. Its iridescence arises from microscopic layers of aragonite within the fossil shell, refracting light into brilliant reds, greens, blues, and violets. Like the Northern Lights themselves, no two ammolite stones are alike, each displaying its own distinctive pattern and play of colour.

The highest-quality stones display a full spectrum of colour, including the rare blues and purples, with brightness visible from any angle. Ammolite grading considers colour vibrancy, diversity, and clarity, with AAA-rated stones representing the finest specimens.

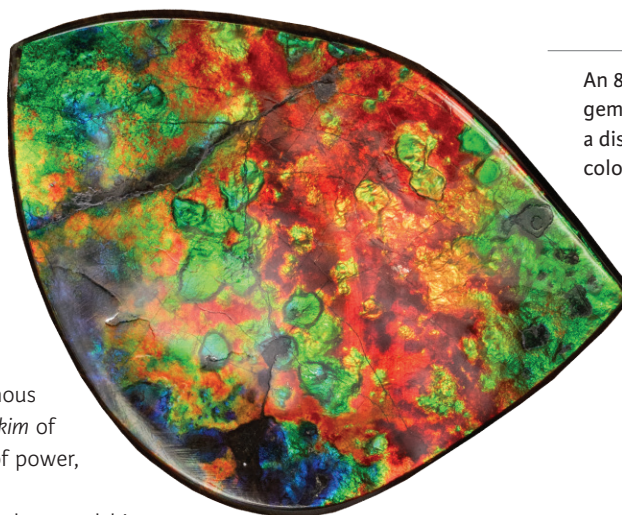
Award-winning Canadian jewellery designers Llyn Strelau and Claire Vessot praise ammolite’s creative allure. Strelau explains, “Ammolite’s vivid colours and organic character challenge and inspire me as a designer. Its rarity and connection to the land make every piece not just beautiful but meaningful.” Vessot adds, “Ammolite is alive—impossible to replicate, purely Canadian, and deeply moving. When I design with it, I feel like I’m letting nature have the last word. It’s jewellery with a soul.” Their perspectives highlight ammolite’s unique place as both a source of artistic inspiration and a gem rich with story.

Given that Ammolite is organic, it requires special care in jewellery making. Its Mohs hardness of about 4.5 to 5.5 means it is often stabilized and capped with quartz to enhance durability while preserving its natural beauty.

From mine to market

Mining ammolite is a highly selective process. Only a few open-pit sites operate in Alberta, with miners carefully removing overburden and extracting fossils intact. Post-mining, land reclamation ensures the ecosystem and cultural integrity are maintained for future generations.

KORITE, the world’s largest ammolite producer owning 95 per cent of known reserves, is committed to environmentally and culturally responsible mining practices, ensuring this legacy endures.



An 83-carat Ammolite gemstone featuring a distinctive and rare colour pattern.

This mine-to-market transparency is increasingly important to consumers who value ethically sourced gemstones. Ammolite offers a responsible luxury choice with a clear provenance and minimal environmental footprint.

A Canadian gift to the world

Though considered a lesser-known gemstone, ammolite has steadily claimed its place on the global stage as a rare and extraordinary gem. Its popularity in Asia, especially in Feng Shui circles, continues to grow due to its associations with prosperity and balance. Meanwhile, North American and European collectors prize ammolite’s rarity and strong Canadian identity.

Vessot remarks, “People are moved when they see it for the first time. It reminds you that the Earth still holds secrets, and that beauty can come from the most unexpected places.”

For retailers and designers, Ammolite presents a compelling story: a gemstone that combines breathtaking colour with a rich cultural legacy and a profound sense of place.

A legacy that shines

Each Ammolite gemstone carries a story of resilience—ancient seas, Indigenous wisdom, a land that continues to give, and the people committed to preserving its heritage.

Like the Northern Lights, ammolite is a fleeting miracle, never to be repeated in exactly the same way. To wear a piece of Ammolite is to hold a fragment of Earth’s history and a reminder that beauty and responsibility can coexist. 🌍



Amarjeet Grewal is the president and co-owner of KORITE, a leading producer of ammolite gemstones and jewellery. With over 34 years of experience in the gemstone industry, Grewal is committed to advancing the global recognition of ammolite while upholding ethical sourcing, sustainability, and Indigenous collaboration. A strong advocate for responsible practices, she brings this perspective to her leadership at KORITE, helping guide the company’s continued growth with integrity and purpose.



