THE ATELIER SESSIONS

# Sourcing Stones & Metals

*Singapore and overseas suppliers: the right questions to ask, and what it means when you are offered a 'wholesale' price.*

A Companion Whitepaper to the JDMIS Growth Lab

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# Contents

**How to Use This Whitepaper** . . . . . 1

**The Core Thesis: The Buy Decides the Price** . . . . . 2

**PART ONE — THE HOME FRONT** . . . . . 3

Chapter 1 · The Four Channels — Tanja's Framework . . . . . 3

Chapter 2 · The Local Map — What Singapore Already Has . . . . . 3

☐ Where do I look? ☐ Who do I trust? ☐ What should I pay? — Applied . . . . . 5

Chapter 3 · Loose Coloured Stones — The Commercial Shelf . . . . . 5

How to work the shelf . . . . . 5

When you need a certificate . . . . . 5

Chapter 4 · Quality Diamonds & Fine Gemstones — The Referral Trade . . . . . 6

Chapter 5 · Metals, Tools & Instruments — Sheet or Bullion . . . . . 7

The metal question — sheet or bullion? . . . . . 7

Chapter 6 · Local Gotchas — The Short, Honest List . . . . . 7

Chapter 7 · The Trust Ladder — How Small Buyers Become Trade Partners . . . . . 8

**PART TWO — GOING GLOBAL** . . . . . 10

Chapter 8 · The Chain of Custody — Origin Is Not Source . . . . . 10

Chapter 9 · Trade Portals — The Bazaar and Its Noise . . . . . 10

The survival guide . . . . . 11

Chapter 10 · The Gated Professionals — Trade Sellers Abroad . . . . . 11

Chapter 11 · The Great Fairs — The World's Warehouse, In Person . . . . . 12

Chapter 12 · Hong Kong — The Hub of Hubs . . . . . 12

Chapter 13 · The JDMIS × HKTDC Trade Delegation — Your Shortcut . . . . . 13

Chapter 14 · Working the Floor — Before, During, After . . . . . 14

Chapter 15 · The Quiet Channels — Commissions, Associations, Labs . . . . . 14

Chapter 16 · Country Notes — Origin Strengths and Quirks . . . . . 15

**PART THREE — THE 'WHOLESALE' TRUTH . . . . . 16**

Chapter 17 · Two Customers, Two Price Worlds . . . . . 16

Chapter 18 · What Wholesale Is NOT . . . . . 16

Chapter 19 · How You Qualify — Terms, Deposits, Returns . . . . . 16

Chapter 20 · Keystone and the Negotiation Dance . . . . . 17

Chapter 21 · The Price Ladder — Documented Structures to Ask For . . . . . 17

Chapter 22 · The Real Cost of "Cheap" — The Work Behind the Wholesale Price . . . . . 18

Chapter 23 · The Landed-Cost Maths — A Worked Example . . . . . 19

**PART FOUR — GOTCHAS & GUARDRAILS . . . . . 20**

Chapter 24 · Caveat Emptor — Find Out What You're Buying . . . . . 20

Chapter 25 · Scam Patterns — The Classics, So You Never Meet Them . . . . . 20

Chapter 26 · Three Warning Signs — When to Walk Away . . . . . 21

Chapter 27 · The Question Bank — What to Ask, and Why . . . . . 21

☐ About the material . . . . . 21

☐ About the deal . . . . . 22

☐ About the relationship . . . . . 22

Chapter 28 · Borders & Paperwork — The Singapore Short Version . . . . . 22

Chapter 29 · Protecting Your Designs at the Source . . . . . 23

Chapter 30 · The Sourcing Compass — The Whole Paper in One Flow . . . . . 23

**Your JDMIS Toolbox — Built For Our Graduates . . . . . 25**

**THE SOURCING PLAYBOOK — SEVEN STEPS . . . . . 26**

APPENDIX A · Supplier Directory (Verified August 2026) . . . . . 26

Local — Singapore . . . . . 26

International . . . . . 27

APPENDIX B · The Fair Calendar 2026–2027 . . . . . 28

APPENDIX C · The Question Checklist (Print This) . . . . . 28

APPENDIX D · Five Makers, Five Sourcing Journeys . . . . . 29

**Sources and Further Reading . . . . . 30**

*"You learned to make jewellery. Now learn to supply the maker."*

# How to Use This Whitepaper

This document is the field guide companion to the Atelier Sessions talk on sourcing. It is written for one person, at their bench or at a supplier's counter, who may be any of the following:

