

JEWELRY INDEX

NOV 2018

MAGAZINE



**WHY ARE US
JEWELRY SALES
ACTUALLY
LOWER THAN
PUBLISHED?**

FACEBOOK COMPLAINT
SHOWS POWER OF
SOCIAL MEDIA

ROBUST JEWELRY AND
WATCH SALES IN AUGUST

POLISHED DIAMOND
INDEX DOWN SLIGHTLY
IN OCTOBER

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BY ALBERT ROBINSON

EDITOR'S NOTE

Kay Jewelers Case Shows Power Of Social Media To Right Wrongs

If ever there was a case in the diamond jewelry industry that proved the power of social media to force retailers to move sharply to fix consumers' complaints, then we saw it very clearly last month.

Requitta Darshae East who lives in Chicago used Facebook to criticize Kay Jewelers, part of the huge Signet Jewelers chain.

The post gained enormous traction, especially after it was picked up and reported by media in the United States and elsewhere around the world.

Darshae East claimed that staff at a branch of Kay Jewelers tried to give her back the wrong ring when she went to the store to pick it up and failed to find her ring.

Following her post, many other Kay Jewelers shoppers shared their own similar stories in the comments on Facebook.

Kay Jewelers, part of the Signet Jewelers stable which includes other large jewelry chains such as Zales, Jared the Galleria of Jewelry, H.Samuel and Piercing Pagoda, swiftly sent two senior company executives to meet with Darshae East at her Chicago home.

"This week I met with the Divisional Vice President of Kay Jewelers, (Jenn) & the Vice President of the Midwest region, (Crystal)," Darshae East wrote on her Facebook page.

"They literally flew to Chicago, and we met in my home," she wrote, clearly impressed with the efforts the jewelry chain had made.

"We discussed thoroughly how there was a breakdown in their repair system as well as their customer service department (from the store to the actual corporate office). Jenn not only OWNED the responsibility of the error, but she ensured me that they are working to immediately revamp the customer service department.

"Jenn & Crystal meeting with me spoke volumes. It is very evident that they believe in restoring the trust of the customer in the company they represent. With all of that being said, I never set out to bash Kay Jewelers, only 2 use social media as a platform to REACH. And it did just that...!! Kay's upper management has taken the very necessary steps to begin to reconstruct their customer service department, and review their processes, including employee training, to ensure that an issue such as this will never occur again. Jenn's attitude and approach to this entire situation has restored a bit of the faith I had lost."

Unfortunately for Kay Jewelers, Darshae East's complaints then led other Facebook users to complain that they had been disappointed with the jewelry chain's service, to which the firm swiftly replied promising to deal with the issues.



In an effort to understand the concerns, Signet has launched an internal investigation, saying its goal is “to treat all customer concerns with a high level of integrity, seriousness, and care.”

As Darshae East wrote, if a company “owns” a mistake then they would do well to set about fixing it as soon as possible. Sounds like pretty obvious advice, but unfortunately not all retailers devote the right level of care and concern to their customers. And when it blows up in their faces, the potential damage can be huge.

TALK TO US





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MEMO

Diamonds Are Doing Good – Not Just In Mining Communities

Several articles stood out for me over the past month. Not because they were earth-shattering or involved huge amounts of money. In fact, quite the opposite: modest announcements that taken together show that the diamond industry's heart is definitely in the right place.

The first involved the Diamond Empowerment Fund (D.E.F) donating \$130,000 to the Botswana Top Achiever Program during a dinner reception with President Mokgweetsi E.K. Masisi of Botswana. This program recognizes students across Botswana, and provides them with the ability to study in leading universities around

the world. Students then come back to Botswana and contribute towards its economic diversification. D.E.F. has been contributing to the Botswana Top Achievers program since 2011.

President Masisi commented that through D.E.F.'s Diamonds Do Good initiative, the Botswana diamond story is reflected in a positive way, emphasizing how ethically sourced diamonds have made and continue to make enormous contributions to Botswana's economy, an example of good governance and industry best practices.

Then there was a news article on how more than 60 volunteers from



Forevermark US and staff from Forevermark authorized jeweler, Diamonds International Honduras, came together to rebuild, improve and expand a school for children in Roatan, Honduras.

The five-week combined effort more than doubled the school's capacity, making it the largest in the area. Results included: greatly improving the overall space, structural quality, updated electricity, proper air circulation and the opportunity for more students to enroll and receive free education.

The project stemmed from a recent trip to Diamonds International Honduras

taken by Forevermark US Director of Business Development, Michael Rousso. After hearing about Diamonds International's plans for the school and seeing firsthand the strength and spirit of the community in Roatan, Rousso felt it was imperative for Forevermark to join this effort.

"We have dedicated the past seven years giving back to the communities of Roatan, and this year, we wanted to put a special focus on education by rebuilding a school that was in dire need of help," said Ruth King, General Manager of Diamonds International Honduras. "All of the children who were once turned away now have a

safe and comfortable environment to start their educational journey. This project will keep on giving back to the community for years and years to come.”

In the school’s original state, over 40 children in seven grades shared two small and run-down classrooms and a shed. Now, the school’s capacity has more than doubled to over 2,000 square feet including four new classrooms and a library, allowing a safe space for nearly 100 children to receive a free education each year.

Then there is De Beers Group’s three-year partnership with UN Women, which includes a \$3 million investment to advance women and girls in De Beers Group’s diamond producing countries which has just marked its first anniversary.

In addition to the capacity-building program for women micro-entrepreneurs in southern Africa, De Beers Group is providing scholarships to young women and girls in Canada to pursue studies in STEM (science, technology, engineering and mathematics). To date, eight university scholarships have been awarded, with the aim of a further 19 multi-year scholarships by 2020. De Beers Group also sponsored a summer science

camp at the University of Waterloo for 13 and 14 year old girls from indigenous communities near the company’s Gahcho Kue mine, which included visits to Google’s HQ and the Perimeter Institute for Theoretical Physics.

As a UN Women HeForShe Thematic Champion, De Beers Group has also committed to achieving parity in the appointment of women and men into senior leadership roles in its own organization, as well as ensuring the company’s brands are a positive force for gender equality through all its marketing campaigns. Over the past 12 months, De Beers Group has doubled its appointment rate of women into senior positions, with 51 percent of new senior hires being women.

There are plenty of other examples, of course, such as a new children’s rehabilitation center, to which Russian diamond miner ALROSA contributed \$1.8 million to the construction costs in Mirny.

The point is that the diamond trade is taking very real action to help people on the ground – not just in mining communities, but elsewhere, too.

The good that diamonds do is well-trodden path, but the steps that companies are taking are especially worthy of praise and need to be transmitted to consumers.





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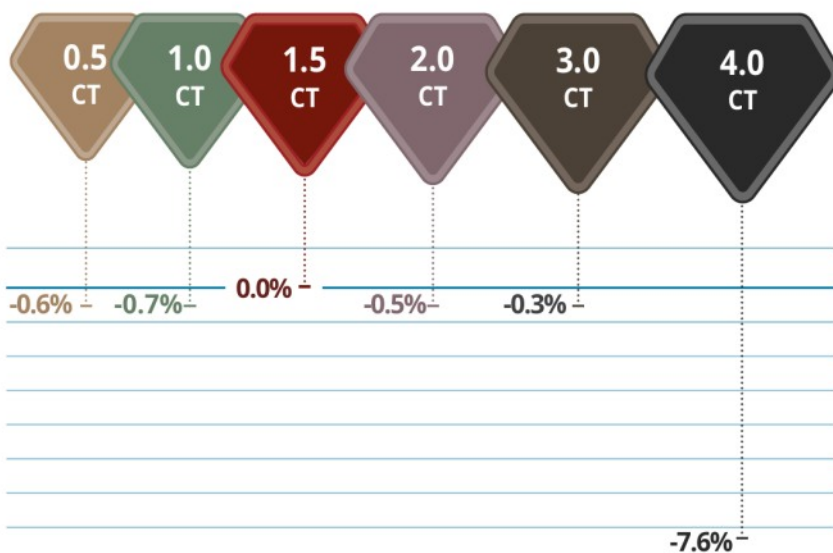


PRICES
DOWN 0.1%
IN OCTOBER

POLISHED DIAMONDS

THE IDEX POLISHED DIAMOND PRICE INDEX WAS DOWN IN OCTOBER, DECLINING VERY SLIGHTLY DURING THE MONTH. THE INDEX BEGAN THE MONTH AT 125.73 AND ENDED AT 123.67.

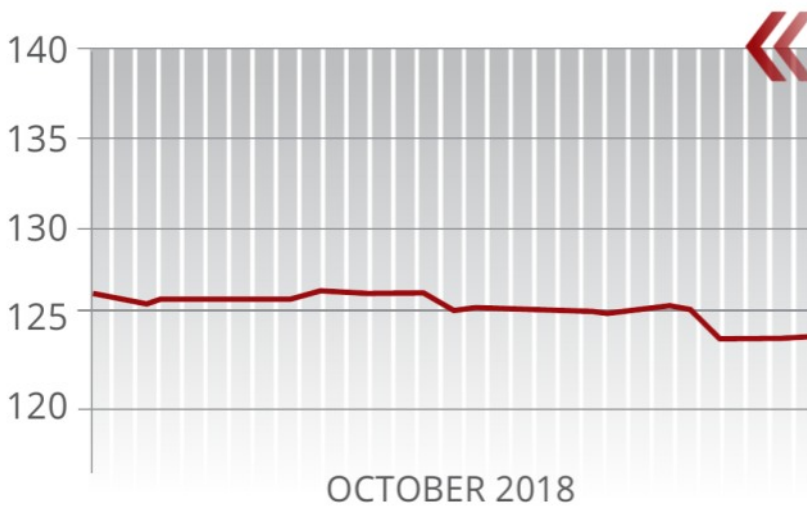
ON A MONTH-TO-MONTH BASIS, GLOBAL POLISHED DIAMOND PRICES IN OCTOBER SHOWED A MINOR DECLINE OF 0.1% FROM SEPTEMBER.



ON A MONTH-TO-MONTH BASIS – COMPARING PRICES DURING OCTOBER OVER SEPTEMBER – THERE WERE NO RISING CATEGORIES, WITH FIVE DECLINERS AND ONE STANDING STILL.

POLISHED DIAMONDS DAILY INDEX

THE INDEX BEGAN THE MONTH AT **125.73** AND ENDED AT **123.67**.



METAL PRICES IN OCTOBER US\$ PER OUNCE

*Prices as of 31.10.18
Source: Amark.com



Palladium 1,077 (+13.6%)
Platinum 835 (-7.5%)
Gold 1,222 (-0.4%)
Silver 14.47 (-12%)

ROUGH DIAMONDS

THE BIG EVENT IN NOVEMBER IS THE DIWALI FESTIVAL IN INDIA. NEWS REPORTS SUGGESTED THAT MANY DIAMOND MANUFACTURING FACTORIES WERE LIKELY TO ALLOW THEIR EMPLOYEES TO TAKE A LONGER BREAK BY NOT REOPENING PLANTS IMMEDIATELY AFTER THE HOLIDAY WHICH WILL LAST THREE TO FOUR WEEKS. IT IS ALSO POSSIBLE THAT THERE WILL BE LARGE-SCALE JOB CUTS SINCE INVENTORIES ARE HIGH AND SALES FIRM AT BEST. PROOF OF THE HIGH INVENTORY LEVELS AND THAT WHOLESALERS AND RETAILERS ARE FULLY STOCKED FOR THE HOLIDAY SEASON CAME WITH DE BEERS' RESULTS FOR THE EIGHTH SALE OF 2018 PUBLISHED TOWARDS THE END OF OCTOBER. FOR THE FIRST TIME THIS YEAR, SALES FELL BELOW THE **\$500 MILLION** MARK, COMING IN AT **\$475 MILLION**.

IDEX

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EDITORIAL DEPARTMENT

EDITOR-IN-CHIEF: ALBERT ROBINSON

COPY EDITOR: ROBIN MILLER

RESEARCH: KEN GASSMAN

GRAPHIC DESIGN: STUDIO SPECTOR

MARKETING DEPARTMENT

ADVERTISING SALES MANAGERS:
YARON BARZILAY, OSNAT DAVIDOV,
ANISH KURIAKOSE, AVIVIT MORHAIM

PRODUCTION & CIRCULATION:
HELENA DORSHT RABINOVICH

ACCOUNTS MANAGER: OSHRIT DINUR



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ROUNDS | NOVEMBER 2018

PRICEREPORT

There were relatively few changes in round diamonds in October. There were increases in 0.70-0.79 carat stones in G-I, IF, of 2-3%, and in 0.80-0.89 carat diamonds; G-H, IF-VVS2, of 1-3%; as well as in 1.25-1.49 carats, E-H, IF. Meanwhile, there were decreases in 0.40-0.44 carats in D, IF-VS1, of 1-3%; 2.00-2.99 carat stones, L, VVS1-SI1; of 2-3%, in 3.00-3.99 carat stones, E-G, IF, of 2-3%; and in 5.00-5.99 carat diamonds of 1-5% in G-H, SI3-I3.

