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HOT LOOKS
FOR HIM

THE ULTIMATE
'INSIDE GUY'

MADAGASCAR
SAPPHIRE

JCK's ANNUAL
SALARY SURVEY

Despite a year filled with corporate

scandal, threats of war, and economic uncertainty, it's not a bad time to be working in a jewelry store. *JCK's* annual salary survey, the industry's most comprehensive benchmark for retail jewelry pay scales, shows that 2001 jewelry store salaries either stayed stable or, in more than a few cases, improved. Biggest gainers: CEOs and financial positions. Biggest losers: vice presidents and assistant managers. For the full picture, turn to senior editor Anthony DeMarco's report, beginning on page 65.



The summer floods that ripped through the music halls of Salzburg and the zoo in Prague also devastated many other eastern European cities and towns. One of these was the town of Glashütte in eastern Germany, which had only in the last decade or so begun to regain its pre-World War II status as a key watchmaking center. The watch industry there suffered heavy damage, but within a month all watch companies had resumed production and at press time were expecting to meet their fall delivery schedules to North American jewelers. Senior editor William George Shuster reports on page 88.

In industry news, the liquidation of Ames renews debate about the viability of regional chain stores, ValueVision Media files suit against one of its key jewelry vendors, former Jewelers' Security Alliance president James White dies at 82, and GIA holds a moving ceremony to honor the memory of Richard T. Liddicoat. See Up Front beginning on page 26.

Fall is the time of year when jewelers have both extra inventory on hand and new employees who may not be savvy at spotting potential thieves. Thus, the fall selling season is a good time for jewelers to review their jewelers block policies and make sure they're adequately covered. For a brief refresher on what to check, turn to page 78, where contributing editor Sharon Thompson delivers Part II of her comprehensive insurance roundup.

This month, senior editor Rob Bates pays tribute to one of the "inside guys" in the diamond business—those behind-the-scenes folks who produce the goods but who rarely get out on the cocktail circuit to get their name known. In the first of an occasional series profiling the elder statesmen of the diamond industry, Bates visits with Norbert Steinmetz, a partner in the sightholder firm of E. Schreiber and a recent inductee into the GIA's Legion of Honor. See page 84.

Real men do wear jewelry! Between the real-life Brad Pitt and the fictitious Tony Soprano, it's definitely a trend to see today's hippest, coolest guys not only showing their mettle but also showing their metal. For a look at what's hot for him, turn to senior editor Carrie Soucy's report "Man, Oh, Man!" beginning on page 76.



The island of Madagascar is known for its political instability. In 2002, two opposing candidates in an election there both declared victory—shades of Florida 2000—but unlike the stiffly civil resolution of the Bush/Gore situation, riots ensued. For the jewelry industry, however, Madagascar means sapphires, and these rainbow beauties are *JCK's* November Jewel of the Month. Turn to page 63 for senior editor and gemologist-in-residence Gary Roskin's roundup of Madagascar sapphires. ♦



Man, Oh, Man!

Men's bracelets in 18k green, rose, and white gold and all 22k yellow gold by Coeur de Lion, Sausalito, Calif.; (415) 331-0107. Suggested retail prices range from \$2,325 to \$5,920

From top: the Radius ring in 18k white gold with a square sapphire, and a platinum open band with a sapphire by Claudia Ender Designs, Los Angeles; (313) 559-7347. Suggested retail prices are \$1,000 and \$1,600, respectively.