- A new graduate assembling a first toolkit and a first stone drawer
- A hobbyist tired of paying craft-store prices for findings
- A home-based maker whose materials budget has outgrown the local shelf
- A scaling designer ready for volume pricing, terms and trade fairs
- An established retailer auditing a supply chain built ad-hoc over the years

Each chapter follows the same three-beat rhythm so you can navigate by question, not by topic:

**① WHERE DO I LOOK?**

> *— The channels, from the shop around the corner to the great fairs*
>
> *☐ Who do I trust? — Reading suppliers, asking the right questions, testing what you're told*
>
> *☐ What should I pay? — What "wholesale" really means, and what the goods really cost you*

At key points you'll find a Sourcing Compass — a short decision flow you can run on your next purchase. At the end: a seven-step Playbook, a full supplier directory (Appendix A), the fair calendar (Appendix B), a printable question checklist (Appendix C), and five maker archetypes mapped to their next sourcing steps (Appendix D).

****A NOTE ON ACCURACY:** SOURCING FRAMEWORKS,**

> *☐☐ A note on accuracy: Sourcing frameworks, negotiation guidance and supplier commentary come from the JDMIS MK100 marketing course (module 06.01 Price — Keeping costs low & sourcing your materials, with supporting material from 01.04, 02.01, 03.01 and 04.01) and from Tanja Sadow's supplier guide for JDMIS graduates. Show dates, import rules and market figures were verified against public sources (HKTDC, Informa JGW, TGMS, IRAS, Singapore Customs, CITES, live metals trackers) in August 2026. Suppliers' addresses, prices and policies change — always re-confirm before you travel or wire money. Fraud patterns are described so you can recognise them, not so you fear everyone: the great majority of traders in this industry are honest professionals who want you back.*

# The Core Thesis: The Buy Decides the Price

The previous Atelier session built your pricing floor: materials + labour + design fee + cost of selling. Three of those four terms are set the day you source. The day you buy is the day you price.

And yet sourcing is the skill creative people invest in least. The same maker who will spend a weekend perfecting a clasp will spend four minutes choosing the supplier of that clasp — and then wonder a year later why the margin never appears.

Here is the reframe that carries this whole paper:

1. Sourcing is not shopping. Shopping asks "where can I get this cheapest?" Sourcing asks "what do I need, from whom, at what real cost, on what terms — and what happens when it goes wrong?" The cheapest answer to the first question is usually the most expensive answer to the second.
2. The invoice is where cost begins. Freight, GST, waste, breakage, cleaning, sorting, your own time — a "wholesale" price that ignores these is a number, not a cost. Chapter 23 builds the full landed-cost maths.
3. Your supply chain is part of your brand. Recycled metal, certified stones, a named local maker, an audited factory — these are positioning decisions (MK100 Positioning & Identity) that show up on your price tag long before they show up in your marketing.

***"YOU CANNOT MAKE A GREAT PIECE FROM BAD MATERIA**

> *"You cannot make a great piece from bad materials — and you cannot win back the money you overpaid your supplier."*

**THE RULE OF THIS WHOLE SESSION**

> *Buy like a jeweller — eyes open, questions ready, everything in writing. Suppliers are businesses, and businesses look after their best customers: the ones who return, compare and pay on time. Be that customer.*

We begin at home — because the first rule of sourcing is to know what is already within reach.