ROUNDS 0.40-0.44												01-NOV-18
	IF	VVS1	VVS2	VS1	VS2	SI1	SI2	SI3	I1	I2	I3	
D	41.0	34.0	31.0	30.0	28.0	25.0	22.5	21.0	17.5	13.5	9.5	
E	33.5	29.5	27.5	27.0	25.5	23.5	21.0	19.5	16.0	11.0	9.0	
F	29.5	27.0	25.5	25.0	23.5	23.0	20.5	18.0	15.5	10.5	8.0	
G	27.5	25.5	24.5	24.0	23.0	22.5	20.0	17.0	15.0	10.5	7.5	
H	24.5	24.0	23.5	22.5	21.0	19.5	17.0	15.0	13.5	10.0	7.5	
I	22.0	21.0	20.5	19.0	18.5	17.5	15.5	14.5	13.0	8.0	7.5	
J	20.5	20.0	18.5	17.0	16.5	16.0	15.0	13.5	11.0	7.5	6.0	
K	18.5	18.0	17.0	16.5	15.5	14.5	13.0	11.5	9.5	7.0	5.5	
L	17.5	16.0	15.5	14.5	14.0	13.0	12.0	9.5	8.0	6.0	5.0	
M	16.0	15.5	14.5	13.5	12.5	11.5	10.0	7.5	6.5	5.0	4.0	
N	14.5	13.5	13.0	12.5	12.0	10.5	9.5	7.0	6.5	5.0	4.0	

ROUNDS 0.40-0.44 CARATS
 L / VS2-SI1 **UP 3-4%**
 D-E / IF-VVS2 **DOWN 3%**

ROUNDS 0.70-0.79												01-NOV-18
	IF	VVS1	VVS2	VS1	VS2	SI1	SI2	SI3	I1	I2	I3	
D	93.0	75.0	63.0	57.0	55.0	45.5	38.5	34.0	30.5	21.5	13.0	
E	71.0	69.0	59.0	55.0	50.5	43.0	35.0	33.5	28.0	20.5	12.0	
F	63.5	59.0	53.0	50.5	45.5	42.5	34.5	32.0	26.5	19.5	12.0	
G	58.0	52.5	50.0	44.5	42.5	39.0	31.5	30.5	25.5	19.0	11.5	
H	54.5	47.5	44.5	41.5	39.0	35.0	30.0	29.0	23.0	17.5	10.5	
I	44.5	38.5	37.0	36.5	34.5	31.5	26.5	25.5	21.0	13.5	9.5	
J	32.0	30.0	28.5	27.5	27.0	25.5	23.0	22.0	18.5	11.5	8.5	
K	27.5	27.0	24.5	24.0	22.5	21.5	18.5	17.5	15.5	10.5	8.0	
L	25.0	24.0	23.0	21.5	20.0	19.5	18.0	16.0	14.5	10.0	8.0	
M	24.0	21.5	21.0	18.5	17.5	17.0	15.0	14.5	13.0	8.0	8.0	
N	21.0	19.5	19.0	18.0	17.0	16.0	14.5	12.5	10.0	8.0	7.0	

ROUNDS 0.70-0.79 CARATS
 G-I / IF **UP 2-3%**
 G-H / VS1 **DOWN 1-3%**

ROUNDS 1.00-1.24												01-NOV-18
	IF	VVS1	VVS2	VS1	VS2	SI1	SI2	SI3	I1	I2	I3	
D	204	162	143	115	104	82	68	58	48	32	18	
E	163	140	113	105	93	79	65	56	46	28	16	
F	127	118	105	101	87	76	64	55	43	27	16	
G	104	96	89	88	80	73	61	52	40	27	16	
H	84	83	82	78	73	66	56	50	37	24	15	
I	69	68	65	64	61	58	50	45	36	21	15	
J	58	57	56	53	52	49	45	40	31	16	14	
K	49	48	45	44	43	40	38	33	28	16	14	
L	45	44	43	40	39	35	33	30	26	16	13	
M	41	39	37	34	31	28	27	26	24	16	12	
N	39	38	36	33	26	24	23	19	16	15	12	

ROUNDS 1.00-1.24 CARATS
 E-F / IF-VVS1 **UP 2-3%**
 K-L / VVS2-VS1 **DOWN 2%**





FANCIES | NOVEMBER 2018

PRICEREPORT

Fancy diamonds also saw relatively few changes. There were increases in the 0.30-0.39 carat category, D, IF-VVS1 and SI1-SI2, of 2-3%; of 2-3% in G-I, IF, in 0.70-0.79 carat diamonds; and of 1-3% in the 0.90-0.99-carat range, D-F, IF. There were decreases of 1-3% in 0.50-0.69 carat stones, H-I, IF-VS2; of 1-3% in 1.00-1.24 carat stones, H-K, IF-VVS1; of 2-3% in 2.00-2.99 carat stones, J-M, SI1; and of 2-3% in 5.00-5.99 carat stones, D-F, VS1 and L-N, SI1.

FANCIES 0.30-0.39 01-NOV-18

	IF	VVS1	VVS2	VS1	VS2	SI1	SI2	SI3	I1	I2	I3
D	38.0	33.5	28.5	23.0	20.5	19.5	17.5	15.0	13.0	8.0	5.5
E	33.5	27.5	24.0	20.0	19.0	17.5	16.0	13.5	12.5	7.0	5.0
F	28.0	24.0	19.5	18.5	18.0	16.5	15.0	12.5	11.5	6.5	4.5
G	23.0	19.5	18.5	17.0	16.5	16.0	14.5	11.5	10.5	5.5	4.0
H	19.0	18.0	16.5	16.0	15.5	15.0	13.0	10.5	7.5	5.5	4.0
I	17.5	16.5	15.0	14.5	13.5	13.0	11.5	7.5	7.0	5.0	4.0
J	14.0	13.0	11.5	11.0	10.5	8.0	7.5	7.0	6.0	4.5	3.5
K	11.0	10.0	9.5	9.0	8.0	6.5	6.0	5.5	4.5	4.0	3.0
L	8.5	8.0	7.5	7.0	6.5	5.5	5.0	4.5	4.5	3.5	3.0
M	7.5	7.0	6.5	6.0	5.5	5.0	4.5	4.0	3.5	3.0	2.0
N	7.0	6.5	6.0	5.5	5.0	4.5	4.0	3.5	3.5	3.0	1.5

FANCIES 0.30-0.39 CARATS



I / VVS1-VS1 UP 3%



F / VVS2-VS1 DOWN 2%

FANCIES 0.50-0.69 01-NOV-18

	IF	VVS1	VVS2	VS1	VS2	SI1	SI2	SI3	I1	I2	I3
D	67.5	56.5	47.5	41.0	39.0	33.0	29.0	24.5	19.0	15.0	9.0
E	53.5	49.5	42.0	38.0	35.5	31.0	27.0	21.5	18.0	12.0	7.5
F	48.0	43.5	37.5	35.5	33.5	29.5	25.0	20.5	17.5	11.5	6.5
G	40.5	38.0	34.5	33.0	31.0	28.0	24.0	19.5	16.5	11.0	6.5
H	36.5	34.5	32.0	30.5	28.0	26.0	23.0	18.0	15.0	10.5	6.5
I	33.0	30.5	27.5	26.0	25.0	23.5	20.5	16.5	14.0	8.0	6.0
J	24.5	24.0	23.5	23.0	22.5	20.5	19.0	15.0	13.0	7.0	5.5
K	20.5	20.0	19.5	18.5	16.5	16.0	13.5	13.0	10.5	6.0	4.5
L	18.5	16.5	15.5	15.0	13.0	12.5	11.5	8.0	6.0	4.5	4.0
M	18.0	16.0	13.5	12.5	11.0	10.5	8.0	7.5	5.5	4.5	3.5
N	16.0	13.5	12.5	10.5	9.5	7.5	7.0	6.5	5.0	4.5	3.5

FANCIES 0.50-0.69 CARATS



D-E / SI1-SI1 UP 3%



D / SI3-I3 DOWN 2-5%

FANCIES 0.90-0.99 01-NOV-18

	IF	VVS1	VVS2	VS1	VS2	SI1	SI2	SI3	I1	I2	I3
D	114	93	80	71	66	59	49	46	36	25	13
E	103	84	74	67	63	57	47	43	34	23	12
F	78	70	69	65	62	55	46	42	31	21	11
G	71	63	61	60	58	54	44	40	30	20	11
H	59	57	55	54	53	47	40	35	28	16	10
I	56	53	50	46	45	44	38	31	27	15	9
J	43	37	36	32	31	30	29	26	23	13	8
K	35	28	27	26	25	24	23	21	16	10	8
L	30	23	21	20	19	16	15	14	13	9	6
M	22	20	19	16	14	13	12	11	10	8	6
N	20	15	14	12	11	10	9	8	8	5	4

FANCIES 0.90-0.99 CARATS



D-F / IF UP 1-3%



G-H / IF-VVS1 DOWN 1-3%



Advertisement

UNITED STATES BANKRUPTCY COURT SOUTHERN DISTRICT OF NEW YORK

In re:

FIRESTAR DIAMOND, INC., et al.,

Debtors.

Chapter 11

No. 18-10509 (SHL)
(Jointly Administered)

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ON OR BEFORE DECEMBER 11, 2018]

TO: ALL PERSONS AND ENTITIES WITH CLAIMS AGAINST FIRESTAR DIAMOND, INC., OLD AJ, INC. (f/k/a A. JAFFE, INC.), OR FANTASY, INC.

The United States Bankruptcy Court for the Southern District of New York has entered an Order establishing December 11, 2018 (the "Bar Date") as the last date for each person or entity (including individuals, partnerships, corporations, joint ventures, trusts, and governmental units) to file a proof of claim against any of the above-captioned debtors (the "Debtors").

The Bar Date and the procedures set forth below for filing proofs of claim apply to all claims against the Debtors that arose before February 26, 2018 (the "Filing Date"), the date on which the Debtors commenced these cases under chapter 11 of the United States Bankruptcy Code, except for claims listed in Section 4 below that are specifically excluded from the Bar Date filing requirement.

WHO MUST FILE A PROOF OF CLAIM

You MUST file a proof of claim to vote on a chapter 11 plan or to share in distributions from the Debtors' bankruptcy estates if you assert a claim that arose before the Filing Date, and the claim is not one of the types of claim described in Section 4 below. The Bar Date applies to a claim based on an act or omission of a Debtor that occurred before the Filing Date, even if the claim is not now fixed, liquidated, or certain or did not mature or become fixed, liquidated, or certain before the Filing Date. Claims under Section 503(b)(9) of the Bankruptcy Code must also be filed by the Bar Date.

Under Section 101(5) of the Bankruptcy Code and as used in this Notice, the word "claim" means: (a) a right to payment, whether or not such right is reduced to judgment, liquidated, unliquidated, fixed, contingent, matured, unmatured, disputed, undisputed, legal, equitable, secured, or unsecured; or (b) a right to an equitable remedy for breach of performance if such breach gives rise to a right to payment, whether or not such right to an equitable remedy is reduced to judgment, fixed, contingent, matured, unmatured, disputed, undisputed, secured, or unsecured.

WHAT TO FILE

Your filed proof of claim must conform substantially to Official Form No. 410; a case-specific proof of claim form accompanies this notice. The Trustee is enclosing a proof of claim form for use in these cases; if your claim has been scheduled by the Debtors, the form also sets forth the amount of your claim as scheduled, the specific Debtor against which the claim is scheduled, and whether the claim is scheduled as disputed, contingent, or unliquidated. You will receive a different proof of claim form for each claim scheduled in your name by the Debtors. You may utilize the proof of claim form(s) provided by the Trustee to file your claim. Additional proofs of claim forms may be obtained at www.uscourts.gov/forms/bankruptcy-forms.

All proof of claim forms must be signed by the claimant or, if the claimant is not an individual, by an authorized agent of the claimant. It must be written in English and be denominated in United States currency. You should attach to your completed proof of claim any documents on which the claim is based (if voluminous, attach a summary) or an explanation as to why the documents are not available.

Your proof of claim form must not contain complete social security numbers or taxpayer identification numbers (only the last four digits), a complete birth date (only the year), the name of a minor (only the minor's initials), or a financial institution account number (only the last four digits of such financial institution account).

Any holder of a claim against more than one Debtor must file a separate proof of claim with respect to each such Debtor and must identify on the proof of claim the specific Debtor against which the claim is asserted and the case number of that Debtor's bankruptcy case. A list of the names of the Debtors and their case numbers is set forth in the footnote to the case caption above.

WHEN AND WHERE TO FILE

A proof of claim may be filed by sending it by U.S. mail, overnight delivery, or hand delivery to the following address:

Firestar Diamond, Inc. Claims Processing
c/o Omni Management Group
5955 De Soto Ave., Suite 100
Woodland Hills, CA 91367

or by hand delivery to the United States Bankruptcy Court for the Southern District of New York, One Bowling Green, Room 534, New York, NY 10004. A proof of claim is deemed filed only when received at one of the addresses listed above or filed with the Court electronically on the PACER system. A proof of claim may not be delivered by facsimile, teletype, or electronic mail transmission.

