



RETAILER RECRUITMENT

PACKAGE

Benefits that grow your bottom line.





Thank you for your interest in becoming a member of The Canadian Jewellery Group Co-Operative Association (CJG). This recruitment package contains all the information your company will need to demonstrate the value, opportunities, and benefits of joining the CJG as a retailer member.

Our head office is always happy to answer any questions you may have; please contact us at:

INFO@CANADIANJEWELLERYGROUP.CA

OR

(705) 789-1731

Once you are ready to submit your membership application, you can find it online at

canadianjewellerygroup.ca/membership-application

OUR STORY

The Canadian Jewellery Group Co-Operative Association (CJG) was established in 1977 by seven northern Ontario jewellers who were interested in saving money by group purchasing.

Today, the CJG is Canada's **largest jewellery buying group** with retail members across the country. Our competitive purchasing advantage allows us to offer **big discounts** and **volume rebates** to our members.

The CJG negotiates the **best available terms and conditions** with suppliers and passes on 100% of the advantages to its members. Retail members **continue ordering directly** from CJG suppliers and have product **shipped directly** to their stores; however, the CJG head office handles the payment for all product purchased through our endorsed suppliers. All CJG members must pay their account with head office by the end of each month. **Our success with our endorsed suppliers is based on prompt payment.** The CJG pays suppliers on time. Many of our suppliers offer multi-payments and advantageous terms for the retailers.

Member fees remain at an **affordable level**, due to an efficiently operated central pay system, careful expense controls, and membership growth. CJG membership provides **excellent value for money**. Each member **owns a share in the CJG** and **has input into the group operations**. We offer the **CJG Savings Guarantee** to new members for the first year of membership. If the volume rebate does not cover the full first year of membership dues, we will refund the difference.





OUR MISSION

The CJG's mission is to make its members more competitive and profitable by actively pursuing the best possible suppliers and contracts and providing networking, educational, and marketing opportunities – delivered with effective communication and professionalism.



OUR VISION

The CJG envisions its members setting the standard for excellence in the jewellery industry. As a result, Canadian consumers should expect professionalism, integrity, knowledge, superior service, and ethically sourced products at all CJG member locations.

OUR STRATEGIC GOALS

1

Retain a strong membership by serving its needs well and continuing to grow the group to the benefit of all.

2

Create a culture of cooperation where members, suppliers, partners, board, and staff value and engage in networking and reciprocal communication.

3

Strengthen relationships with suppliers and partners and seek new partners and suppliers who will contribute to the group's success.

4

Provide access to niche educational opportunities specific to current trade practices and product development.

OUR VALUES AND BELIEFS

• **Independent jewellers are a fundamental part of the jewellery industry** because of their in-depth knowledge, excellent product value, diverse offerings, and exceptional customer service.

• We are all involved in the CJG **to better others and ourselves in the industry.**

• **Creating and maintaining a connection between Canadian independent jewellers is of utmost importance to the CJG.** We recognize that we can benefit from relationships with peers and collectively achieve success in areas that would otherwise be unattainable, such as education and cost-savings benefits. We encourage independent jewellers to network with each other to provide an

even better jewellery experience for the consumers and for themselves.

• **We strive to maintain a board of directors comprised of active independent jewellers who are open-minded, respectful, and effective.** We remain united to make decisions and develop policies that will move the group forward yet maintain flexibility.

• Our directors listen to the CJG membership and use their wisdom to make the best decisions for the co-operative. To that end, we believe **everyone has the right to express ideas and opinions** regarding the betterment of the CJG.



YOUR MEMBERSHIP BENEFITS



Big Purchasing Power

The combined volume of the CJG enables the members to purchase more efficiently, which creates more sales and profits - both in the short and long term. We get discounts directly off-invoice, extended payment terms, prompt payment discounts, and volume rebates from our suppliers. Our members reap instant, tangible benefits by purchasing through the CJG with immediate reimbursement of discounts to their members' accounts.



Improve & Simplify Your Bookkeeping

The CJG handles all your bookkeeping challenges. Each month, members receive a consolidated statement of account detailing all current and deferred amounts due, all current discounts available, and totals for the entire account. The statement total is transferred to one invoice from the CJG; all members have to pay is one invoice each month, making it simple and efficient!