# PART ONE — THE HOME FRONT

## Chapter 1 · The Four Channels — Tanja's Framework

Every way you will ever acquire supplies falls into four channels. Each has a personality, a price structure and a risk profile. The master skill is matching the channel to the need — not defaulting to whichever channel you discovered first.

| Channel | What it is | Strengths | Watch for |
|---|---|---|---|
| ① Brick & mortar | Local shops you can walk into | See quality before paying; advice from staff; returns possible; problems resolvable face-to-face | Retail prices; limited range; opening hours vs your bench hours |
| ② Online resellers | Carousell, Shopee, ezbuy, Taobao sellers | Cheapest; fastest; enormous range | Misleading claims; no reputation to protect; synthetic sold as natural; dead equipment |
| ③ Established sellers abroad | Rio Grande, Stuller, Fire Mountain, Beadalon | Professional QC; safe packing; after-sales support; consistent grading | Higher prices; shipping cost and time; account qualification required |
| ④ Jewellery fairs | Hong Kong, Tucson, Bangkok | The whole supply chain in one hall; comparison; negotiation; relationships | Expense and fatigue; bulk temptations; requires planning to pay off |

Three principles govern the four channels:

- The cheaper and more anonymous the channel, the more quality-control work shifts to you. The brick-and-mortar shop curates; the portal doesn't.
- Loyalty is a currency that only channels ☐ and ☐ accept. The local shop and the fair exhibitor will still be there next year — and they keep score.
- Channel ☐ rewards expertise and punishes its absence. There are excellent marketplace sellers; finding them is trial, error, and the scars of your peers. Most of the negative feedback JDMIS hears from students comes from this channel.

## Chapter 2 · The Local Map — What Singapore Already Has

Singapore imports nearly everything a jeweller touches — and over decades has built trading houses deep enough that a maker with an MRT card can reach gems, metals, tools, instruments, packaging and display without filling in a single customs form. The map by

specialisation:

| You need… | Where to go | Notes |
|---|---|---|
| Loose coloured stones — low to medium, commercial quality | Golden Landmark (390 Victoria St); Far East Plaza | A small cluster of long-established dealers, several known to Tanja for 10+ years (Chapters 3–4) |
| Metals, tools, equipment | Chan Kwong Kee, Lower Delta Rd | Hong Kong–origin importer/exporter, long established; precious sheet & wire; setting, engraving, casting, soldering, polishing kit |
| Metal clay | Art Clay World Singapore | Exclusive SEA distributor of Art Clay (silver, gold, copper); run by JDMIS's Creative Jewellery Studio; student discounts |
| Beads & fashion findings | Koi Ming Enterprises (est. 1991); Mix & Match | Tensha, fire polish, Japanese metallic, Preciosa, Superduo; free local shipping over S$50 at Koi Ming |
| Gemmological instruments | Presidium | Singapore manufacturer (est. 1979) of gem testers and instruments; JDMIS students get 10% at the e-store |
| Packaging & display | Taurus; De Icon; Wah Yew; SingTai Plastic; Yew Lee Metal; BT Plastics | Boxes, pouches, trays, busts, scoops, custom acrylic — most will customise |
| Design & drafting | Art Friend; Isomars (India) | Art Friend since 1981, three outlets; Isomars sells the jewellery design templates used in JDMIS courses |

The full directory with websites and contact details is Appendix A — keep it on your phone.

Two honest observations about this map. First, it is thinner than it looks — the small-island problem. Singapore has no mines and no cutting industry: every stone and every gram is imported. Retail rents are baked into every local price, the small home market supports only a thin local wholesale tier, and real volume pricing lives offshore. One small cluster of stone dealers, a handful of tool houses, a couple of bead shops — you may get lucky at home, but you should not plan a supply chain around it. Second, what the map lacks in depth, Singapore makes up for in reach — the hub advantage. You can get anywhere fast, and the places nearby are good and broad — Bangkok for stones, Hong Kong for everything: quality and wide selection, all a short flight from Changi. Add zero import duty on gems and metals (only 9% GST), and the strategy writes itself: know what to buy at home (speed, certainty,

small runs) and what to buy abroad (range, volume, price).

### ☐ Where do I look? ☐ Who do I trust? ☐ What should I pay? — Applied

☐ Do I need all four channels? No — you need one primary channel per material class, chosen deliberately. Stones: the gem row. Tools & findings: one local house plus one trade seller abroad. Packaging: local custom. Volume stock: the fairs.