CLAIMS FOR WHICH A PROOF OF CLAIM NEED NOT BE FILED

You do not need to file a proof of claim on behalf of a claim on or before the Bar Date if the claim falls into one or more of the following categories:

Any claim that has already been asserted in a proof of claim filed with the Clerk of the Bankruptcy Court for the Southern District of New York in a form substantially similar to Official Bankruptcy Form No. 410 (unless you wish to assert the claim against a Debtor not mentioned in the prior proof of claim, in which case an additional proof of claim must be filed);

Any claim that is listed on the Schedules filed by the Debtors provided that (i) the claim is not scheduled as "disputed," "contingent," or "unliquidated;" (ii) the claimant does not disagree with the amount, nature, and priority of the claim as set forth in the Schedules; and (iii) the claimant does not dispute that the claim is an obligation only of the specific Debtor against which the claim is listed in the Schedules;

Any claim that previously been allowed by Order of the Court;

Any claim that has been paid in full by any of the Debtors;

Any claim for which a different deadline has previously been fixed by this Court;

Any claim by one Debtor against another Debtor; and

Any claim allowable under § 503(b) and § 507(a) (2) of the Bankruptcy Code as an expense of administration of the Debtor's estates.

Any claim of a current employee of the Debtors, but only to the extent that such claim is solely for reimbursement of ordinary course business expenses or outstanding wages, base salary, commissions, benefits, bonuses, or other ordinary course compensation; but any employee of a Debtor who wishes to assert a claim against a Debtor that is not based solely on reimbursement of ordinary course business expenses or outstanding wages, base salary, commissions, benefits, bonuses, or other ordinary course compensation must file a proof of claim for such claim on or before the General Bar Date.

The Debtors' pre-petition lenders (Israel Discount Bank of New York and HSBC Bank USA, National Association).

If you are a holder of an equity interest in the Debtors, you need not file a proof of interest with respect to the ownership of such equity interest at this time. However, if you assert a claim against a Debtor, including a claim relating to such equity interest or the purchase or sale of such interest, a proof of such claim must be filed on or before the Bar Date pursuant to the procedures set forth in this Notice.

This Notice is being sent to many persons and entities that have had some relationship with or have done business with the Debtors but might not have an unpaid claim against the Debtors. The fact that you have received this Notice does not mean that you have a claim or that the Debtors, the Trustee, or the Court believe that you have a claim against the Debtors.

EXECUTORY CONTRACTS AND UNEXPIRED LEASES

If you have a claim arising out of the rejection of an executory contract or unexpired lease as to which the order authorizing such rejection is dated on or before _____, the date of entry of the Bar Order, you must file a proof of claim by the Bar Date. Any person or entity that has a claim arising from the rejection of an executory contract or unexpired lease, as to which the order is dated after the date of entry of the Bar Order, you must file a proof of claim with respect to such claim so as to be received by the date fixed by the Court in the applicable order authorizing rejection of such contract or lease.

CONSEQUENCES OF FAILURE TO FILE A PROOF OF CLAIM BY THE BAR DATE

ANY HOLDER OF A CLAIM THAT IS NOT EXEMPTED FROM THE REQUIREMENTS OF THIS ORDER, AS SET FORTH IN SECTION 4 ABOVE, AND THAT FAILS TO TIMELY FILE A PROOF OF CLAIM IN THE APPROPRIATE FORM SHALL NOT BE TREATED AS A CREDITOR WITH RESPECT TO SUCH CLAIM FOR THE PURPOSES OF VOTING ON ANY PLAN OF REORGANIZATION FILED IN THESE CASES OR PARTICIPATING IN ANY DISTRIBUTION IN THE DEBTORS' CASES ON ACCOUNT OF SUCH CLAIM.

THE DEBTORS' SCHEDULES AND ACCESS THERETO

You may be listed as the holder of a claim against one or more of the Debtors in the Debtors' Schedules of Assets and Liabilities and/or Schedules of Executory Contracts and Unexpired Leases (collectively, the "Schedules"). To determine if and how you are listed on the Schedules, please refer to the descriptions set forth on the enclosed proof of claim forms regarding the nature, amount, and status of your claim(s). If you received post-petition payments from the Debtors (as authorized by the Court) on account of your claim, the enclosed proof of claim form will reflect the net amount of your claims. If the Trustee believes that you might hold a claim against more than one Debtor, you should receive multiple proof of claim forms, each of which should reflect the nature and amount of your claim against one Debtor as listed in the Schedules.

If you rely on the Debtors' Schedules, it is your responsibility to determine that the claim is accurately listed in the Schedules. However, you may rely on the enclosed form, which lists your claim as scheduled, identifies the Debtor against which it is scheduled, and specifies whether the claim is disputed, contingent, or unliquidated.

As set forth above, if you accept the nature, amount, and status of your claim as listed in the Schedules, and if you accept that your claim is only against the Debtor specified in the Schedules, and if your claim is not described as "disputed," "contingent," or "unliquidated," you need not file a proof of claim. Otherwise, or if you decide to file a proof of claim, you must do so before the Bar Date in accordance with the procedures set forth in this Notice.

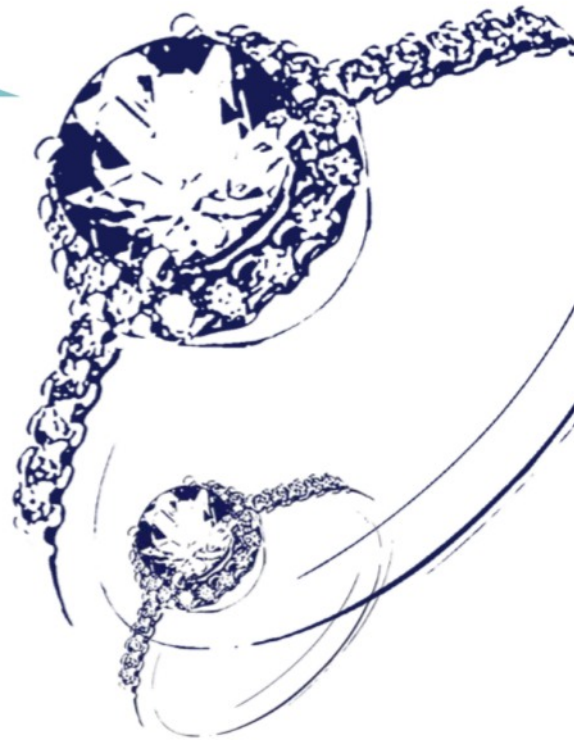
Copies of the Debtors' Schedules are available for inspection at www.omnimgt.com/firestardiamond. Copies of the Schedules may also be examined between the hours of 9:00 a.m. and 4:30 p.m., Monday through Friday (except Federal holidays) at the Office of the Clerk of the Bankruptcy Court, One Bowling Green, Room 534, New York, New York 10004-1408. Copies of the Debtors' Schedules may also be obtained by written request at the following address and telephone number: Omni Management Group, 5955 De Soto Ave., Suite 100, Woodland Hills, CA 91367, (818) 906-8300.

A holder of a possible claim against the Debtors should consult an attorney regarding any matters not covered by this notice, such as whether the holder should file a proof of claim.



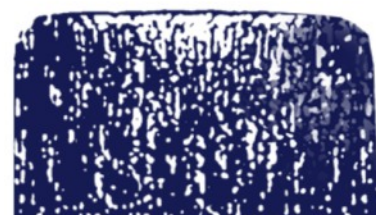
THE US JEWELRY MARKET IS MUCH **SMALLER** THAN YOU THINK

BY EDAH N GOLAN



Anyone who has ever done a back-of-the-envelope calculation of the size of the US fine jewelry market in the past few years has arrived at figures that were far below the official numbers published by the US government. The differences were so wide that the government figures were downright puzzling. Recently, the US government revised 10 years of market estimates, dating all the way back to January 2008, shaving off more than \$16.5 billion in jewelry sales in 2017 alone.

There is no need to be surprised at the revision, or by this radical reduction. The US government revises its jewelry figures every few years, usually downwards. The last time it did so was in 2015. But, unlike the 2015 revision, this one was far-reaching. There is no point being shocked by the old figures for being so out of whack. We have been stating that for a few years. In fact, the current figures are still somewhat inflated.



WHY IS THIS IMPORTANT?

Knowing the true size of the market has great importance for the industry. It impacts bank lending, manufacturers' planning and even assessments of investments in the industry. Therefore, tracking these figures, understanding what they represent, and having confidence in their accuracy is central to understanding the business.

"THERE IS NO POINT BEING SHOCKED BY THE OLD FIGURES FOR BEING SO OUT OF WHACK. WE HAVE BEEN STATING THAT FOR A FEW YEARS. IN FACT, THE CURRENT FIGURES ARE STILL SOMEWHAT INFLATED."

For example, most people believe that the jewelry sales figure represents only fine jewelry sales, while, in fact, it is jewelry in general. Both high-end diamond jewelry and \$4.99 silver earrings set with CZ are counted in these figures, as well as pewter figurines. So to understand the jewelry figures, remember that even if all sales are counted correctly, we still need to apply a certain discount.



"HOW DID THE US GOVERNMENT GET IT SO WRONG? SIMPLY BY NOT MEASURING SALES. INSTEAD IT ESTIMATES LOCAL JEWELRY MANUFACTURING, ADDS SOME IMPORT DATA, RUNS A CALCULATION AND GETS THE WRONG NUMBER."

HOW AND WHY THIS HAPPENED

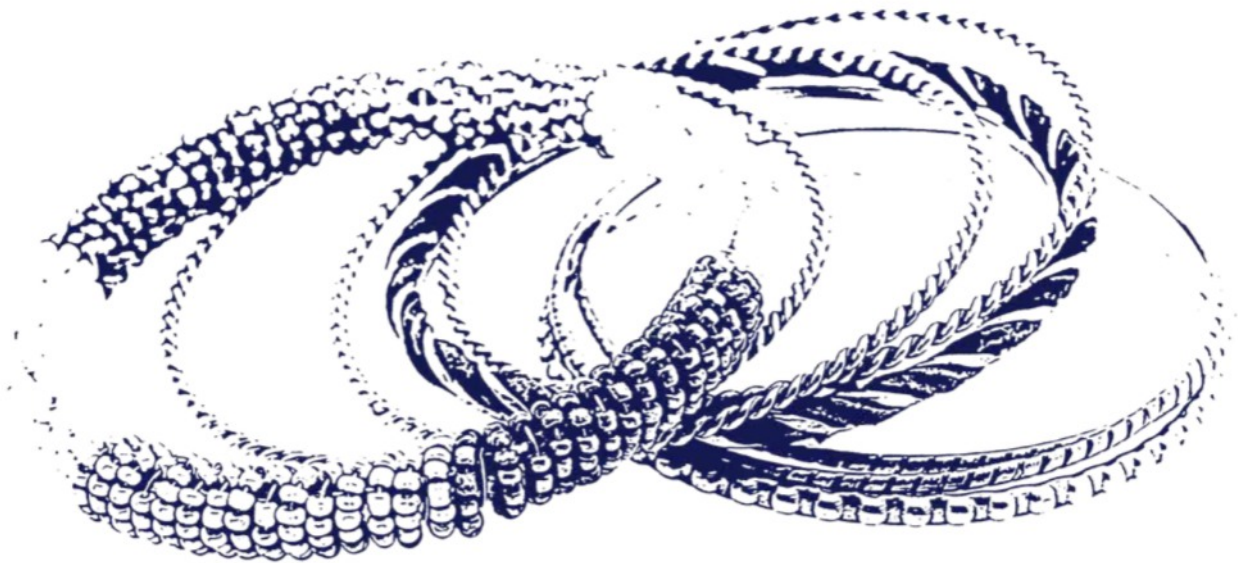
There are a number of ways to calculate the size of the US retail jewelry market. If you are the US government, the easiest would be to start collecting sales figures of public specialty jewelry retailers such as Tiffany, Sterling (the US arm of Signet) and Blue Nile, and by measuring sales of privately held retailers, which all report their sales to, you guessed it, the US government.

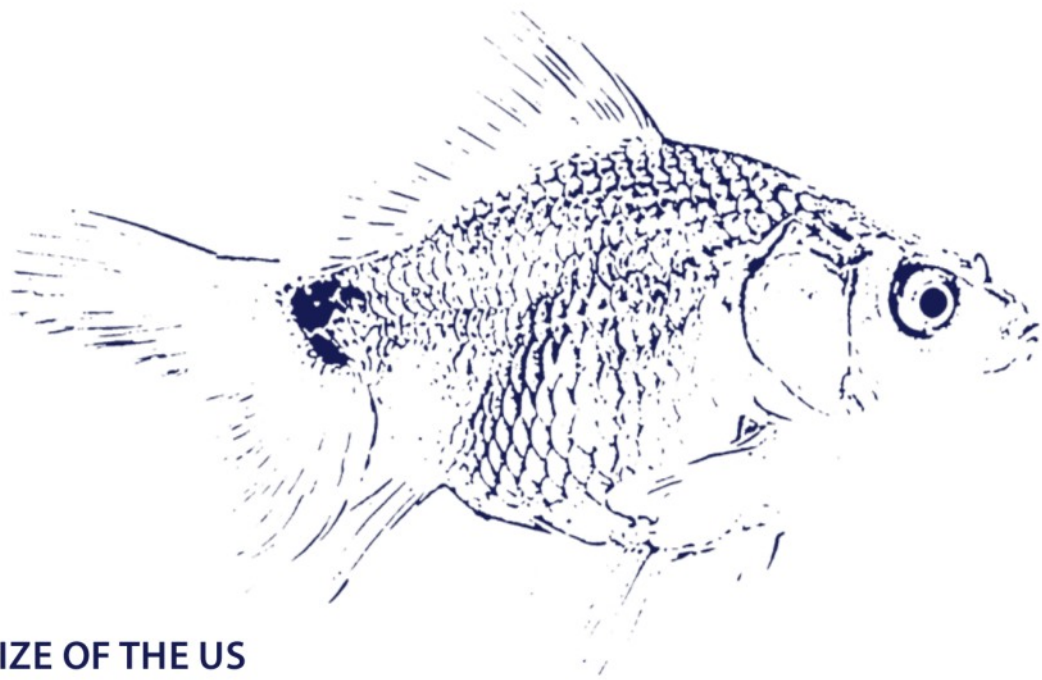
Next, it should have collected jewelry sales from the rest of the market – department stores, discounters, online retailers, etc. This is not easy, I know because I have done it myself (check out the National Jeweler’s State of the Majors for some of my estimates www.nationaljeweler.com/media/stateofthemajors/2017/, but the US government has great resources that should make this task a lot easier.

