



IJA Jeweler

The Official Newsletter of the Iowa Jewelers Association

March 2017

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Calendar of Events

Iowa Day at the Cubs
Sunday, May 21, 2017
 Cubs Stadium
 Des Moines, IA

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

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

Branstad "Honored and Humbled" to Become Ambassador to China

At the time of this article, Governor Branstad has not yet been confirmed as the U.S. Ambassador to China, but it appears his appointment will be approved once President Trump completes filling his cabinet positions.

Governor Branstad has said he will take on the job of ambassador to China, and noted his 30-year friendship with President Xi Jinping. Branstad is considered an "old friend", by China's president, which is of cultural significance in the country.

Branstad led his first delegation to Hebei Province in 1984, and has led six trade missions to China, meeting with numerous provincial governors, ministerial leaders and local officials.

It has been noted that "as Iowa's long serving Governor, Branstad is someone who has considerable public-policy experience and is also someone who has a lot of experience and great grasp of trade issues, agriculture issues, and has a tremendous understanding of China and the Chinese people."

Per the Des Moines Register, Trump spokesman Jason Miller said, "Governor Branstad is someone who very much impressed the president-elect, not just during their meetings on the campaign trail, but also in their meetings after the election. It's very clear that Governor Branstad is someone who will represent our country well on the world stage."

The state of Iowa and China are long-

time trade partners. When the Governor's office confirmed the appointment, they stated that he will work to continue the collaboration between the "two largest economies and two largest militaries in the world." Branstad stated that "he is honored and humbled to be nominated to serve as the U.S. Ambassador to China. He stated, "This is an extraordinary opportunity."

When he leaves office, Branstad would be followed by Lt. Governor Kim Reynolds, who would be the first woman to serve as Governor in the State.

Reynolds, in a statement, praised Trump's pick of her boss, who she said has never backed down from a challenge. "I can think of no one more qualified and ready to represent Iowa and the United States of America on the world stage than Governor Branstad," Reynolds said. "His hands-on experience in advancing trade opportunities for Iowa farmers and Iowa companies, coupled with his strong and lasting relationship with President Xi Jinping, as well as other leaders in China will serve him well in strengthening U.S.-China relations."

As part of Branstad's full statement, he said "I love Iowa and I love my country. For 22 years, I have been honored and privileged to serve the people of Iowa as their governor. My family and I will always be grateful to Iowans for trusting me to lead and putting their faith in me to serve."

(Portions of this article are excerpts from local Iowa news sources.)

~ Lynda Peschl
 Executive Director





Noel Fiscus
President
Iowa Jewelers

From the President. . . .

What is the Iowa Jeweler's Association doing for You? As President, I feel that our members should be gaining valuable information from IJA. Whether it's the quarterly newsletters, Annual Conference, member events or e-blasts, IJA works on a daily basis to help you have the information you need to be successful. Here's what else is happening...

- Jeweler's Security Crime Alerts, almost as they happen.
- The Marketplace Fairness Act, S.698 that has been referred to the U.S. Senate Finance Committee for further review. With your help, we can convince Washington that brick and mortar jewelry stores need an even playing field when it comes to sales tax. Go to www.jewelers.org and do your part.
- Legislative Alert's - IJA has helped with the Boiler Act and the Anti-Boycott, Divestment and Sanctions Bill. We pay close attention to new rules and regulations that are coming our way.
- Industry updates via member e-blasts and quarterly newsletters.

Member events are a big part of the Association as well. On February 19th, we gathered at the Iowa Wild Hockey game at Wells Fargo in Des Moines. A big **thanks** to Scott (Superman) Stebbing of Stebgo Metals for sponsoring the ticket's, food and beverages for all attendees. A great time was had by all; we appreciate their continuous generosity and ongoing support of IJA!

Upcoming events you'll want to get on your calendar:

Iowa Jewelers Day at the Cubs is planned for Sunday, May 21st. Details and a registration form are included inside.

The Annual Conference planning is well

underway for June 23rd - 25th at the Cedar Rapids Marriott; a family friendly location right in central Iowa. We anticipate a great turnout and encourage everyone to bring their family and entire staff.

Part of the weekend is our annual team golf scramble on Friday at St. Andrew's Golf Club. Sign up, no matter what your skill level ~hacker or pro~ it's a fun/relaxing day! Hole sponsorship information will be sent out soon, but if you can't wait, give me a call at 515-964-9098 and I'll get you hooked up. It's a **great** way to promote your business and support a fantastic organization for just \$100! IJA provides a tee sign and recognition in the Annual Membership Directory.

Though we are still finalizing the conference program that starts Saturday afternoon, the educational opportunities look phenomenal. The day concludes with our President's Social, Annual Banquet and Awards Program. Sunday morning we will have a sit-down breakfast and keynote speaker. I assure you, **great** topics and **great** speakers are in the works for you and your staff. Plan to attend and gain valuable information to take back to the store and put to good use. More information will be available soon on our web site at www.IAjewelers.org.

We are continuing to accept nominations for the Society of Fellows Award presented at the annual banquet. If you know anyone who is deserving of this award, please come forward and nominate them on the enclosed form.

Finally, don't forget to submit a piece or two for the Annual Design Contest (information/rules enclosed). Winning entries will be announced Saturday evening, including the infamous "People's Choice" award. This is a **great** time to get to know someone new and chat with old friends while enjoying good food and drink.