☐ What does it cost? A weekend of visits with a list. Introduce yourself; say what you make; ask what they carry for your volume.

☐ What do I get? Baseline prices for everything — the anchor you carry into every negotiation, abroad or online, for years.

## Chapter 3 · Loose Coloured Stones — The Commercial Shelf

For loose coloured stones at low to medium, commercial quality — beads, calibrated goods, everyday centre stones — the local addresses are Golden Landmark Shopping Centre, 390 Victoria Street and a dealer or two at Far East Plaza. Be clear about what this is: not a world-class gem district, but a small cluster of long-established dealers, several of whom Tanja has known personally for over a decade as clients, suppliers and supporters of JDMIS:

- AL Fine Gems (S. Bazeer) — #02-17A Golden Landmark
- Shahila Gems (Ms Kamarunnisha) — #02-45 Golden Landmark
- Starlight Gems (Sultan Arifin) — #02-63 Golden Landmark
- Evni's Gems — #02-98A Far East Plaza, 14 Scotts Road

### How to work the shelf

1. Go often, buy slowly. A dealer who has seen you three times treats the fourth conversation differently — service improves, issues shrink, and the first real prices appear.
2. Compare across dealers before buying. The same tourmaline class will be priced differently two doors apart — not because anyone is dishonest, but because buying conditions differ. With only a handful of dealers, comparison is quick; do it anyway.
3. Ask the same hard questions you would ask anywhere — treatments, origin, stability, grading. "Even though these are known and trusted suppliers of JDMIS, you should still be stringent with your due diligence when it comes to purchasing valuable gemstones." Trust the person; still verify the stone.
4. Inspect before paying. Gemstones are typically non-returnable. Loupe in sunlight at the counter beats regret at the bench.
5. Buy small first. Give a new dealer a S$100 test before a S$5,000 commitment — exactly as you should abroad.

### When you need a certificate

A question JDMIS hears constantly: "Should I ask for a certificate?" Apply arithmetic, not anxiety. A laboratory certificate costs US$100–200. That is why the S$20, S$50 or S$80 stone you were admiring will never carry one — and why you should not expect (or demand) papers on anything worth less than roughly US$2,000. Below that line, no dealer certifies, because the paper would cost more than the margin. At the commercial shelf, your loupe, daylight and questions are the certificate.

For stones of real value, the calculation flips: the US$100–200 becomes trivial against the stone, and papers are the norm. That is the fine end of the trade — the next chapter.

**SOURCING COMPASS**

> *Can I see it in person, under daylight, with a loupe — before paying?*
>
> *Yes ☐ buy with your eyes; agree treatments and origin in writing on the invoice.*
>
> *No ☐ either it's cheap enough to treat as a sample, or it needs a lab certificate before money moves — there is no third kind of purchase.*

## Chapter 4 · Quality Diamonds & Fine Gemstones — The Referral Trade

Above the commercial shelf sits a different market: quality diamonds and fine-grade coloured gemstones. It does not work like the shelf below it, and treating it the same way is how buyers get hurt.

It runs on referrals. Fine stones move between dealers who know one another, and the best material is often never displayed in a case. Your way in is an introduction — from an instructor, an established dealer, a trade contact or a school's network. This is one of the quiet values of the JDMIS ecosystem: forty years of industry relationships open doors that walk-in traffic does not.

It is more nuanced. Value factors compound: for diamonds, the 4Cs interact rather than add; for coloured stones, origin, treatment and rarity can put two similar-looking stones multiples apart. Prices are quoted per stone, not per batch, so the "price per carat" habits of the commercial shelf translate badly. Grading literacy — the Gem & Jewellery Trade Secrets material — is the entry ticket.

Papers are the norm, not the exception. At this level a certificate is not an optional extra: GIA for diamonds, SSEF / Gübelin / GRS-class laboratories for coloured stones. And on the invoice: every claim — origin, treatment, grade — in writing, with the company's name and the seller's name (Chapter 26 explains exactly why).