So how did the US government get it so wrong? Simply by not measuring sales. Instead, it estimates local jewelry manufacturing, adds to it some import data, runs the figures through a calculation, and presto! It gets the wrong numbers. Worse still, it adds several additional components that only throw off the figures even more.

Over the years, I have spoken more than once with the government agency that puts out these figures (the Department of Commerce's Bureau of Economic Analysis). They were kind enough to share with me their methodology and discuss it, but were steadfast that they have it right.

As wrong as the jewelry sales figures are, even more disturbing are the watch sales numbers. For years, watch sales have declined worldwide and in the US, until they started rising again in 2017. According to the government data, prior and post-revision, watch sales have only increased since 2009. Although the revised figures show a decline in growth, we still know them to be wrong. Just look at Swatch's sales figures in the past decade to get a good sense of what has happened in that industry.

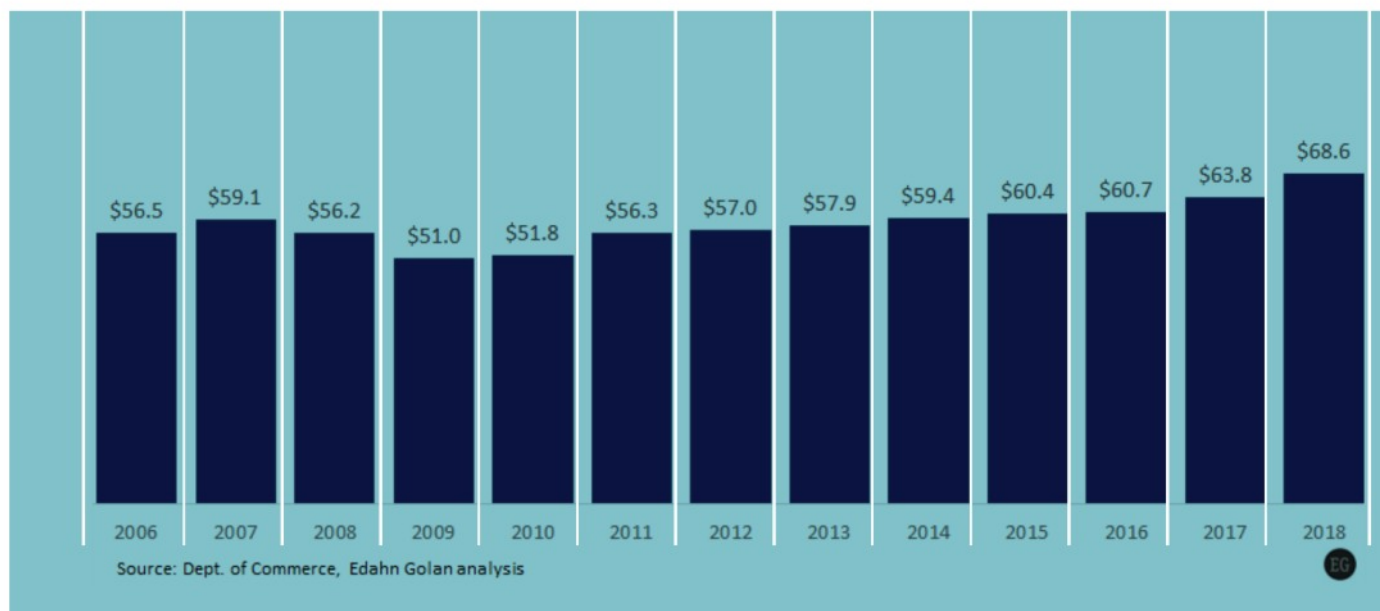




THE NEW OFFICIAL SIZE OF THE US JEWELRY MARKET

The revised figures are still high. According to the latest government figures, jewelry retail sales in 2017 were \$63.8 billion, 20.6% less than the previously reported \$80.3 billion in jewelry sales.

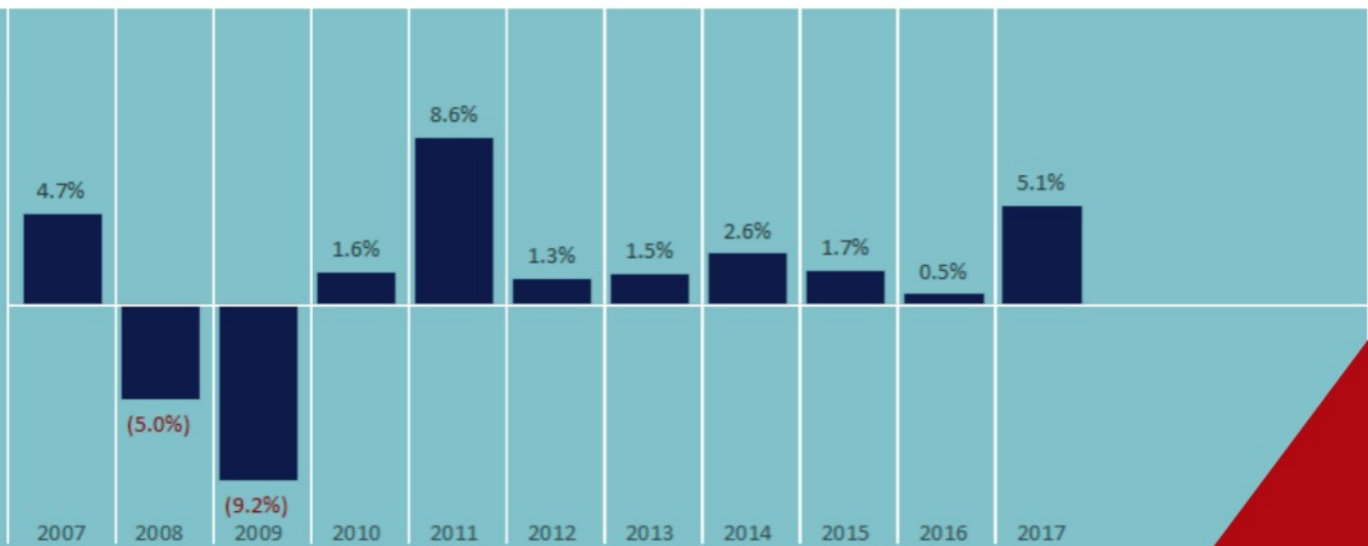
US RETAIL JEWELRY SALES 2006-2017





The good news is that, according to the revised data, the US market for jewelry has increased steadily since 2009, after the Lehman Brothers financial crash. The increase in sales is measured, which we know is true. Year-over-year, jewelry sales increased 5.1% in 2017. This is less than the previously reported 6.8%, but closer to what most retailers will report.

YOY CHANGE IN US JEWELRY SALES 2007-2017



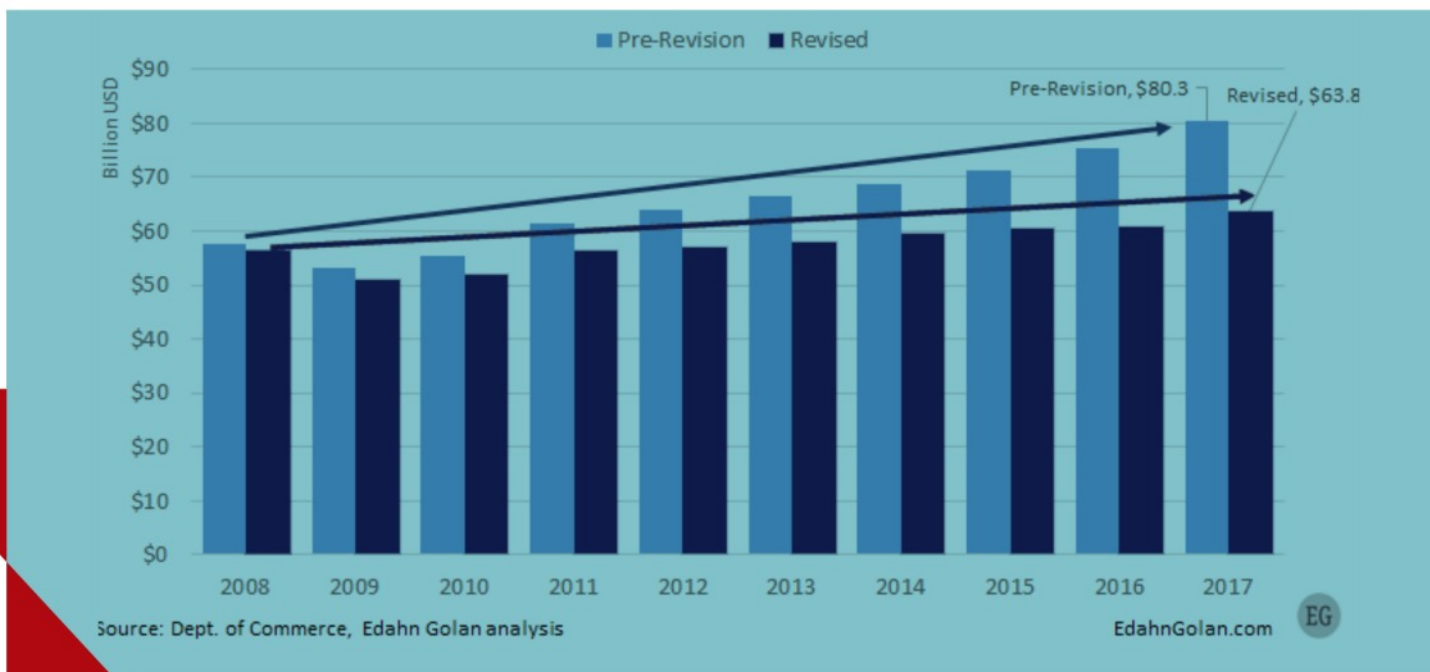
Source: Dept. of Commerce, Edahn Golan analysis

EdahnGolan.com EG

One of the problems with the US government data over the years was that there was a sense that not only did it not accurately reflect the true size of the market, but that over the years, the size of the error was growing. This is another point the revision addresses. The growth in the pace of the revised data is clearly more modest. In 2008, the difference is \$1.3 billion, or 2.4% of the revised figures, growing to a monstrous \$16.53 billion, or 25.9% of the revised figures.

Another finding of the revised data has to do with the rate of recovery from the 2008 financial meltdown. According to the previous figures, it took less than three years for jewelry sales to recoup. The revised data shows that only in 2014, seven years later, did jewelry sales catch up with pre-crisis values. Again, this more closely matches what retailers have reported.

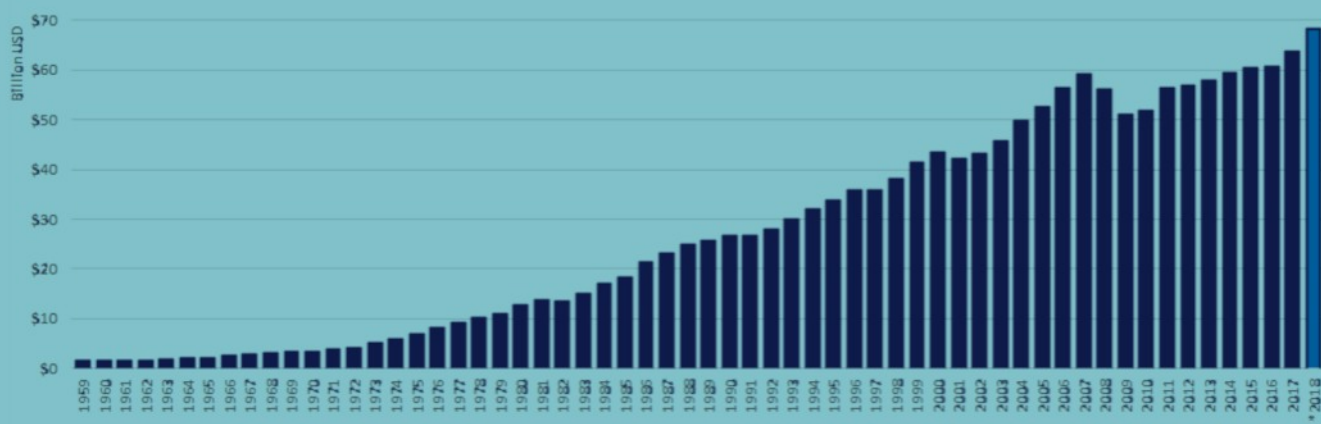
REVISED & PRE-REVISED US JEWELRY SIZE



An alarming finding is the change in the jewelry sales growth rate over the years. Based on the updated data, between 1961 and 1980, jewelry sales growth averaged 11.3% per annum. During the following 20 years (1981-2000), the growth rate averaged 6.4% per annum. However, in the last 18 years, jewelry sales growth dropped to an average of just 2.5% per annum.