May your Sales grow and prosper this spring, right along with the green grass and flowers.

Noel Fiscus, President

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2017 Professional Jewelry Design Contest

Now's your time to shine! A fantastic designer of fine jewelry will succeed only when he/she proudly steps forward and shows off their talent by putting their designs in the spotlight.

What better way than by entering your creative piece in IJA's annual jewelry design contest? You know you're good, so take a moment now and complete the enclosed entry form!

Iowa jewelers have been among the best in designing and creating beautiful jewelry and the overall best of show has the opportunity to represent Iowa in JA's national competition.

All entries will be displayed on June 24th during the President's Social with winners announced later that evening at the Annual Banquet.

The overall Best of Show & People's Choice will receive a plaque; all other winners will receive a certificate.

If you have any questions, please give us a call at 800-669-8547 or 320-654-6775. Entry forms are also on our website at www.iajewelers.org.

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17th Annual Iowa Jewelers Day at the Cubs

Bring your employees ~ bring your family ~ food, beverages and tons of fun!

Tailgating starts at 11:30 a.m. in the north parking lot of the Iowa Cubs Stadium.

Sunday, May 21st vs. Tacoma Rainiers!
Game time 1:05 p.m.

A special **thanks** to our sponsors:


Mike Meacham
All American Insurance

Scott Stebbing
Stebgo Metals, Inc.


Due to their generosity, tickets are available for just \$6.00 and must be purchased no later than Thursday, May 18th. A registration form is included in this newsletter.

Please feel free to contact the IJA office at 800-669-8547 or the following committee members with any questions or concerns:

Noel Fiscus, Fiscus Diamond Jewelers - 515-964-9098
 Tricia Heimke, Iowa Jewelers Supply - 515-243-3189




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The "Associate" members throughout this newsletter have generously supported your association. Please express your appreciation by supporting them. If you are interested in advertising in the "IJA Jeweler" newsletter, space is available for your business card ad for only \$100 per year. Please contact us with other membership options or questions at 800-669-8547 or info@IAjewelers.org.

Annual Conference Schedule Finalized

The IJA Annual Conference & Golf Outing schedule has been finalized for the weekend of June 23-25 at the Cedar Rapids Marriott on Collins Road.

Don't miss the chance to have a fun and enjoyable weekend with family, staff and fellow associates in the jewelry industry. *Hope to see you there!*



Friday, June 23

- ◆ Golf Outing, St. Andrews Golf Club
Cedar Rapids
- ◆ Travelers Social - Marriott Hotel

Saturday, June 24

- ◆ Board Meeting
- ◆ JA Sales & Mgmt. Certification Testing
- ◆ Seminars
 - ~ Synthetic Diamonds
Jacquelyn Dewdney, Advanced Jewelry Appraisals, LLC
 - ~ Hire, Screen & Retain - Investing in Key Employees
Federated Insurance
 - ~ "Mine to Market"
Jean-Noel Soni, Top Notch Faceting
- ◆ President's Social/Annual Banquet
 - ~ Travelers Displays Open
 - ~ Jewelry Design Contest
 - ~ Annual Meeting
 - ~ President's Award
 - ~ Society of Fellow's Award

Sunday, June 25

- ◆ Breakfast & Keynote Speaker
 - ~ How to Invest \$50 a Month on Social Media Sites to Make a Real Impact
Menny Bezalel, Planetscape, Inc.

Conference registration forms and detailed information will be enclosed in the Spring newsletter. A complete schedule with event times, seminar descriptions and registration forms will be available soon on our website: www.IAjewelers.org

A block of rooms has been reserved at the Cedar Rapids Marriott for \$99/night and must be reserved by 5 p.m. on Friday, June 9th. Don't wait, book your reservation now, **before they sell out**, by going to the following link: <http://cwp.marriott.com/cidmc/iowajewelersassoc>.

Until then, mark the dates on your calendar, finish up those design pieces, submit a nomination for the IJA Society of Fellows, become a sponsor (materials were mailed) and plan to bring your entire staff and family!



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SOCIETY OF FELLOWS NOMINATIONS ~ DUE MAY 1ST

Do you know someone who has made a significant impact on the jewelry industry in Iowa? If so, why not nominate him or her for installation as a member in the prestigious “IJA Society of Fellows”?

The award will be presented at the Annual Banquet on Saturday, June 24th in Cedar Rapids to inductee(s) and/or their family members. Help us honor those deserving of this award by completing and mailing the enclosed form today!

If you have any questions, please contact the IJA office at 800-669-8547 or email us at info@IAjewelers.org.

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RETURN SERVICE REQUESTED

**2017 Membership
Directory available in June;
are your dues paid?**

Stebgo Metals Sponsors Iowa Wild Hockey Game



Thanks to Scott Stebbing of Stebgo Metals, IJA members enjoyed complimentary game tickets, beer and a hot dog at the Iowa Wild vs. the Cleveland Monsters game on Sunday, February 19th .

Tailgating at Buzzard Billy's, a quick walk to the Wells Fargo Arena, seats in the lower level, a hot game on the ice **and** a birthday celebration! As Crash turned a year older, many of his "stuffed" friends came to celebrate with him (see photo above).

Thanks to Scott and Stebgo Metals for a **great** time...it just doesn't get any better than that!