How to buy at this level: slowly. Multiple viewings. Comparisons across more than one source. Independent verification before serious money moves. Referrals first, certificates always — and never in a hurry.

# Chapter 5 · Metals, Tools & Instruments — Sheet or Bullion

Chan Kwong Kee (Lower Delta Road) is the metal artist's local anchor: precious-metal sheet and wire, plus the full bench arsenal — stone-setting, engraving, casting, soldering, polishing — from a long-established Hong Kong–origin house that imports and exports jewellery tools and materials. Art Clay World Singapore covers the metal-clay side as the exclusive Southeast Asian distributor of Art Clay products (clays from silver to copper, firing and polishing tools, moulds, UV resins) — and as a JDMIS subsidiary, extends student and graduate discounts.

For testing equipment, look at Presidium (established 1979): a Singapore manufacturer of gemmological instruments — diamond and moissanite testers, synthetic-diamond screeners, coloured-stone testers, gauges and scales — used by gemmologists, appraisers and retailers. A basic tester is one of the highest-leverage purchases a sourcing jeweller can make: it moves verification from "the seller said" to "the instrument says" at the moment of purchase.

## The metal question — sheet or bullion?

Jewellery-grade metal (casting grain, sheet, wire) comes from metal dealers and refiners at spot + premium. Two Singapore-specific notes matter:

- Fabrication metal carries 9% GST. Workshop metal — sheet, wire, grain — is not "investment precious metals" (IPM). If you are GST-registered, the tax is recoverable as input tax (the registration trade-offs are covered in the SG Regulation whitepaper).
- Bought as bullion, the same metal can skip the GST. The IPM exemption applies to bullion-form gold of 99.5%+ (and platinum/silver of 99.9%+). So you have a real choice: buy sheet and wire for the bench (GST charged, recoverable if registered), or buy investment-form bullion (GST-exempt) and have it worked later. One honest caveat: the exemption belongs to the metal while it stays in investment form — when a GST-registered business works exempt bullion into product, GST is accounted for on that use. The saving is real for holding metal; for fabrication stock, structure it with your accountant before assuming it.
- Waste: From the Pricing session — sawing, filing, polishing dust and bench sweep consume 5–8% of precious metal. Buy and price per finished gram, keep the sweep, and reconcile periodically. A supplier's gram price matters less than your gram yield.

# Chapter 6 · Local Gotchas — The Short, Honest List

- A "wholesale" price at the counter. An address in a wholesale district does not make a price wholesale — the quantity does. Part Three teaches you to qualify — and to notice when a "wholesale price" arrives unprompted on your first visit.
- Non-returnable gemstones. The default trade custom. Inspect at the counter; agree treatments on the invoice; assume what you buy, you own.
- Online resellers. Carousell, Shopee and ezbuy generate most of the negative student experiences JDMIS hears: synthetic stones sold as natural, "guarantees" that evaporate, equipment that arrives dead, sellers with no business reputation to lose. The channel

works — for commodity items, from sellers with track records, at prices that leave room for the odd loss.

- Taobao and friends. Genuine bargains, real sellers — and language barriers, lottery packaging, and QC that ranges from excellent to imaginary. Trial and error is the tuition; keep orders small until a seller has earned scale.
- Paper. Keep every receipt. GST input claims, PSPM record-keeping, warranty disputes, and your own materials ledger all depend on the paper you kept — not the paper you remember.

## Chapter 7 · The Trust Ladder — How Small Buyers Become Trade Partners

Every supplier runs the same mental model of you, whether written down or not:

| Rung | What they see | What changes |
|---|---|---|
| 1 · Stranger | A first face | Listed prices. Full margin. No favours. |
| 2 · One-off buyer | A single transaction | Retail treatment, politely |
| 3 · Repeat customer | Pattern of return | Better service, fewer issues, first quiet discounts |
| 4 · Valued client | Predictable volume, professionalism | First call on new stock; real price access; terms become discussable |
| 5 · Trade partner | Years of mutual business | Volume pricing, terms, introductions, favours when it matters |

Two facts power the ladder. First, from MK100: suppliers do most of their business with existing customers — which means their energy, their best prices and their patience flow to rungs 3–5, and your job is to climb quickly and cheaply. Second, from Tanja's guidance: the more you frequent a store and become a valued customer, the more service improves — loyalty is not a sentiment, it is an input the trade recognises and pays. The maker who visits the gem row monthly buys better than the maker who flies to Hong Kong once a year — for their first five years. After that, the local relationship and the fair relationship compound together.