Edging out the competition

With the latest jewellery tech

Doing your due diligence as a jeweller involves staying abreast of the technological advances available for jewellers. The right tools can enhance the skills you've honed and upgrade your abilities. But what tools are available, and how do you choose the ones that fit your business? I'm glad you asked. Jewellery Business offers the following overview of the latest technology to elevate your designs. For further details on any given product, contact the manufacturer and/or local distributor. ☎

ENGRAVERS

	MANUFACTURER	MODEL NAME	DIMENSIONS	SPECIAL FEATURES	OPTIONS
	Orotig Distributed by: European Design Jewellery (866) 457-2020	Canova	39 x 60 x 60 cm (15 x 24 x 24 in.)	• The most advanced laser on the market • Autofocus function saves time • Auto centring function allows for worry-free markings • New intuitive easy to use software • Comes with holders to engrave rings, bangles, and flat surfaces • Quick cutting ability up to 1.3 mm (0.078 in.) • Program allows import of any design • Extensive font capabilities • Precise red-pointer live preview before engraving • Integrated camera • LiveView feature for quick and exact engraving	• Power options (watt fibre): 30 or 50 • Optional dust collector • Free training
	Orotig Distributed by: European Design Jewellery (866) 457-2020	Laser RR-Writer	45 x 71 x 80 cm (18 x 28 x 31 in.)	• Deep and quick cutting ability up to 2 mm (0.078 in.) • Comes with holders to engrave rings, bangles, and flat surfaces • Pre-installed software • Program allows import of any design • Extensive font capabilities • Precise red-pointer live preview before engraving • Integrated camera • Intuitive LiveView feature for quick and exact engraving	• Power options (watt fibre): 20, 30, 50, 70, 100, 130 • Optional dust collector • Free training
	iMARC Engraving Systems Distributed by: Retail Advantage (800) 56-SIGNS	iMARC Classic Photo	34 x 37 x 40 cm (13.5 x 14.5 x 15.5 in.)	• All-in-one machine, with built-in software • Easy to operate no training required • Quality precision engraving quickly and easily on all metals • Multiple languages and special characters • Retail environment solution	• Custom fixture options to hold a variety of jewellery shapes and sizes • Custom Logo and Graphic Engraving. • Custom Branding and OEM Solutions • Portable, run from battery pack
	iMARC Engraving Systems Distributed by: Retail Advantage (800) 56-SIGNS	iMARC Touch—Jewelry Engraver	30 x 32 x 45 cm (11.75 x 12.75 x 17.75 in.)	• All-in-one machine, with built-in software • Easy to operate no training required • Quality precision engraving quickly and easily on all metals • Multiple Languages and special characters • Retail environment solution • Touchscreen signature engrave capabilities • Barcode Scan and smartphone integration	• Custom fixture options to hold a variety of jewellery shapes and sizes • Custom Logo and Graphic Engraving • Custom Branding and OEM Solutions • Portable, run from battery pack
	Vision Engraving and Routing Systems Distributed by: Industrial Advantage (a division of Retail Advantages) (800) 56-SIGNS	MAX Pro Photo	71.1 x 71.1 x 66 cm (28 x 28 x 26 in.)	• Engrave flat, cylindrical, and odd-shaped items • Quality, precision engraving capabilities • Interchangeable, self-centring vice with tilt • Laser pointer for easy job setup • Engrave rings, bracelets, pendants, and other jewellery • Inside and outside contours • Includes easy-to-use Vision Software	



GOLD TESTER

	MANUFACTURER	MODEL NAME	DIMENSIONS	SPECIAL FEATURES	OPTIONS
	Evident by Olympus Distributed by: European Design Jewellery (866) 457-2020	Vanta GX	35.73 × 23.93 × 32.41 cm (14.07 × 9.42 × 12.76 in.)	• On-the-spot gold measurement and karat classification • Gold plating identification • Gold and silver purity testing • Identification of impurities in precious metals • Lead or cadmium screening in jewellery • Compositional analysis of platinum, silver, and other precious metals • Determination of gold and silver content in coins • Identification of unknown metals in valuables • Verification of gold content in scrap metal	