This 43% drop in the average growth rate during the 1980s and '90s, followed by a 60% dive in the last 18 years would give any industry a nose bleed and is the reason why so many businesses are closing. Jewelry sales are losing share of wallet, meaning that consumers' purchases of jewelry represent a declining percentage of their total expenditures. Clearly, the jewelry market needs to wake up to this realization and do something about it.

60 YEARS OF US JEWELRY SALES



* Estimated

Source: US Dept. of Commerce, Edahn Golan Diamond Research & Data Ltd.

EdahnGolan.com

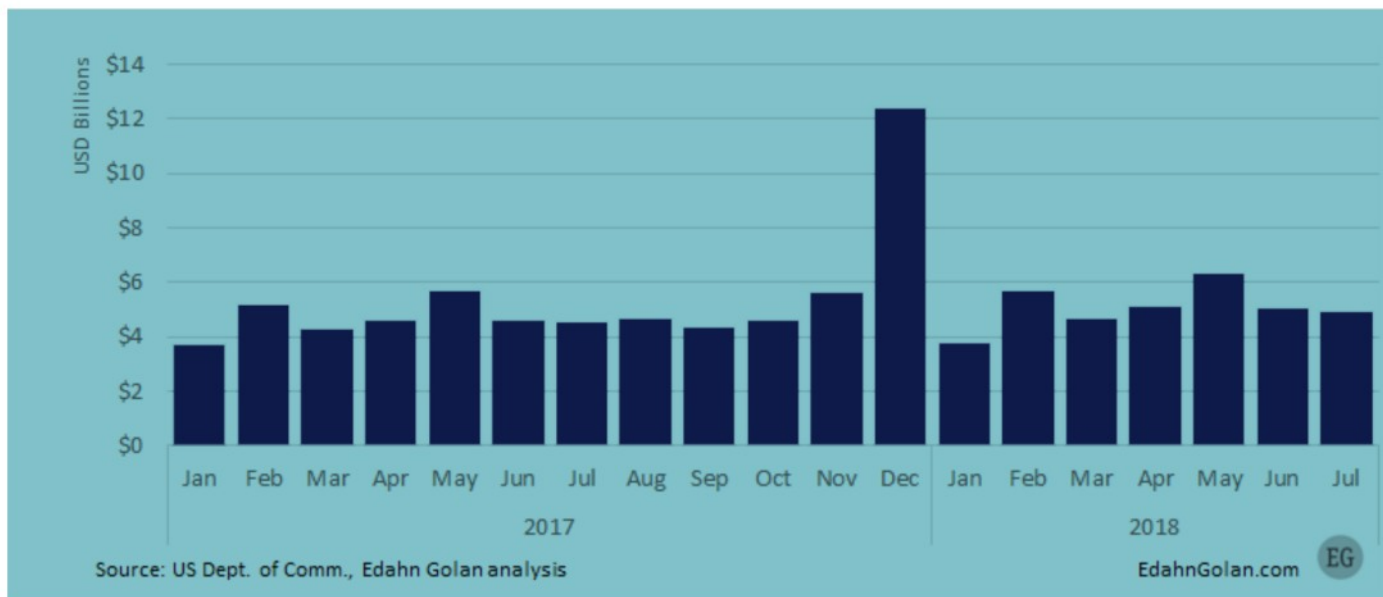


2018 JEWELRY SALES

In the first half of 2018, jewelry sales in the US totaled \$30.5 billion, according to government estimates. It forecasts total 2018 jewelry sales at a little more than \$68 billion, a 7% year-over-year growth. However, if there is anything we can conclude from these government figures over the years, sales will in fact be lower, and the rate of growth more moderate.

In July, jewelry sales rose to an estimated \$4.8 billion, according to the latest government data. Once again, this figure should be taken with a pinch of salt. It represents an 8.7% year-over-year increase on an annualized basis.

ESTIMATED MONTHLY US JEWELRY SALES



ON THE UPDATED DATA, BETWEEN 1961 AND 1980, JEWELRY SALES GROWTH AVERAGED 11.3% PER ANNUM. DURING THE FOLLOWING 20 YEARS (1981-2000), THE GROWTH RATE AVERAGED 6.4% PER ANNUM. HOWEVER, IN THE LAST 18 YEARS, JEWELRY SALES GROWTH DROPPED TO AN AVERAGE OF JUST 2.5% PER ANNUM.

SPECIALTY JEWELERS' SALES

During the first half of 2018, sales by specialty jewelers totaled \$15.74 billion, according to the US Census Bureau, another government agency tracking retail sales. This data was also recently revised, although only for the last two-and-a-half years. According to this data, sales increased 13% during the period compared to January-June 2017. As with the total US jewelry sales, expect these figures to be revised in the future.

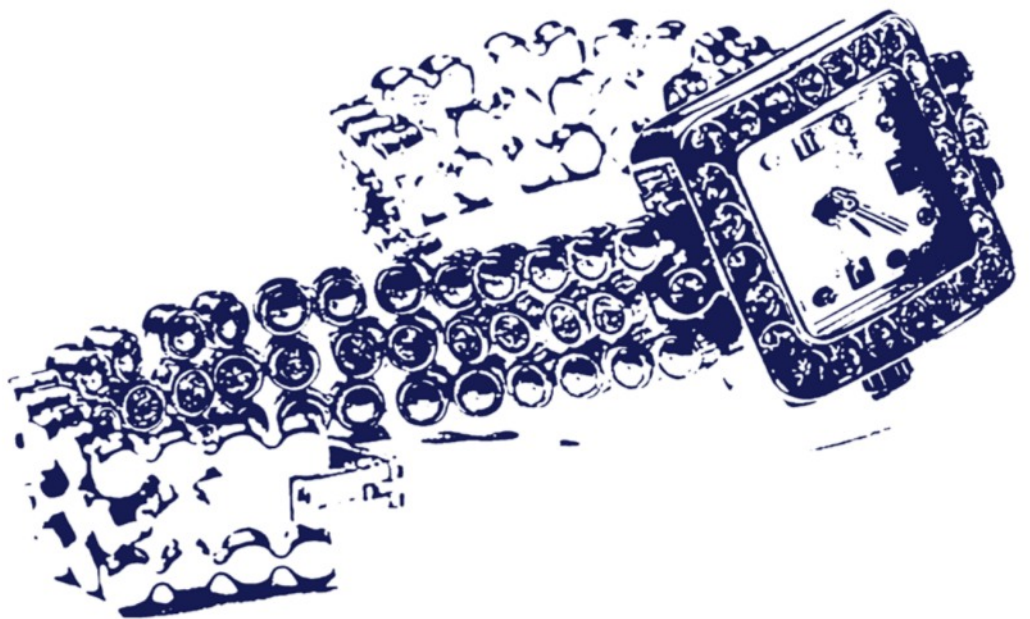
SPECIALTY JEWELERS' SALES JANUARY 2017 - JUNE 2018




SPECIALTY JEWELERS' MARKET SHARE

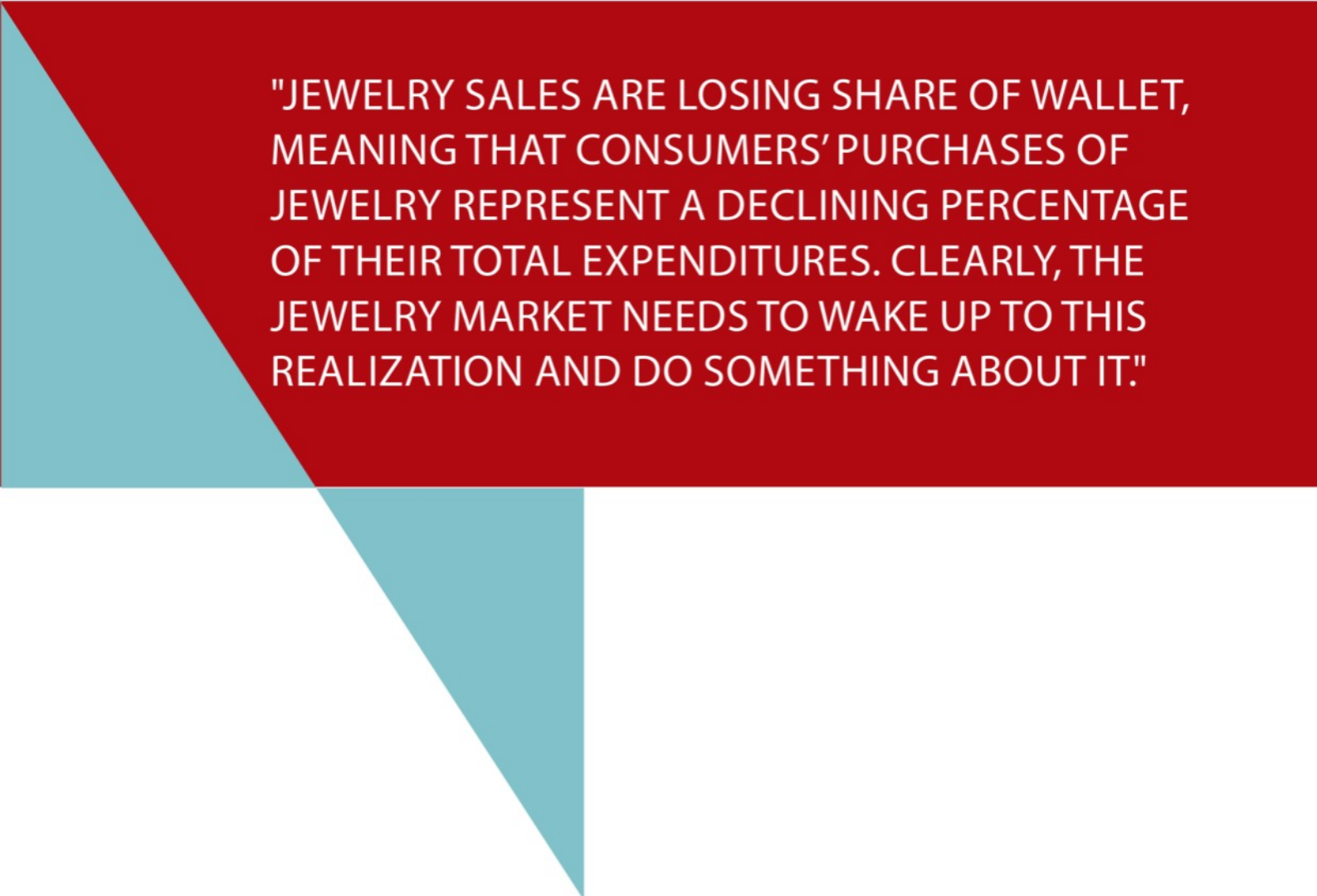
The sales data the US government reports covers all jewelry sales in the country, those made by specialty jewelry retailers, as well as by all other retailers such as department stores, online retailers, discounters, and retail clubs. Therefore, the restated jewelry sales figures also call to attention specialty jewelry retailers' market share.

Based on the old government figures, their market share fell far below 40%. Post revision, specialty jewelry retailers' market share is now restated at 42.2% in 2017. This figure better reflects the market. If you compare sales by the largest US specialty jewelry retailers to jewelry and watch sales by the rest of the market, you will find that the former has held a market share of about 43% for the past few years.





This may seem like good news for this sector, but a wider examination reveals that the general trend of an ongoing shrinking market share for all specialty jewelers (not just the largest and better performing ones) is still there – in the last five years, specialty jewelry retailers lost 3.4% of their market share. It is not a forgone conclusion that they will fall below 40% in the next few years.



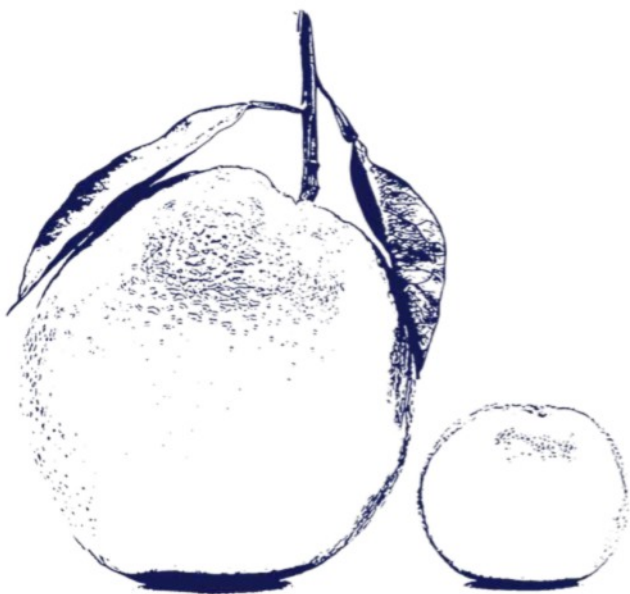
"JEWELRY SALES ARE LOSING SHARE OF WALLET, MEANING THAT CONSUMERS' PURCHASES OF JEWELRY REPRESENT A DECLINING PERCENTAGE OF THEIR TOTAL EXPENDITURES. CLEARLY, THE JEWELRY MARKET NEEDS TO WAKE UP TO THIS REALIZATION AND DO SOMETHING ABOUT IT!"

