

INDESIGN

FOR THE RETAILER OF FINE JEWELRY DESIGN | JULY / AUGUST 2015

study abroad

DISCOVER THE WORLD'S
COOLEST STORES

—
THE BIG STORY

+
Winning Pieces
from The **Couture**
Design Awards

Cover jewelry
by Mattioli

DESIGNING LIVES **irene neuwirth**

SALES PITCHES **necklaces**

IF I OWNED **mary lou quinlan**



ZAFFIRO JEWELRY

PRODUCT DETAILS: Hand fabricated pendant in 22K and 18K yellow gold with an Australian boulder opal (14.92 TCW) and diamonds (0.08 TCW) on a 22K gold chain

JAY SZOR'S PITCH: "When you look at this, you're seeing a piece of art as much as jewelry. It looks and feels like a precious heirloom. That opal is like an endless ocean you could just dive into. The whole piece frames the stone and its irregular shape perfectly. You can tell this piece is totally handmade. What's really impressive is the granulation in different sizes. This kind of workmanship is so rare nowadays."

MSRP: \$11,100 (pendant); \$9,500 (chain necklace)
(503) 236-6735 | zaffirojewelry.com



LAUREN HARPER

PRODUCT DETAILS: Khaleesi necklace in 18K gold with white diamonds (2.3 TCW)

JAY SZOR'S PITCH: "The movement and articulation along this piece that allow it to sit beautifully and comfortably along the neck, it's not at all static. The jump rings along the chain make it easily adjustable, too. All the diamonds are round, brilliant-cut stones, and they contrast well against the yellow gold, which has an unusually warm look."

MSRP: \$12,980
(312) 543-1687 | laurenharpercollection.com



REBECCA OVERMANN

PRODUCT DETAILS: 14K gold and oxidized sterling silver necklace with white brilliant-cut diamonds (0.02 TCW) on a 17-inch chain

JAY SZOR'S PITCH: "The design strikes a great balance between a natural, organic feeling and a refined one. The gnarled gold bar has a lot of personality, and the faceted diamond gives it a touch of elegance. Combining oxidized silver with gold gives you the opportunity to wear it with just about anything. It's a petite necklace with a big impact."

MSRP: \$455
(415) 505-7043 | rebeccaovermann.com

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Right now we're selling a lot of layering necklaces. Long oxidized necklaces with diamond elements are extremely popular. Mixed metal pieces that have a big look and don't break the bank also do very well." **JAY SZOR**

MARLI

PRODUCT DETAILS: White gold and diamond necklace

JAY SZOR'S PITCH: "This necklace has real quality craftsmanship: You can see it in touches like the graduated diamonds along each side of the pendant and its asymmetrical placement. It really took time to design this piece. You won't look like anyone else when you're wearing this necklace, but it still feels very current."

MSRP: \$8,500
(646) 370-4982 | marlinc.com



JAY SZOR

*Szor Collections
Dallas, TX*

► A gallery dedicated to original contemporary jewelry design from around the world, Sor Collections sells work from more than 30 designers in a museum-like, semi-circular showroom. The selection tends heavily toward one-of-a-kind and limited production jewelry.

Designers Include:
Roule & Co., Russell Trusso, Jo Hayes Ward

