



IJA Jeweler

The Official Newsletter of the Iowa Jewelers Association

Fall 2016

Volume 27, Number 4

Inside this issue...

<i>President's Message</i>	2
<i>Board of Directors</i>	2
<i>Associate Ads</i>	<i>Inside</i>
<i>Toolbox Initiative</i>	5
<i>IA Wild Game Flyer</i>	<i>Insert</i>
<i>Society of Fellows Nomination Form</i>	7
<i>Save the Date - Iowa Wild Game</i>	8

Calendar of Events

Iowa Wild Hockey
February 19, 2017
 Wells Fargo Arena
 Des Moines, IA

JA-NY Spring Show
March 12-14, 2017
 Jacob K. Javits Convention Center
 New York City, NY
www.jewelers.org

JCK Las Vegas
June 5-8, 2017
 Mandalay Bay Resort & Casino
 Las Vegas, NV
www.jckonline.com/lasvegas

**Annual Conference, Golf Outing
& Jewelry Design Contest**
June 23-25, 2017
 Cedar Rapids Marriott
 Cedar Rapids, IA



Legislative Update

As a retail trade association, we are connected to the Iowa legislature and contacted on pertinent issues affecting our industry.

For example, the **Anti-Boycott, Divestment and Sanctions Bill** that was passed with our help states that taxpayer dollars should not be used to support discrimination against Israel or Iowans who do business there. It was felt that not passing this legislation could foster boycotts that would prevent jewelers from getting diamonds and diamond jewelry from Israeli companies and/or their partners. The result would have been catastrophic. Israeli companies partner with major producers in Antwerp, India, Africa, China, Australia, Russia and just about every place else Iowa jewelers purchase jewelry to sell.

With yet another Cyber Monday upon us, those purchases made without paying sales tax, gives the internet industry an unfair advantage of at least 6% in Iowa but as high as 12% in other parts of the country. The kicker, many of

them don't even stock inventory but rely on manufacturers to expedite JIT (just in time) orders. Coupled with the fact that they often don't have store overhead, we as independent jewelers are at an extraordinary disadvantage.

We are continuing our efforts in support of the **Marketplace Fairness Act** being considered in the Senate Finance committee. This bill needs to be voted in to require out-of-state companies, with over \$1 million in annual online sales, to collect sales tax on items sold to its customers. Under current law, states are only able to require retailers with a physical location within its borders to collect sales tax. The bill is at a standstill and we are encouraging legislators to have it progress more quickly when the legislative session starts.

With everyone's help we can move closer to getting this bill passed. Please contact your district congressional leaders and urge them to support the Marketplace Fairness Act.

Annual Conference Dates Set

Mark your calendars now for the IJA 2017 Annual Conference & Golf Outing on June 23-25 at the Cedar Rapids Marriott on Collins Road. Planning is in the beginning stages; if you have speaker ideas, please contact a board member today!

- Friday, June 23, 2017
Golf Outing - St. Andrews Golf Club
Travelers Social
- Saturday, June 24, 2017
Board Meeting

- Saturday Continued
Educational Seminars
Design Contest
President's Social
Annual Banquet & Awards
- Sunday, June 25, 2017
Breakfast with Keynote Speaker

Start those design pieces, submit a nomination for the IJA Society of Fellows, recommend a speaker, be a sponsor, bring your family and join the fun!

From the President. . . .



Noel Fiscus
President
Iowa Jewelers

With fall in our rearview mirror, the Holiday Season and our busiest time of year, is now upon us. With our showcases stocked with this year's "hot" items, we are ready to enjoy another prosperous Fourth Quarter. Not ready? Contact any of the suppliers that advertise in this newsletter to help get you there. Make sure to thank them for their time, membership and support they give to our profession and the Iowa Jewelers Association. And, if they're not a member, why not encourage them to join; the IJA office will be glad to send out an informational brochure and application.

The IJA board gathered November 6th in Cedar Rapids for the Annual Planning Meeting to discuss and plan events for the upcoming year. In fact, on February 19th, we are having Iowa Jewelers Night with the Iowa Wild. Stebgo Metals is graciously sponsoring this **free event** so we can enjoy some fun and relaxation after the upcoming, crazy, holiday season. Look for the flyer inside this newsletter for more details. We have 30 tickets available on a first come-first served basis so order yours today.

The Annual Conference will be held on June 23-25th at the Cedar Rapids Marriott. This wonderful site was selected because of its family friendly location right in central Iowa. We are expecting a great turnout and encourage everyone to bring their family and staff to take part in this year's conference. Of course, we will golf on Friday as usual,

have educational seminars, the professional design contest and annual banquet on Saturday and wrap-up on Sunday with breakfast and a speaker. Speakers are yet to be determined, so if you have any ideas or suggestions please contact one of the board members or staff listed on the right.

Another topic of discussion was the Marketplace Fairness Act that has been referred to the US Senate Finance Committee for further review. Jewelers can compete with the internet in Pricing and Quality, but when a consumer is looking at not paying sales tax it does make a difference. We need a level playing field. To easily contact your district Representatives, log into the Jewelers of America website, www.jewelers.org. Under the Advocacy Center link, click on Legislative Agenda and then the "take action" button. Scroll down to "Support Sales Tax Fairness!" type in your zip code and message your Representatives to support the Marketplace Fairness Act.

