

# Jewelers BY FOR Jewelers

Rio Grande is always looking for opportunities to share the exciting innovations of our industry. "By Jewelers, for Jewelers" features products and equipment that have been specially created by jewelers, for jewelers. By highlighting their ideas, we hope to help others discover and build upon their colleagues' expertise.

"What should I charge for my finished jewelry pieces?" It's a question all start-up designers (and many seasoned professional jewelers) often ask themselves—it's something that's critical to any jewelry business' bottom line—small or large. And it's the same question that part-time bead-stringing enthusiast (and full-time computer software developer) Barbara Carleton asked herself a few years ago when she began marketing her beadwork. She was determined to find some answers and, in the process, discovered that many other designers had the same problem. It was only natural that she combine her love of jewelry and her computer talents. The result is her Jewelry Designer Manager software program, introduced in June, 2001.

## Jewelry Designer Manager™ Software

Based on the "what should I charge?" question, the software that Barbara developed, became a comprehensive business management system that you use



to make your jewelry operation more organized, time- and cost-efficient, and to prepare yourself to respond to customer's needs—all increasing your profit margins. The easy-to-navigate, user-friendly software lets you easily calculate the cost of creating your designs (at various mark-ups and pricing structures), and helps you organize and track your parts inventory. It also lets you set up an accurate database of your vendors and record all of your customers' purchases. The program even has a feature for downloading digital photographs to enhance inventory accuracy or for use in creating your own catalog. The software comes in an easy-to-install CD-ROM format, requires no programming skills and can be customized to meet your specific pricing and costing needs.

## New Jewelry Designer Manager Pro™ 3.0

After two years of customer comments, Barbara saw a need for additional features and refinements to meet the requirements of more serious jewelry designers, retailers—even manufacturers. To upgrade the original software, she has added:

- **Invoicing Capability**—keeps track of sales tax, shipping/handling charges and PO numbers for better account-keeping.
- **Bills of Materials Capability**—summarizes all components needed for a required project, making it easy to order additional parts.

- **Parts Inventory Capability**—enters all purchase information for same part on same part record and automatically calculates parts average weighted unit price (even if purchased from different vendors).

## Software for a Jeweler's Success

Barbara knows that most jewelers and designers would rather concentrate their time and effort on new designs and lines than worry about number-crunching and bottom-line profitability. Since 2001, her software has given jewelry designers all over the world the tool they need to do just that, and still run their businesses better and more profitably. **N&P**

Description	Order#	each
Jewelry Designer Manager Pro™	550-079	\$129.95
Jewelry Designer Manager™ (original)	550-059	89.95



## Wolf Wax is a Customer's Dream

Look-alike waxes enhance customer satisfaction! **NEW!**

From Kate Wolf, renowned wax-carving instructor, these gold- and silver-color carving waxes let you create your designs and show them to your customers in approximately the same color they will be after casting and finishing. Customers leave your studio or store with an accurate image of how their piece will look and with confidence in your work. These new waxes, and the other Wolf Wax products shown here, were created to answer this and other wax-carving needs and were designed to produce the highest-quality finished results.

## Wolf Wax™ Gold- and Silver-Color Carving Waxes™

New gold and silver color carving waxes, medium hard and slightly flexible, provide an excellent surface for your design details. Suitable for both hand- and machine-carving, these fully polished, quality waxes are available in a variety of forms, stand up to considerable handling and burn out cleanly.



**Solid Tube**  
6"L x 1 1/16" diameter  
Gold **700-189**  
Silver **700-190**  
\$7.95 each



**Center Drilled**  
6"L x 1 1/16" diameter;  
5/8" hole  
Gold **700-193**  
Silver **700-194**  
\$7.95 each



**Off-Center Drilled**  
6"L x 1 1/16" diameter;  
5/8" hole  
Gold **700-195**  
Silver **700-196**  
\$7.95 each



**Flat-Side Tube**  
6"L x 1" diameter;  
5/8" hole  
Gold **700-191**  
Silver **700-192**  
\$7.95 each



**Flat-Side Tube**  
6"L x 1 3/16" diameter;  
5/8" hole  
Gold **700-197**  
Silver **700-198**  
\$8.95 each



**Slice Assortment**  
Includes five pieces,  
assorted thicknesses;  
3 3/16" x 3 3/16"

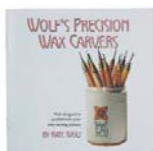
Gold **700-185**  
Silver **700-186**  
1-lb. package  
\$13.95 pkg



**Square Blocks**  
3 9/16" x 3 9/16" x 2 3/8"H  
1-lb. block  
Gold **700-183**  
Silver **700-184**  
\$13.95 each



**Round Bars**  
1 1/4" L x 1 3/16" diameter  
Gold **700-181**  
Silver **700-182**  
Packages of 2  
\$13.95 pkg



**Booklet**  
550-206  
\$12.95 each



Blend build-up and repaired areas with this durable wax.

**Build-up/Repair Wax™**  
3 3/4" L x 1 3/16" square bar; 3 oz  
Gold **700-179**  
Silver **700-180**  
\$7.95



Model made using Wolf silver-colored wax.

Also from Wolf:

## Wolf's Touch-Up Wax™

Touch-up imperfections such as pits or cracks; precisely adjust bezel fit.

**Touch-Up Wax™**  
700-199  
1.7-oz. tin  
\$12.95



## Wolf's Relief Wax™

Create raised details on carving waxes.

**Relief Wax™**  
700-188  
1.7-oz. tin  
\$12.95



## Wolf's 'Wicked Sticky' Positioning Wax™

Secure stones for precise placement and accurate tracing or scribing.

**'Wicked Sticky' Wax™**  
5" L x 3/16" square sticks  
700-187

3-oz. package  
\$7.95