TAKEAWAYS

The US government uses an odd system to estimate retail jewelry sales, which leads to inflated results. Over the years, their error between real and reported sales tends to grow. The revised jewelry figures more accurately reflect real sales figures (but not the true watch sales figures).

- My own view of the US retail jewelry market is that it is going through a transitory stage. While this is always true, the current changes are greater than we have seen in over a decade:
- Many smaller independents are closing in favor of larger chains (consolidation)
- After a period of improvement, specialty jewelers are losing market share again
- Desire for diamonds is slowing down
- Limited spending on marketing is leading to ongoing erosion in consumer demand
- Expenditure on jewelry is suffering from decreased share of wallet
- Differentiation in design is badly needed, however, many smaller companies don't adjust to changes in consumer interests
- The market is slow to respond to consumers' increasing desire for provenance and ethical sourcing
- Many companies in the industry – retailers, manufacturers, and other stakeholders – have yet to adopt modern analysis tools. They are operating in near darkness, making important decisions based on limited information. That needs to change if we expect to restore the growth and profitability figures seen until the 1980s.

With all this in mind, some retailers are adjusting to the changes, but not all of them, including most specialty retailers. Those that know how to adapt will do far better than the rest. Therefore, access to modern data analysis, understanding of consumer taste shifts, segmenting consumers more accurately, and managing daily store operations more accurately will allow these retailers to serve consumers better. When that happens, the kind of market growth seen in other industries will be seen in the jewelry industry as well.



Specialty Jewelers' Market Share	
Year	Market Share
2013	43.7%
2014	43.6%
2015	43.2%
2016	42.4%
2017	42.2%

Source: Dept. of Comm,
Analysis: Edahn Golan

EG

Edahn Golan (www.edahngolan.com) is a researcher and analyst specializing in the diamond industry. He provides research, analysis and consultancy services to financial institutions, global diamond firms, and diamond industry organizations. His sphere of activities ranges from in-depth data analysis based research of the diamond mining, wholesale and retail markets to rough and polished price analysis and more.

RETAILRENDEZVOUS



HOLLYWOOD GLAMOUR FOCUS OF DESIGNS

The Duomo – Cathedral and LeCirque collections – from Carizza which were both created by **Shah Luxury** aim to reproduce the glamour of Hollywood.

Avoiding the status quo and always seeking to create jewelry that stands out from the crowd is the company's stated aim.



[VIEW MORE](#)





CELEBRATING NATURE AT THE HEART OF MAPLE LEAF DIAMONDS SEASONS COLLECTION

Designed by **Shelly Purdy**, the Maple Leaf Diamonds Seasons Collection focuses on celebrating the delicate buds of Spring, sparkling Summer lakes, earthy Autumn forest trails, and the beauty of Winter's gently falling snow. Nature is at the heart of this collection, both in design direction and its ethically sourced materials, specifically Canadian diamonds and certified Canadian gold.



[VIEW MORE](#)

From The World's Foremost Authority in Gemology™



GIA is the globally recognized source of knowledge, standards, education and analysis for diamonds, colored stones and pearls. Contact us today.

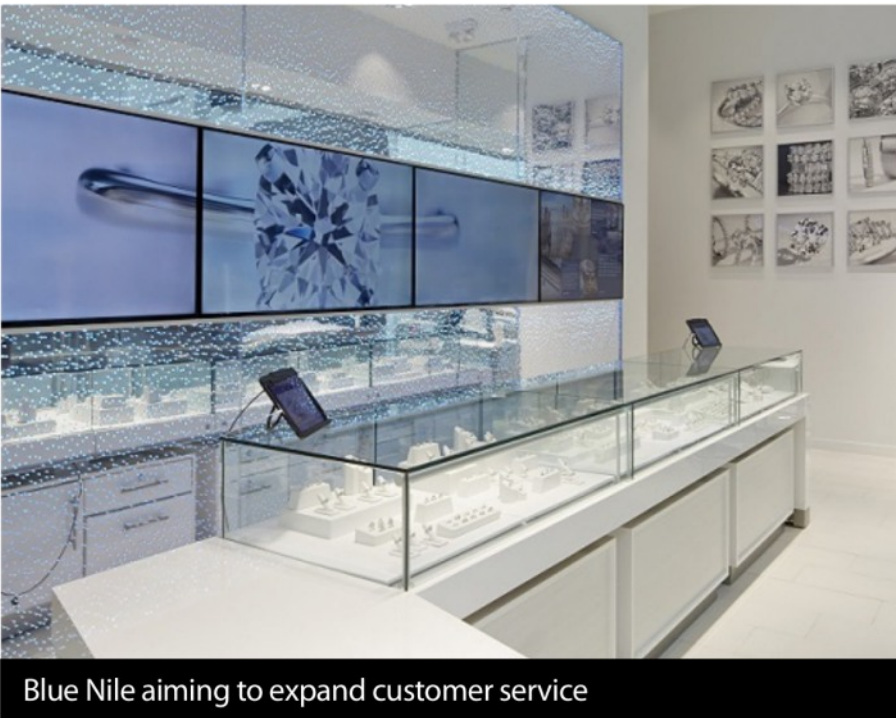
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RETAIL NEWS



Blue Nile aiming to expand customer service

BLUE NILE OPENS NEW DIAMOND AND JEWELRY EXPERT FACILITY

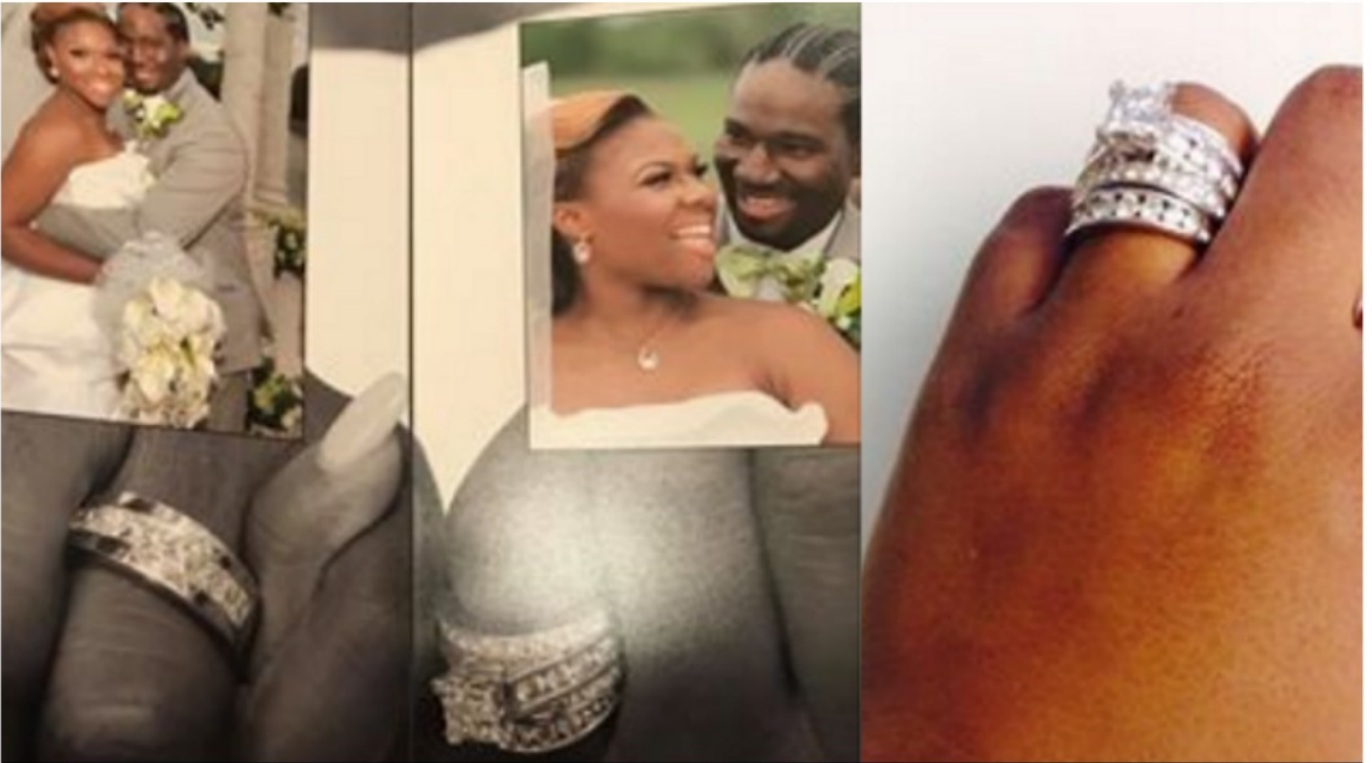
Blue Nile, Inc. the largest online retailer of certified diamonds and fine jewelry, has opened a new facility for its Diamond and Jewelry Consultants, continuing the brand's commitment to providing the industry's most advanced service.

[READ MORE >>](#)

JEWELERS OF AMERICA IN CONSUMER MARKETING INITIATIVE

Jewelers of America (JA), the national trade association for businesses serving the fine jewelry marketplace, will be coordinating the launch of a consumer marketing program in 2019. The campaign will be an industry-wide collaboration to increase jewelry sales.

[READ MORE >>](#)



Top executives rushed to woman's home after Facebook post went viral

KAY JEWELERS LAUNCHES INVESTIGATION AFTER CUSTOMER'S RING GOES MISSING

Kay Jewelers, part of the huge Signet Jewelers chain in the United States, launched an internal investigation into diamond servicing practices after an Illinois woman accused one of its jewelry stores of stealing her diamond engagement ring when she submitted it for servicing.

Requitta Darshae East criticized the jewelry chain in Facebook post that went viral, claiming that Kay Jewelers tried to give her the wrong ring and failed to find her ring. Following her post, many other Kay Jewelers shoppers shared their own similar stories in the comments on Facebook, according to reports. Kay Jewelers sent senior company executives to meet with Darshae East at her Chicago home.

[READ MORE >>](#)

DIAMOND PRODUCERS ASSOCIATION LAUNCHES 'REAL IS RARE' CAMPAIGN IN TELUGU

The Diamond Producers Association (DPA), an international alliance of the world's leading diamond mining companies, has launched its integrated marketing campaign 'Real is Rare' in India in the Telugu language.

[READ MORE >>](#)



The Telugu language is latest DPA campaign

INDIA AND UNITED STATES SEEING RISING PLATINUM JEWELRY SALES

India's platinum jewelry sales continue to outpace gold and diamond sales and register the highest growth (26%) of platinum jewelry demand in key markets, said Platinum Guild International (PGI) in its Q2 Platinum Jewellery Business Review (PJBR) of the global platinum jewelry market.

[READ MORE >>](#)