Finally, we are now accepting nominations to the Society of Fellows. Nominees chosen for induction are recognized at the annual banquet. If you know anyone who is deserving of this award, please come forward and nominate them on the enclosed form. Please fill it out today, while it's fresh on your mind, and return to the IJA office.

Rest up and have a great and prosperous holiday season! It's time to get out there and SELL, SELL, SELL!

Noel Fiscus,
President



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Not ready for the busy holiday season? There's still time to contact any of the suppliers that advertise in this newsletter. Make sure you have all the "hot items" in stock to ensure a prosperous fourth quarter and take a moment to thank them for their time, membership and the support they give to the Iowa Jewelers Association!



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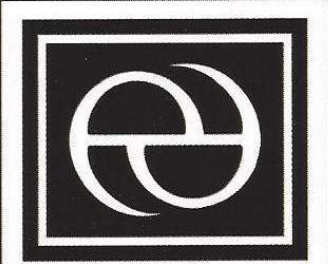
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TOOLBOX Initiative

assisting jewelers with limited resources through the collective strength of the metalworking community and creating new connections worldwide.

TOOLBOXtravel
2017

Matt Yegge & Liz Fisher of Artisan's Jewelry Design are asking for your help to bring tools and jewelry-making supplies to artists in West Africa!

Both have been selected to join acclaimed goldsmith/designer Matthieu Chimenée, renowned metalsmith/author Tim McCreight and a small group of jewelry artists on a 12-day trip to **Dakar, Senegal in West Africa** in April 2017.

The trip is hosted by the **Toolbox Initiative**, an effort created with the primary purpose to bring a large quantity of new and used tools, supplies and materials to donate to jewelry artists and students who have very limited access to new resources.

If you can help out, contact Matt or Liz at 515-243-4112 or matt@artisansjewelry.com.



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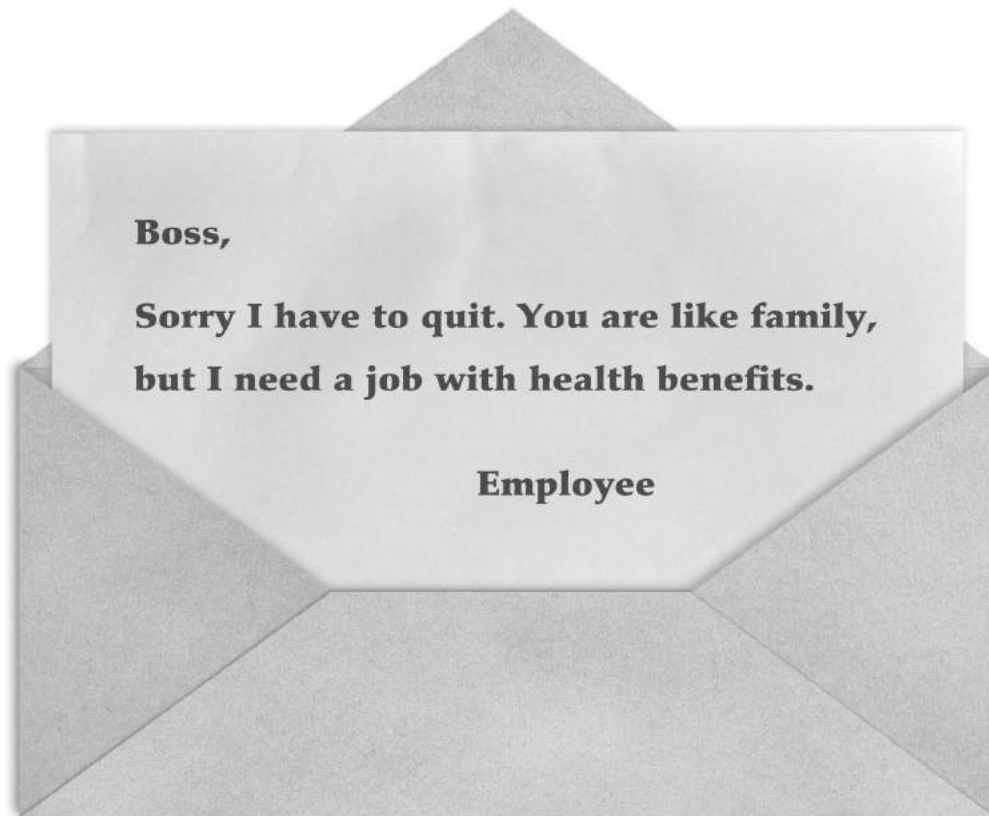
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RETURN SERVICE REQUESTED



Stebgo Metals to Sponsor Night With the Iowa Wild on February 19th



Thanks to Scott Stebbing of Stebgo Metals, the Iowa Jewelers Association has 30 complimentary tickets for the Iowa Wild vs. Cleveland Monsters game on Sunday, February 19th at the Wells Fargo Arena in Des Moines.

All seats are in the lower level and available on a first come, first served basis. Each attendee will also receive a voucher for a free beer and hot dog! It just doesn't get any better than that!

Plan to tailgate and pick up your tickets right down the block at Buzzard Billy's, from 1:30 - 2:45 p.m. We'll walk over to the arena together for a hot game on the ice and help Crash celebrate his Birthday!

See enclosed flyer for more details and take a moment to register now - once the tickets are gone, they're gone!