CASTING

	MANUFACTURER	MODEL NAME	DIMENSIONS	SPECIAL FEATURES	OPTIONS
	Galloni Distributed by: European Design Jewellery (866) 457-2020	Pressovac	60 x 50 x 58 cm (24 × 20 × 19 in.)	• High tech induction melting with vacuum + pressure casting so you can cast gold, silver or platinum easily, even delicate platinum jewellery • Fully automated melting and casting cycle, guided by digital program control to deliver consistently flawless castings • Dual vacuum plus high-purity inert-gas cycle ensures oxidation-free metal flow, yielding clean, bright cast surfaces with no porosity • Built from the ground up for platinum: includes crucibles and flask systems rated for high temperature, no compromise on quality or metal purity	• Pressovac Dual capacity: 240gr for gold, 200gr platinum • Pressovac Max capacity: 800gr for gold, 250gr platinum • Pressovac Max XL capacity: 4kg for gold, 2kg platinum
	Galloni Distributed by: European Design Jewellery (866) 457-2020	Fusus New Compact	81 × 76 × 120 cm (32 × 30 × 48 in.)	• Advanced centrifugal induction casting system designed for small-batch precision and repeatable results • Combines vacuum and pressure control with centrifugal force for perfect metal flow and complete mold fill • Compact, desktop-friendly design that delivers the performance of a full-size casting unit in a minimal footprint • High-efficiency melting chamber ideal for gold and silver ensuring bright, dense castings every time • Simple, touchscreen-based digital control lets jewellers store and recall casting parameters for consistent quality	• Fusus Compact capacity: 200gr for gold, 200gr platinum • Fusus HD capacity: 1.8kg for gold, 500gr platinum
	Galloni Distributed by: European Design Jewellery (866) 457-2020	G Series	75 x 65 x 120 cm (30 x 26 x 48 in.)	• Professional vacuum and pressure casting systems designed for continuous production of gold and silver • Engineered for high-volume performance, offering the precision and control demanded by leading manufacturers • Powerful induction heating technology ensures uniform melting and exceptional metal purity • Dual vacuum-pressure cycle provides complete mold fill and eliminates bubbles or shrinkage defects • Intuitive digital control interface with programmable memory allows easy management of multiple casting profiles	• G3 Capacity: 2.2kg for gold • G5 Capacity: 4kg for gold

