

"If you want a fair price and honesty ...see Hawk at St. Lucie Jewelry." "We didn't even look anywhere else for our wedding rings"

Rhonda Christenson & Stephen Lusch
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Edgar Straeffler/staff photographer

Peggy Hess of Jensen Beach, left, and Jack Summers, who is visiting Ms. Hess from Massachusetts, hold a tapestry captured during World War II that originated in Okinawa in the mid-1600s.

Tell 'em you read it in the

Hometown News

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TAPESTRY

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artists — who will travel from around the world in order to present the tapestry to the people of Okinawa in April 2004. So far, 32 women have pledged to make the journey. Because the women live in various parts of the world, some are unable to make the trip. But if all agree, the group will likely seek corporate sponsors to help with costs.

"There's never been a group this large — well, over five people — who have gone over there like this," she said.

"This is important to the history of Okinawa karate, the history of martial arts, women in this style of karate, and the history of Okinawa in general, notwithstanding the martial arts."

But that's always been part of her plan. Find the owners. Return it to them properly. And leading the women will be Mr. Summers — himself a veteran of the war — who will present the tapestry back to the people of Okinawa.

"It need to be returned correctly" she said.

"I just felt like it was fitting for a veteran to give it back. This is exactly where it belongs."

VACCINATION

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Ask The
Jeweler

Hawk Levy

Many of my customers bring in jewelry and gemstones bought on their cruise ship or in the islands. They are all looking to see if they got a "good deal". They want to know if they paid too much.

Well first of all everybody is in business to make money. Overhead is overhead, rent is rent, so everyone has to make a profit. Generally the bigger the store the higher the overhead.

Now, for the second thing diamonds and gold have an *intrinsic* value. So there are very comparable fixed costs in the states as there is in the islands. There is no duty on precious metals and very little on diamonds, so their costs are almost the same as any store here in the U.S.

These things alone should tell you that they have to mark up their jewelry the same as stores in the states do. Now generally speaking the more volume a store does the better the prices and again the islands are no exception.

So to get back to the original question. "Did I get a good deal". Well, for the most part about half of them get a fair deal with a reasonable amount of profit from 100-150%, and the other half have paid up to a 400% Mark up! Occasionally someone gets a really good deal on something like a 50% markup from a hungry seller, so if you are really a sharp buyer and a very good haggler you can get a good deal in the islands.

Another thing to remember is that you are on vacation, you kind of expect to pay a little more as a tourist, and you can end up with a memento of your trip. Just remember to be careful and cautious people do get ripped there. If you are not sure, just say no buy it here at a reliable jeweler that you trust. One that *always* gives you a fair deal. Can you guess which jeweler I would like to recommend?

Questions? Write, call, fax or email Hawk @ St. Lucie Jewelry 9168 South US One, Port St. Lucie Florida 34952 (772) 337-4700 Fax 337-0580 Email: hawk@netgems.com

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