Volume Rebates

The CJG negotiates volume rebates with each supplier and the rebate is returned to members in the next fiscal year. These rebates are based on sales volumes that are unachievable for an average independent. For the CJG to negotiate, it is in the members' best interest to support the suppliers that have been endorsed by the CJG and purchase as much as possible through them.



Exclusive Annual Buying Show

Each year, we hold our exclusive buying show in Toronto to coincide with our Annual General Meeting. It is a great opportunity to network with CJG endorsed suppliers and fellow retail members, and to attend educational industry seminars.



Valuable Member Networking

One of the most important advantages offered by the CJG is the free flow of information between members. Members enjoy discussing successes, failures, cost/time savings procedures, and other industry news with other members. This network leads to tangible benefits and savings which are often underestimated.



Communication

Members are encouraged to continuously engage with one another on our private CJG Members Facebook Group. It is designed specifically for member-to-member communication. This is an efficient way to get answers to pertinent questions and reach out for advice. The CJG also publishes a monthly newsletter that is distributed with member invoices.



OUR MEMBERS COULD NOT AGREE MORE...

“I believe that belonging to the CJG has been one of the best business decisions we have made at Barclay’s Fine Jewellers.

Maintaining Barclay’s Fine Jewellers’ unique product mix has been a standard of achievement in our company. As a member of the Canadian Jewellery Group for over ten years, we have achieved this standard and enjoy many other benefits. We have been able to network with other members and business owners, new and old, to discuss issues that we all face.

Our membership with the CJG allows us to inquire about hard-to-find items and discuss internal matters. Barclay’s Fine Jewellers has grown in leaps since joining the CJG, and with that, our rebates have increased, making the business more profitable.”

*Geoffrey Beattie, Barclay’s Fine Jewellers - Victoria, BC
CJG Members since 2012*

“As an independent jewellery store in rural Nova Scotia, we were always looking for opportunities to network with other jewellers. We heard about the CJG from one of our salesmen, who highly recommended it.

After some investigation, we realized that joining is a great fit for us. The invoice discounts and end-of-year group rebates were very attractive. The yearly jewellery show, exclusive to the members, is also a great way to meet all the suppliers in one place and take advantage of all the show specials.

Additionally, members have the opportunity to network with other jewellers, and create new friendships over the years has been invaluable.

Another group benefit is customers’ confidence in knowing that we belong to this buying group, and as such, have a great buying power to compete with the chains while offering a better service.”

*John Shaar, Barrington Place Jewellers – Barrington Passage, NS
CJG Members since 1999*



YOUR MEMBERSHIP OPPORTUNITIES & OBLIGATIONS

01 | Prompt Payment

Prompt payment of accounts is an integral part of our member-owned association. The concept is designed so that individual members make all the profits rather than the organization. Cheques must be received at the CJG head office by the 25th of each month for the deposit on the last business day. No retail member cheques are deposited early. The Head Office revokes prompt payment discounts if this condition is not met. Special payment terms are available to members.

02 | Buying Show Attendance

Members are strongly encouraged to attend the Annual Buying Show and its accompanying Annual General Meeting. The cost to attend the Buying Show is included in your monthly membership fees; members who do not attend are not reimbursed. Your “Buying Show Package” is determined every year by the Board of Directors.

03 | Jewellers Mutual Insurance

With Jewelers Mutual Insurance, our Canadian Jewellery Group members have access to the best insurance options available in the industry. Having proper, sufficient insurance coverage is essential for any store owner today.

YOUR MEMBERSHIP TERMS

Membership Fee

Members with a single account serving one to two locations will be billed \$325.00 plus applicable taxes. Additional retail locations on a single account will be billed an additional \$25 per month per location. Your Buying Show attendance and package is included in your monthly membership fee – see Buying Show Attendance section above for more information.

Share Capital Contribution

Upon joining the Canadian Jewellery Group, members are required to buy one share in the CJG at \$1,000.00. This entitles each member to have one vote in the running of the CJG and is refundable should you ever decide to leave the CJG. No interest is paid on the amount of the share.

Supplier Support

Our buying power can only be maximized by full support from the members. The more merchandise members purchase through CJG suppliers, the better the prices, profit, and rebates to members.