RAPID PROTOTYPING, PRINTERS, AND CARVERS

	MANUFACTURER	MODEL NAME	DIMENSIONS	SPECIAL FEATURES	OPTIONS
	AB Machinery	AB400	71 x 54 x 155 cm (28 x 21 x 61 in.)	• Semi-automatic plastic injection machine • Ergonomically designed 'sit-down' floor model • Clamp force: 5,000 kg (11,000 lb) • Heat capacity: 600 W • Temperature range: 37.8 to 315.5 C (100 to 600 F) • Large-capacity, gasket-sealed hopper	• Available in 110 or 220 volts • Foot air-operated hopper • 5-tonne power clamp and larger 7.6 x 7.6-cm (3 x 3-in.) mould capacity for up to 12 g (0.5 oz) plastic shot size
	Roland DGA Distributed by: Schindler Technologies (888) 688-6835	Modela MDX-50	76 x 90 x 73.2 cm (29.9 x 35.4 x 28.8 in.)	• Very quiet and accurate • Contains complete set of jewellery fixtures • Jewellery CAD/CAM software included • Built-in multi-colour-coded LED lighting system indicating machine's status • Automatic fixture calibration	
	SolidScape Distributed by: Schindler Technologies (888) 688-6835	S325/S325+	33 x 26 x 36.2 cm (13 x 10.2 x 14.3 in.)	• Automatic setup • Easy to use • 100 per cent casting yield, complete wax burnout (no ashes) • No manual model finishing required • Suitable for small and medium jewellery shops • Can print up to 30 pieces at once (depending on size) • X, Y resolution 5,000 x 5,000 dpi, vertical 0.026 mm (S325) or 0.038 mm (S325+)	• Four-axis rotary unit
	SolidScape Distributed by: Schindler Technologies (888) 688-6835	SolidScape S3Duo Solidjet	56 x 50 x 42 cm (21.4 x 18 x 16 in.)	• Fully automatic operation • 152.4 x 152.4 x 101.6 mm (6 x 6 x 4 in.) build envelope • X, Y resolution 5,000 x 5,000 dpi • User-selectable layer thickness: 0.025 to 0.051 mm in 0.063 increments • 100 per cent casting results	• Advanced 3D wax printer for most printing options
	Mimaki Distributed by: European Design Jewellery (866) 457-2020	UJF	136 x 129 x 85 cm (53.4 in x 50.8 in x 33.7 in)	• High-performance UV-curable inks create high-definition pictures with vivid colours • Special UV Printing directly on metal • Import and print any picture on various objects such as pendants, cufflinks, and rings • Large 30" x 42" working area • Prints on wood, acrylic, plastic, glass, and many more types of materials • Applies primer automatically for ideal adhesion to objects • Easy to use pre-installed software	• Six or eight colour UV ink tanks • Free training
	MiiCraft Distributed by: CreativeCAD (416) 368-7266	MiiCraft Hyper 125	Machine: 43 x 43 x 59 cm (17 x 17 x 23 in.) Build table: 12.5 x 7 x 12 cm (4.9 x 2.8 x 4.7 in.)	• 65 microns XY resolution, 5 to 200 microns Z resolution • Available in UV 385- and 405-nm wavelengths • Touchscreen with Wi-Fi, Ethernet, and USB connectivity • Free lifetime tech support • Free factory startup assistance	• Open-source 3D printer • Tested and validated with Resinworks3D—Made in Canada Easy Cast HD Brown, EasyCast HD 02, EasyCast Series 200 (20 per cent wax content), and EasyCast Series 400 (40 per cent wax content)
	Resinworks3D—Made in Canada Distributed by: CreativeCAD (416) 368-7266	EasyCast Series 200	Available in 500 g (17.6 oz) and 1 kg (2.2 lb)	• 20 per cent wax-based formulation • Compatible with digital light processing (DLP) and monochrome liquid crystal display (LCD) 3D printers • Minimal casting gates • Clean burnout with no ash content • Non-volatile odour	

RAPID PROTOTYPING, PRINTERS, AND CARVERS

	MANUFACTURER	MODEL NAME	DIMENSIONS	SPECIAL FEATURES	OPTIONS
	Resinworks3D— Made in Canada Distributed by: CreativeCAD (416) 368-7266	EasyCast Series 400	Available in 500 g (17.6 oz) and 1 kg (2.2 lb)	• 40 per cent wax-based formulation • Compatible with digital light processing (DLP) and monochrome liquid crystal display (LCD) 3D printers • Minimal casting gates • Clean burnout with no ash content • Non-volatile odour	
	Resinworks3D— Made in Canada Distributed by: CreativeCAD (416) 368-7266	CCW EasyCast HD Violet	Available in 500 g (17.6 oz) and 1 kg (2.2 lb)	• Compatible with monochrome liquid crystal display (LCD) 3D printers • Clean burnout with no ash content • Non-volatile odour	
	Resinworks3D— Made in Canada Distributed by: CreativeCAD (416) 368-7266	CCW EasyCast HD O2	Available in 1 kg (2.2 lb)	• Compatible with digital light processing (DLP) 3D printers • Quicker print times on oxygen-based membrane printers • Clean burnout with no ash content • Non-volatile odour	
	Resinworks3D— Made in Canada Distributed by: Stuller	Open Grow® SureCast™ Resin	Available in 150ml, 500ml and 1000ml	• Game-changing wax-based photopolymer resin • Superior castability, less handling, easily readable colour for better efficiency • Consistent, high-quality results • Exceptionally fine detail and smooth surfaces for minimal finishing • No cure time or barrier coating required • Compatible with most available platforms • Excellent results each time • Exclusively from Stuller • Compatible with digital light processing (DLP) and monochrome liquid crystal display (LCD) 3D printers	
	Asiga Distributed by: GV Canada (866) 299-1702	Cure	Available in 1.5 L (143 x 199 x 60 mm) and 2.5 L (143 x 199 x 115 mm)	• Vacuum chamber, Dose curing, IR heating, Nitrogen connectivity • Touchless lid opening, Automatic and customizable curing protocols, Smart interface • Wi-Fi, wireless, and Ethernet compatibility • 100-240V AC 50-60Hz 2.8A Max	
	Asiga Distributed by: GV Canada (866) 299-1702	Ultra	Available in 32: 119 x 67 x 130 mm (4.68 x 2.63 x 5.11 in.) and 50: 189 x 106 x 130 mm (7.44 x 4.17 x 5.11 in.)	• DLP technology • Wi-Fi, wireless, and Ethernet compatibility • 100V ~ <5.0A; 240V ~ <2.1A; 50/60Hz • Includes 3D printer, Composer software, 1 kg Asiga material, 2 L build tray, Asiga Flash post-curing chamber, calibration toolkit	