And here is the reframe most makers miss: the value-proposition canvas runs both ways (MK100 01.04). You evaluate suppliers on quality, price and reliability; they evaluate you on volume, frequency, promptness, expertise and ease. The maker who pays on time, orders consistently, asks informed questions and sends a photo of the finished piece is delightful to supply — and delight, in this trade, is quoted.

**PART ONE IN ONE SENTENCE**

> *Exhaust the home front deliberately — for speed, certainty, stones you must see — and climb the local ladder before you pay for a passport.*

# PART TWO — GOING GLOBAL

## Chapter 8 · The Chain of Custody — Origin Is Not Source

The first fact of international sourcing, straight from MK100: the origin of the raw materials is rarely the source from which you purchase.

- Mines and manufacturers rarely cut, package or sell wholesale. The thing in your hand passed through hands you will never meet.
- Specialised cutting industries — Thailand, China, Jaipur in India, Sri Lanka, the German centres — source rough from the entire world. A "Thai" ruby may be African rough, cut in Chanthaburi, graded in Bangkok, sold in Hong Kong.
- Retail markets sit far from wholesale sources. The gap between those two geographies is your opportunity — and your risk.

The chain, simplified: mine ☐ cutting centre ☐ dealer/wholesaler (Hong Kong, Bangkok, New York — and your local gem row) ☐ you.

Two consequences. First, "direct from the mine" is a marketing line, not a procurement strategy — and a favourite opening of the scammer (Chapter 25). Second, origin still matters — for disclosure, for premium stones where provenance commands a real premium, and increasingly for responsibility claims — but it matters on the certificate, not on your purchasing route.

## Chapter 9 · Trade Portals — The Bazaar and Its Noise

Alibaba and its cousins are the world's bazaar: everything, in English, one click away, with prices that look like wholesale. The MK100 course is blunter about the reality than any modern guide:

- Difficult to separate genuine sellers from resellers — and even retailers. The badge says manufacturer; the warehouse often says middleman.
- "Many, many, many middlemen!" — each taking a margin, each distancing you from whoever actually made the goods.
- Suppliers do most business with existing customers. As a new enquirer you are queue-jumping; responsiveness and price reflect that.
- Photos are not goods, and batches drift. The listing photography is the best the goods will ever look; batch three is not batch one.
- A "Gold Supplier" badge is a paid marketing tier, not a quality grade. Verify the company, not the sticker.

None of this means "don't use portals" — it means use them for what they're good at: commodity components, tools, packaging, display, settings, chain — goods whose quality you can verify from a sample and whose loss you can survive. For identity-critical purchases (the centre stone, the hero pearl), the portal is the wrong instrument.

### The survival guide

Vet before you chat: Verified Supplier badge (license + on-site checks), years on the platform, response rate, transaction history, and whether the same company tells the same story on other platforms.

Order like a professional: sample first, always; then a small first order. Pay through Trade Assurance (escrow-style protection) — never wire transfer, never Western Union, never a personal account. Keep chat, specifications and invoicing inside the platform so disputes have evidence.

For stones: demand lab certificates (GIA/GRS-class) on anything valuable; use third-party pre-shipment inspection (SGS, QIMA) for stock orders; and treat a price far below market as a synthetic-substitution red flag, not a bargain — the modern fraud is rarely glass, it's lab-grown at natural prices.

For metal & findings: "solid 925" or "18K" at a price that breaks the market is plated or filled. Assay a sample batch. Get nickel-free/lead-free compliance in writing if you export.