MEET THE CJG

Our Board of Directors

Our directors are all active retail members and are located across Canada. Elections are held each August at the annual general meeting and buying show in Toronto.

Directors are elected for a three-year term and can be re-elected to a second three-year term. The head office is organized with an executive director and support staff, who are responsible for the day-to-day operations of the group.

In our 40-year history, the Canadian Jewellery Group has established a set of policies and procedures to ensure strong responsible governance of the cooperative

To learn more about the Board of Directors or to contact a board member directly, please visit canadianjewellerygroup.ca/about/

Our Endorsed and Associate Suppliers

The CJG offers a wide selection of world-class suppliers from which our members can purchase. Our Board of Directors annually reviews applications from new suppliers to ensure endorsement of the best the industry has to offer. All CJG members and suppliers enjoy a symbiotic relationship that fosters growth and development for both supplier and retail member.

The CJG is constantly growing and recruiting new suppliers; for the most updated list of endorsed and associate suppliers, please visit canadianjewellerygroup.ca/our-suppliers/

Our Retailer Members

Our members are respected, well-established jewellers with many years of industry experience. CJG's ability to negotiate the very best terms, prices and services with our vendors empowers our members allowing them to compete with national chain stores. Each retail member continues to operate their unique stores independently (many of our members are family businesses) while taking advantage of the strength of CJG's group buying power.

The CJG is constantly growing and recruiting new retailer members; for the most updated list of retailers, please visit canadianjewellerygroup.ca/members/

Kim Berg
Past President
Kelowna, British Columbia

Jonathan Klippenstein-Epp
President
Winnipeg, Manitoba

Richard Rooney
Finance Chair
St. John's, Newfoundland

Andre Pommier
Director
Cornwall, Ontario

Geoffrey Beattie
Director
Victoria, British Columbia

John Shaar
Director
Barrington Passage, Nova Scotia

Matt Fisher
Director
Lloydminster, Alberta

Charles Ebenstreit
Director
Port Elgin, Ontario

Colin Nash
Vice President
London, Ontario



OUR APPLICATION PROCESS

Step 1

Submit the member application form along with all the required supporting documentation.

The CJG head office reviews your application and performs a reference and credit check.

Your application is submitted to and reviewed by the CJG Head Office.

To apply for membership, you must complete the **online application form**.

Once head office reviews your application and decides to proceed, your bank references will be checked through our bank and the suppliers you list will be contacted for the purpose of gaining a reference. We will also do a credit inquiry with an independent company as a final check. If all required information is received with the application, this process normally takes about two weeks to complete.

Step 2

The CJG Board of Directors reviews your application.

Your store's name is submitted for review to the general membership.

The CJG finance committee grants a 6-month probationary membership.

Account is closely monitored to ensure compliance with CJG membership terms.

Your application is forwarded to the Board of Directors for approval.

Once completed, your application and credit checks will be forwarded to the CJG Board for approval. This process can take an additional week to complete.

During this time your name will be submitted to the general membership for any comment they may wish to make regarding your application.

Step 3

Full membership status is granted.

A \$1000 CJG share is purchased by your store.

Your store receives volume rebate capability.

The CJG Finance Committee approves your store for probationary six-month membership

Assuming there are no problems with credit or market conflicts with existing members, your application will be approved for a six-month probationary period, during which time you will have access to all benefits of membership. Your account will be closely monitored during this period.

Step 4

Your store is granted full CJG membership!

Near the end of the six months, the Board of Directors will vote on your membership, resulting in either a decision to offer full membership in the CJG to you or, if there have been problems, to notify you of termination of your membership.

When you are granted membership, your share in the company of \$1,000.00 will be required, in total, at that time. Volume rebates are accumulated for your company during the probationary period, but you are only eligible to receive them when you have paid your share capital contribution and are a full CJG member.

During this process, we will keep you informed of any changes to your application status and/or membership. You can, of course, contact the head office and inquire about the status of your application at any time.





Are you ready to join Canada's largest buying group of independent retail jewellers?

**[Start your retailer membership application at
canadianjewellerygroup.ca/membership-application/
today!](http://canadianjewellerygroup.ca/membership-application/)**

Our head office is always happy to answer any questions you may have; please contact us at:

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