RAPID PROTOTYPING, PRINTERS, AND CARVERS

	MANUFACTURER	MODEL NAME	DIMENSIONS	SPECIAL FEATURES	OPTIONS
	SolidScape Distributed by: GV Canada (866) 299-1702	Muse	76.2 x 76.2 x 47.7 mm (3 x 3 x 1.88 in.)	• Standard mode (Layers: 0.001 in. / 25 µm) • Jet positioning: 254000 DPI (1 µm) • 100-240V • 16-24°C (60-75°F) • Humidity 40-60%	• Muse+: Speed mode (30% faster than Standard mode); Crystal mode (Layers: 0.0007 in. / 18 µm)
	Asiga Distributed by: GV Canada (866) 299-1702	Max X43	26 x 40 x 50 cm (10.2 x 15.7 x 20 in.)	• Pixel size (X,Y): 43 microns • Build volume (X,Y,Z): 82.3 x 46.4 x 75 mm (3.24 x 1.83 x 2.95 in.) • Highest-resolution jewellery production system with a re-configurable resolution of 43 microns • Digital light processing (DLP) technology • Open material platform • Wi-Fi, wireless, and Ethernet compatibility	• Also available in Max X27 (27 micron) or Max X35 (35 micron)
	Asiga Distributed by: GV Canada (866) 299-1702	Pro 4K80	46.5 x 54 x 134.5 cm (18.3 x 21.3 x 53 in.)	• Large-format floor-standing 3D printer • Pixel size: 56 microns (4K mode), 80 microns (native mode) • Build volume (X,Y,Z): 217 x 122 x 200 mm (8.54 x 4.8 x 7.87 in.) • Digital light processing (DLP) technology • Open material platform • Wi-Fi, wireless, and Ethernet compatibility	• Also available in Pro 4K45 (32 [4K] or 45 [native] micron) or Pro 4K65 (46 [4K] or 65 [native] micron)

WELDERS

	MANUFACTURER	MODEL NAME	DIMENSIONS	SPECIAL FEATURES	OPTIONS
	Orotig Distributed by: European Design Jewellery (866) 457-2020	Revo X	52 x 68 x 34 cm (20 x 27 x 13 in.)	• Restriction-free wide entrance • Two-way control: touchscreen and internal parameter controls • Smooth welding technology (eliminates the need for argon on precious metals) • Preloaded working parameters • Powerful and silent hydraulic cooling • Equipped with Leica microscope	• Power option: 240 joules • Also available in 160 joules (Evo White) and 225 joules (Evo X)
	Orotig Distributed by: European Design Jewellery (866) 457-2020	Evo White	52 x 68 x 34 cm (20 x 27 x 13 in.)	• Restriction-free wide entrance • Two-way control: touchscreen and internal parameter controls • Smooth welding technology (eliminates the need for argon on precious metals) • Preloaded working parameters • Powerful and silent hydraulic cooling • Equipped with Leica microscope	• Power 160 Joules • Free Training
	Orotig Distributed by: European Design Jewellery (866) 457-2020	Evo X Tech	45 x 79 x 55 cm (18 x 31 x 22 in.)	• Includes Evo White features listed above plus • Smart Footswitch – quickly change parameters with the footswitch while welding • Ability to record live and post to social media/ website • UV air purification system • Large on-screen monitor • Live feed on external screen via HDMI	• Power option: 250 joules