India posts rise in platinum jewelry sales

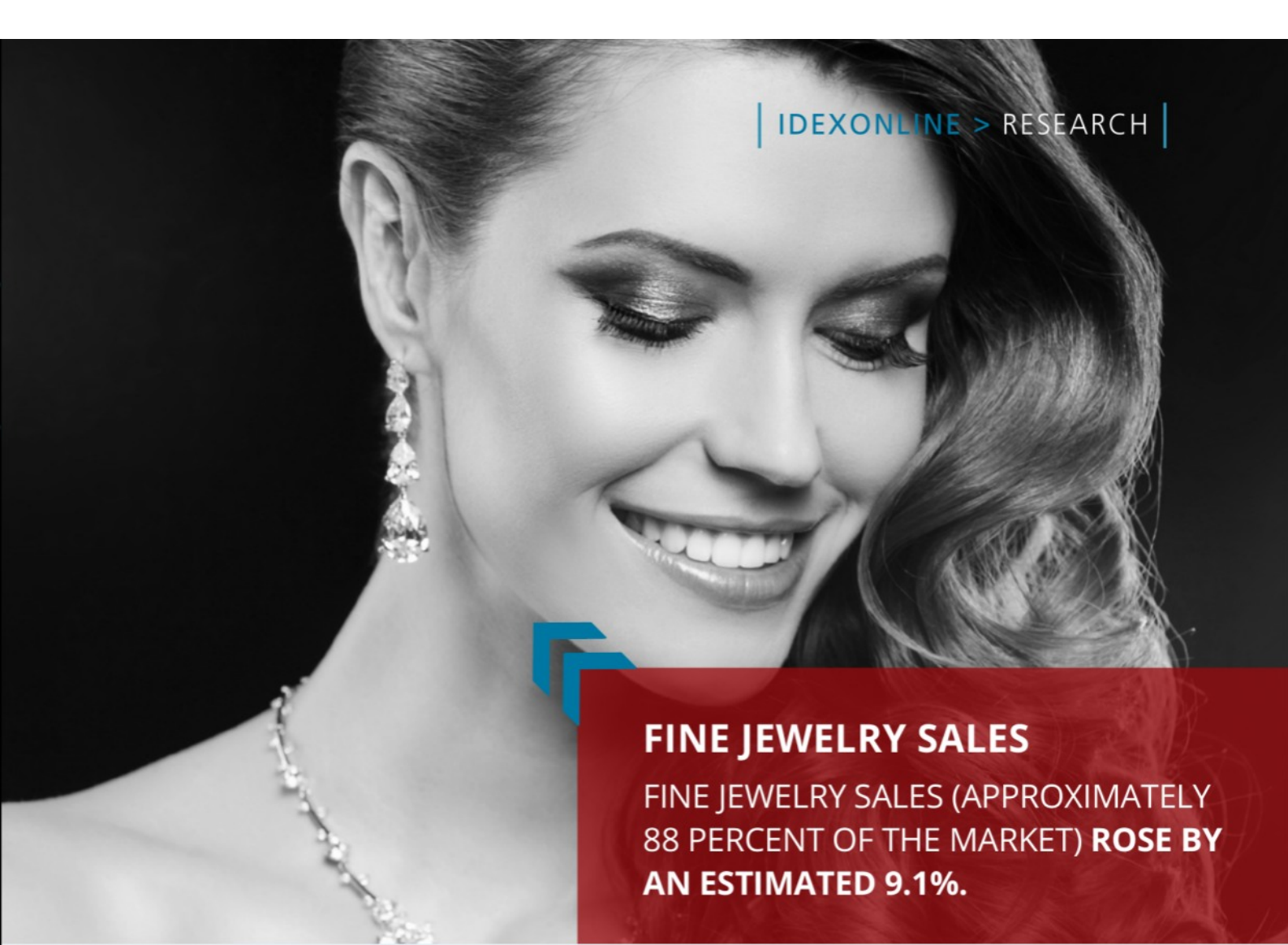


U.S. Jewelry And Watch Sales Robust In August

SALES OF FINE JEWELRY AND FINE WATCHES **ROSE BY 8.9 PERCENT** IN THE U.S. MARKET IN AUGUST, WHEN COMPARED TO THE SAME MONTH A YEAR AGO.

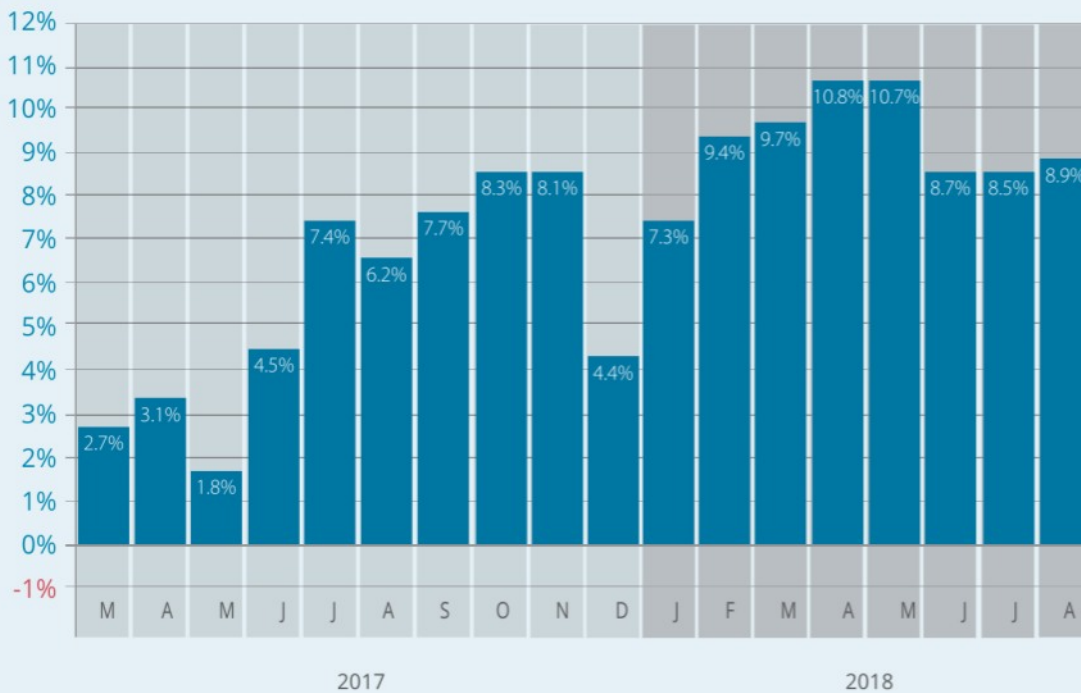
SPECIALTY JEWELERS IN THE AMERICAN MARKET IN AUGUST POSTED SALES OF CLOSE TO **\$2.54 BILLION**, AN **INCREASE ON THE YEAR OF 6.9%**.

TOTAL U.S. FINE JEWELRY AND FINE WATCH SALES AMOUNTED TO **\$6.1 BILLION**.



FINE JEWELRY SALES

FINE JEWELRY SALES (APPROXIMATELY 88 PERCENT OF THE MARKET) **ROSE BY AN ESTIMATED 9.1%.**



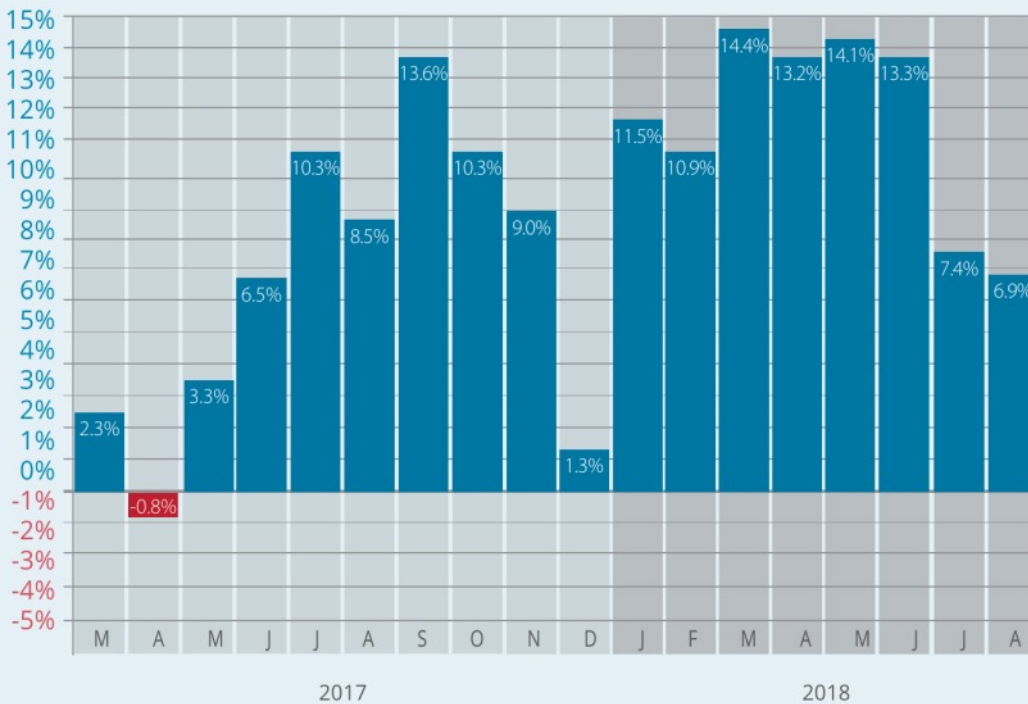
US TOTAL JEWELRY & WATCH SALES TRENDS 2016 - 2018
% Change Y/Y

Source: US Dept. of Commerce



SPECIALTY JEWELERS' SALES RISE IN AUGUST

SPECIALTY JEWELERS' SALES IN AUGUST WERE AN ESTIMATED \$2.5 BILLION.



US SPECIALTY JEWELERS SALES TRENDS 2016-2018 % Change Y/Y

Source: US Dept. of Commerce

OUTLOOK

US LABOR MARKETS ARE TIGHT AND THAT'S LEADING TO SALARY RISES FOR WORKERS ACROSS MANY SECTORS AND REGIONS, WHILE STOCK-MARKET FLUCTUATIONS ARE HAVING LITTLE INFLUENCE ON CONSUMER CONFIDENCE. AND WITH THE HOLIDAY SEASON ALMOST UPON US, ECONOMIC CONDITIONS ARE FORTUITOUS FOR RETAIL SALES WHICH ARE SEEN POSTING HEALTHY RISES ON LAST YEAR.

THIRD-QUARTER GROSS DOMESTIC PRODUCT CAME IN **ABOVE 3%** AFTER AN IMPRESSIVE **4.2% RISE** IN THE PREVIOUS QUARTER.

CONSUMER SPENDING IS A VITAL ELEMENT IN THE AMERICAN ECONOMY, ACCOUNTING FOR MORE THAN TWO-THIRDS OF U.S. ECONOMIC ACTIVITY.

POLISHED NEWS



DDCNY show is one of the first inter-bourse events

ISRAEL DIAMOND WEEK AT DDC KICKS OFF PRE-HOLIDAY SEASON

This week the Diamond Dealers Club (DDC) welcomed the Israel Diamond Exchange and its members for the fall edition of Israel Diamond Week at the DDC.

As in the past, members of both bourses exhibited their goods on the DDC trading floor, now located at 50 West 47th Street.

[READ MORE >>](#)

2019 JEWELRY INDUSTRY SUMMIT TO BE HELD IN TUCSON IN FEBRUARY

The Board of Directors of the Jewelry Industry Summit announced that the third Jewelry Industry Summit will be held in Tucson on February 2-3, 2019 at the Tucson Convention Center.



[READ MORE >>](#)



Event held on sidelines of major industry meetings

GJEPC HOLDS 2ND EDITION OF INDIA DIAMOND WEEK IN MUMBAI

After the success of its first edition and increasing demand from buyers and sellers, GJEPC held the 2nd edition of the India Diamond Week in Mumbai from October 22-25.

The India Diamond Week was held on the sidelines of the World Diamond Council's AGM and the World Diamond Congress of the World Federation of Diamond Bourses and the International Diamond Manufacturers Association (IDMA).

[READ MORE >>](#)

IDE EXPANDS PARTNERSHIP WITH ALIBABA, LAUNCHING VENTURE AT CIIE IN SHANGHAI

Israeli diamonds will now be offered for sale directly to Chinese consumers on Alibaba's luxury platform, Ali Auction (paimai.taobao.com).

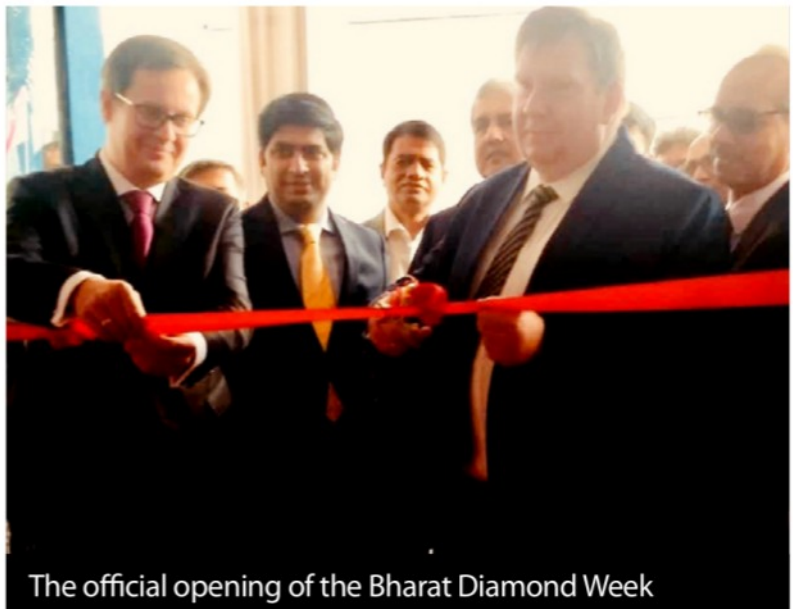
The Israel Diamond Exchange (IDE), which has been working with Alibaba.com for the past year on B2B diamond sales, is expanding its activity in the Chinese market through this prestigious ecommerce site. IDE is the only diamond center to have such an agreement with the Chinese internet giant.

[READ MORE >>](#)

SECOND EDITION OF BHARAT DIAMOND WEEK TAKES PLACE AT BHARAT DIAMOND BOURSE

The second edition of the Bharat Diamond Week was officially opened at the Bharat Diamond Bourse (BDB). The October 8-10 polished diamond fair was officially opened by Andrei Zhiltsov, Consul General of the Russian Federation in Mumbai, and Evgeny Agureev, Director of ALROSA's United Selling Organisation.