~Compiled by Ties Morgan



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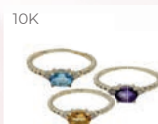
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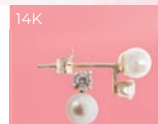


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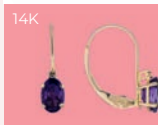
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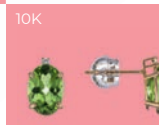
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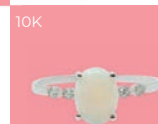
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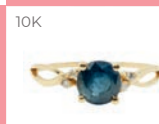
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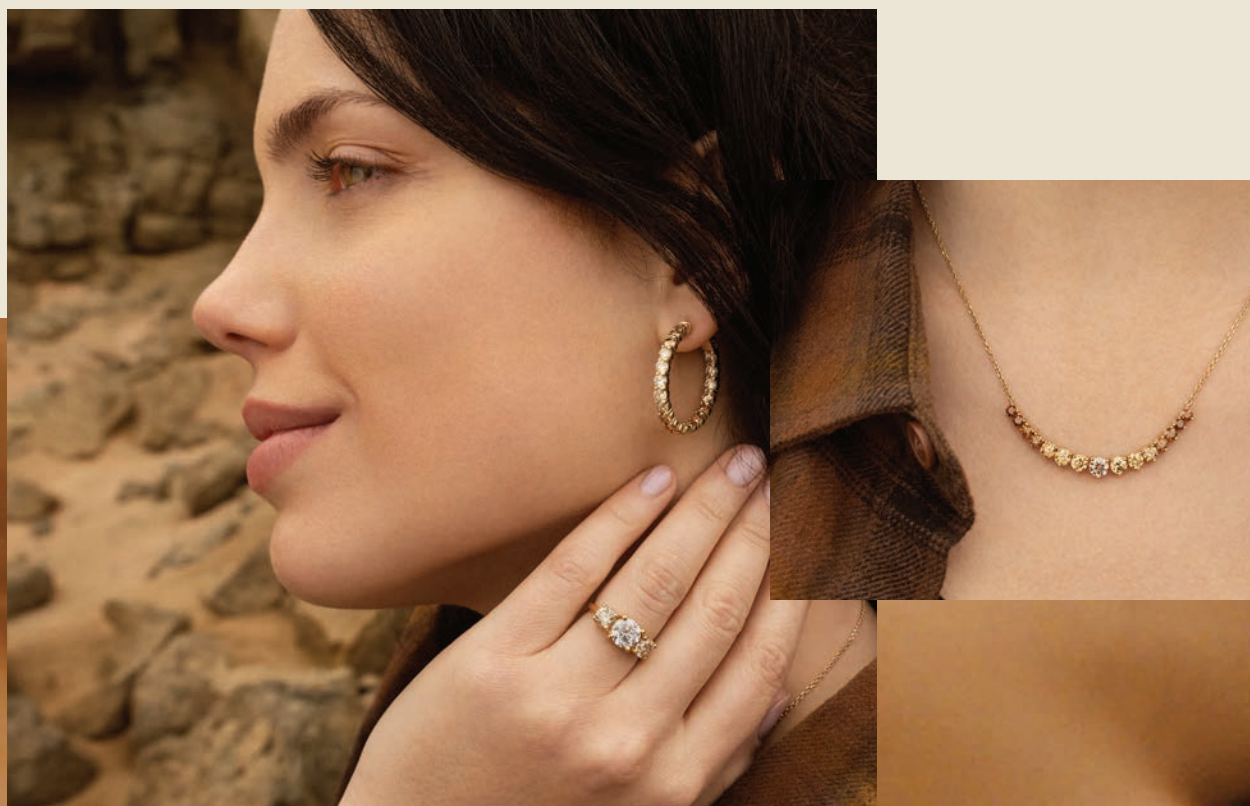
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