[READ MORE >>](#)



The official opening of the Bharat Diamond Week

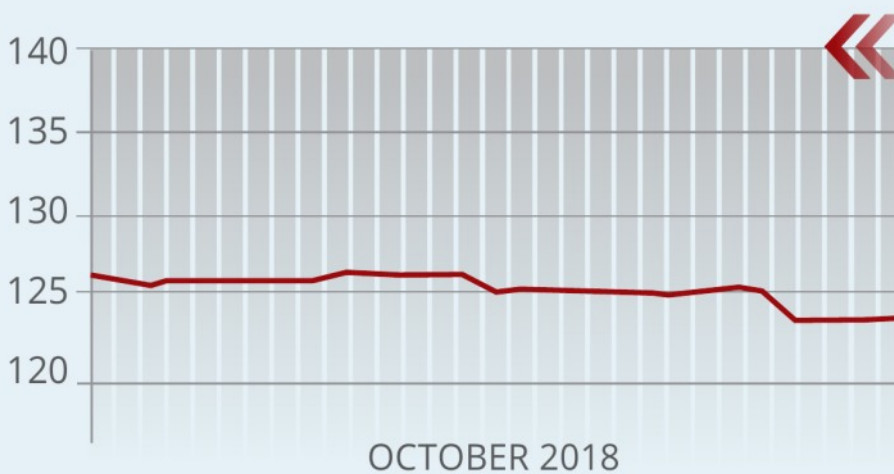
BY ALBERT ROBINSON

POLISHED PRICES



Polished Diamond Price Index Dips Slightly in October

THE IDEX POLISHED DIAMOND PRICE INDEX WAS DOWN IN OCTOBER, DECLINING VERY SLIGHTLY DURING THE MONTH.



DAILY IDEX POLISHED DIAMOND PRICE INDEX

THE INDEX BEGAN THE MONTH AT **125.73** AND ENDED AT **123.67**.

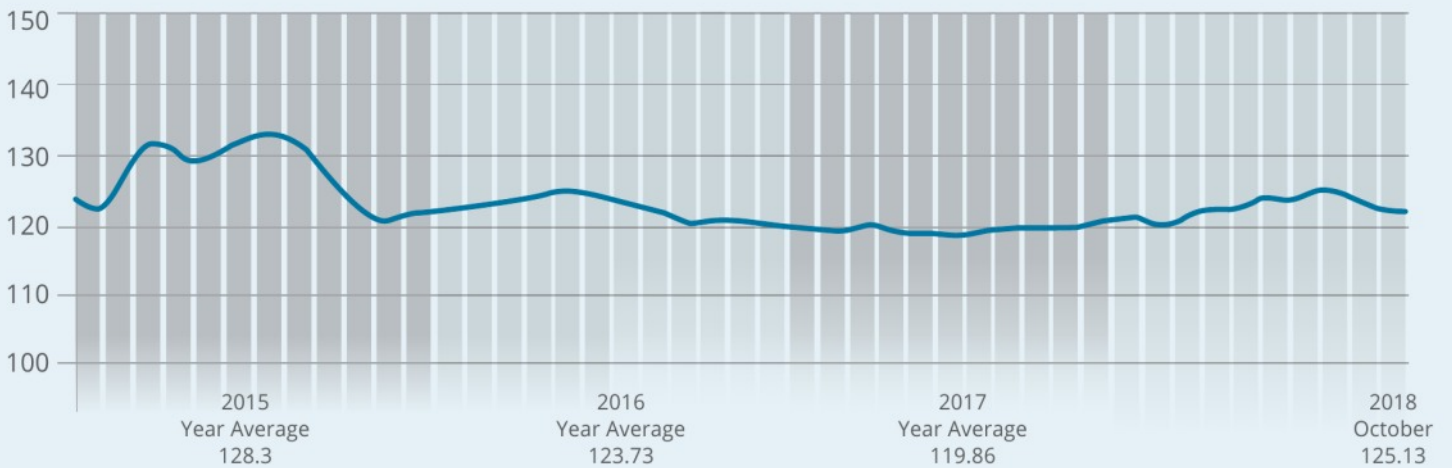


ON A MONTH-TO-MONTH BASIS, GLOBAL POLISHED DIAMOND PRICES IN OCTOBER SHOWED A MINOR **DECLINE OF 0.1%** FROM SEPTEMBER.

HOWEVER, ON A YEAR-OVER-YEAR BASIS, THE AVERAGE PRICE IN OCTOBER SHOWED A **4.7-PERCENT INCREASE.**

IDEX ONLINE POLISHED DIAMOND PRICE INDEX

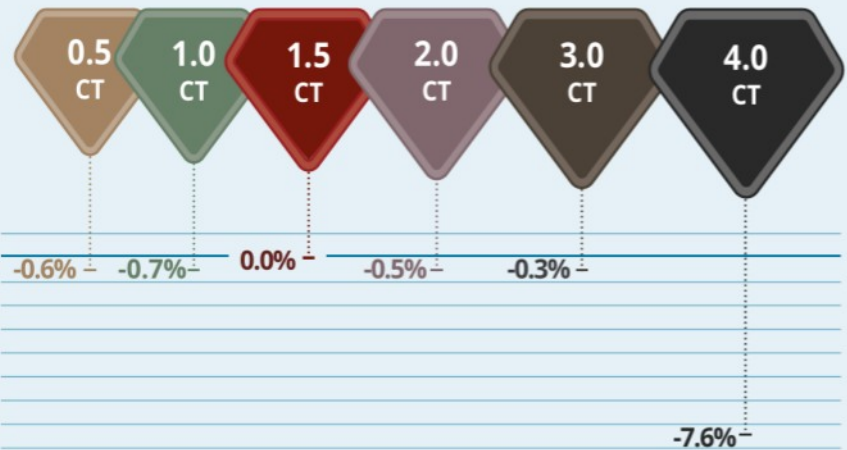
AFTER DRIFTING FOR MUCH OF THE PAST FIVE YEARS, POLISHED DIAMOND PRICES HAVE BEEN ON AN UPWARD TREND SINCE THE LAST QUARTER OF 2017, BUT SLIPPED BACK IN THE LAST TWO MONTHS.



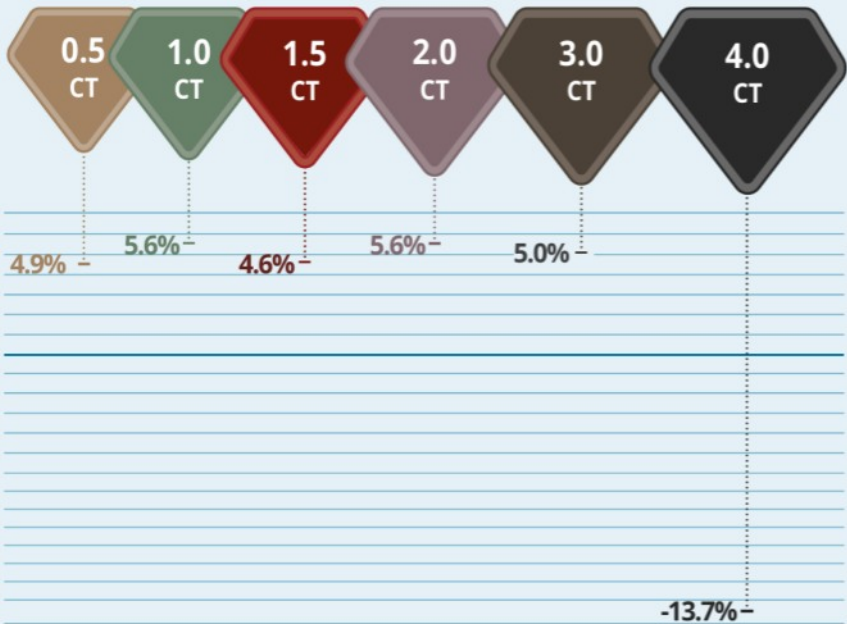
IDEX DIAMOND POLISHED PRICE TRENDS



ON A MONTH-TO-MONTH BASIS – COMPARING PRICES DURING OCTOBER OVER SEPTEMBER – THERE WERE NO RISING CATEGORIES, WITH FIVE DECLINERS AND ONE STANDING STILL.



MEANWHILE, ON A YEAR-OVER-YEAR BASIS, FIVE CATEGORIES INCREASED STRONGLY, WHILE 4.0-CARAT STONES DROPPED SHARPLY.



OUTLOOK

The big event in November is the Diwali festival in India. News reports suggested that many diamond manufacturing factories were likely to allow their employees to take a longer break by not reopening plants immediately after the holiday which will last three to four weeks.

More than that, it is possible that there will be large-scale job cuts with inventories high and sales only firm at best.

Proof of the high inventory levels and that wholesalers and retailers are fully stocked for the holiday season came with De Beers' results for the eighth sale of 2018 published towards the end of October.

For the first time this year, sales fell below the \$500 million mark, coming in at \$475 million.

MINING NEWS

RIO TINTO POSTS REDUCED OUTPUT AT ARGYLE AND DIAVIK MINES IN Q3

Rio Tinto reported that production was 19% lower on the year in the third quarter at its Argyle mine in Australia. Production was enhanced by the processing of higher grade alluvial tailings in the third quarter of last year, the miner said.

[READ MORE >>](#)



Big drop in output at Argyle and Diavik

DE BEERS REPORTS LOWER SIGHT SALE AT \$475M AS RUPEE DECLINE IMPACTS

De Beers sold rough diamonds with a provisional value of \$475 million in the eighth sales cycle (Global Sightholder Sales and Auction Sales) of 2018.

The sales figure is the lowest reported by the miner so far this year which have all been above the \$500 million mark.

[READ MORE >>](#)



Efficiency move will move rough through the system quicker

INDIAN MARKET IMPACTS STORNOWAY DIAMOND CORP RESULTS

Stornoway Diamond Corporation reported third quarter sales of 184,620 carats representing run-of-mine production recovered between April and June 2018.

[READ MORE >>](#)

ALROSA DIAMOND STREAMLINING SYSTEM TO MOVE ROUGH MORE QUICKLY

ALROSA has launched a project designed to reduce the extraction-to-market time lag which it estimates will help reduce its work-in-process inventories by more than \$100 million this year.

As part of the initiative to boost operational efficiency and improve business processes, ALROSA intends to streamline the distribution of rough diamond flows among its business units.

[READ MORE >>](#)



The signing ceremony for the \$20M guaranty

ALROSA ROUGH SALES \$331.6M IN SEPTEMBER, JAN-SEPT SALES \$3.56B

ALROSA, the world's largest diamond miner, announced that rough diamond sales by value amounted to \$331.6 million in September, and January-September sales of \$3.588 billion.

[READ MORE >>>](#)

OPIC, STANDARD BANK GROUP SIGN \$125M LOAN GUARANTY FOR BOTSWANA

Stanbic Bank Botswana, a member of the Standard Bank Group, the American government's Overseas Private Investment Corporation (OPIC), and Botswana Finance LLC, a subsidiary of Lazare Kaplan International (LKI), have signed a \$125 million loan guaranty.

[READ MORE >>>](#)



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Thursday, June 28th, 2018
2:00 pm – 2:45 pm (EDT)

AML REFRESHER

Wednesday, October 17th, 2018
2:00 pm – 2:45 pm (EDT)

NEW TECH IN AN OLD WORLD: PRIVACY, DATA PROTECTION & CYBERSECURITY LAW

Wednesday, November 7th, 2018
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RITCHIE GRAMPP

Name: Ritchie Grampp

Position: President

Company name: Bluestone Trading Co Inc

Size of business: 9

Years in business: 40

Business philosophy: buy and sell at the right price and treat people the way we want to be treated and everything else in business comes easy.

PROFILE

WHAT SETS YOUR COMPANY APART FROM OTHERS IN THE INDUSTRY?

Our down-to-earth personalities and straightforward thinking. Because of this, we have earned a great reputation in the industry as being the “Go To” people for any diamond or jewelry needs, both buying and selling. Whether you are buying or selling, we offer free overnight shipping and same day wire payments on all purchases.

WHAT ARE YOUR PLANS FOR YOUR BUSINESS IN THE FUTURE?

We are the future! Our father started Bluestone in 1978 as primarily a diamond importer. Over the years we have changed some of our business model to better help our customers. We now buy from jewelry stores, pawn shops, and other dealers. Whether you need to sell inventory to raise capital or help a customer sell their family estate, we are here for you!

WHAT MAKES YOU MOST PROUD ABOUT YOUR COMPANY?

BY ALBERT ROBINSON

Our team and family dynamics combined make an awesome culture and work environment.

WHAT IS THE MOST DIFFICULT BUSINESS DECISION YOU HAVE EVER HAD TO MAKE?

Implementing a new software that changed the dynamics of the company and how we operated on a daily basis.

WHAT IS THE BIGGEST RISK YOU HAVE EVER TAKEN?

Again I would have to say implementing a new software. Anytime you change how you and all your staff is doing business it is a risk in my opinion.

WHAT IS THE BEST PIECE OF ADVICE YOU HAVE EVER RECEIVED?

Treat others the way you want to be treated and always be proud of what you're selling.

WHAT IS YOUR BEST BUSINESS TIP?

No matter what the outcome, always

look back and think about how you could have made that situation better.

If you had only one word to describe yourself, what would it be? Outgoing

WHAT DO YOU MOST ENJOY ABOUT YOUR WORK?

Buying estate jewelry and being able to look at the

WHAT DO YOU DO TO RELAX?

Anything outdoors. From hiking, to mountain biking, to dirt biking. I love the great outdoors!

WHAT WOULD BE YOUR DREAM JOB?

I'm doing it everyday

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