## Chapter 10 · The Gated Professionals — Trade Sellers Abroad

At the opposite pole from the bazaar stand the great trade sellers: catalogued, accountable, and gated. You create a business account; they verify you; and in exchange, the quality-control work you do yourself on a portal is largely done for you.

Rio Grande (United States, since 1945) is the largest wholesale distributor of jewellery supplies in the world — metals in every form, tools, findings, display, packaging, and one of the trade's most trusted stone operations: ICA-accredited, staffed by in-house GIA Graduate Gemmologists, selling conflict-free-selected diamonds (to qualified Diamond Buyers — JBT membership, your own business, or students of a recognized school like JDMIS). Stuller (est. 1970) stocks over 200,000 items — one of the largest genuine coloured-stone collections anywhere — with accounts for qualified businesses and students of recognized institutions.

Around them: Fire Mountain Gems (beads and findings since 1973), Beadalon (the stringing-wire specialist), Otto Frei (90+ years of findings and equipment), Cool Tools (metal clay), Grand Talent (Hong Kong gemstone beads), Isomars (design templates), PandaHall/Nbeads (Chinese bead wholesale in English).

Two JDMIS notes, worth real money:

1. Rio-For-Schools: JDMIS students and graduates can activate six months of wholesale pricing on nearly all Rio Grande products — tools, equipment, findings, packaging, metals — using an instructor code from the registrar (6221 5253).
2. Trade-account qualification: both Rio Grande and Stuller accept students of recognized jewellery schools — JDMIS qualifies — so your student status is literally a key to the gate.

What does the gate buy? QC that catches problems before shipping; honest grading; packing that survives the post; a counter that answers when something goes wrong. Trade-only is not

snobbery — it is the first quality filter, and it is priced in.

## Chapter 11 · The Great Fairs — The World's Warehouse, In Person

Fairs compress the entire supply chain into one hall, twice a year within four hours' flight. The calendar that matters:

| Fair | When | Where | Best for |
|---|---|---|---|
| HKTDC March twin shows | Diamond, Gem & Pearl: 2–6 Mar 2027 · Jewellery Show: 4–8 Mar 2027 | AsiaWorld-Expo (raw) + HKCEC (finished) | Everything; smaller Asian suppliers; first-time buyers |
| JGW September | 14–18 Sep 2026 (AWE) + 16–20 Sep 2026 (HKCEC) | Hong Kong, both venues | The biggest materials floor on Earth |
| Tucson | Late Jan – mid Feb (main show 11–14 Feb 2027) | 40+ shows across Tucson, USA | Beads, minerals, fossils; the bead trade's home since 1955 |
| Bangkok / Chanthaburi | Through the year | Thailand | Coloured stones — where the trade itself buys |
| Vicenzaoro / JCK / Inhorgenta | Jan · May/Jun · Feb | Italy · USA · Germany | Finished jewellery trends, equipment, branding |

Choosing: for coloured stones, Thailand is where the trade starts (Tanja's guidance); for components, gems, beads, equipment and packaging in one trip, nothing beats Hong Kong; for beads and mineral wonders with American "prosumer" energy — many trade visitors are designers with very little buying power — Tucson is a nine-day education in what exists.

The MK100 field warning, worth repeating verbatim in spirit: visiting the jewellery fairs is not as much fun as you would think. Trips are expensive — plan early. Moving between fairs is tiring — plan the route. Dealing with so many cultures and seller types is exhausting — pace yourself. The fair rewards the prepared and fleeces the dazzled.

## Chapter 12 · Hong Kong — The Hub of Hubs

Why does a small city host the reference shows for the global trade? Geography, history, and 30+ years of institutional habit. Today the Hong Kong jewellery calendar runs four to five times a year, anchored by the two seasons above, and the world's suppliers exhibit under two roofs:

- AsiaWorld-Expo (by the airport) — the raw materials floor: diamonds, coloured gems, pearls, beads, findings, packaging materials in bulk, equipment.
- HKCEC (Wan Chai) — finished jewellery, branded collections, packaging and display, tools and technology.

Two venues, roughly four exhibition days, tens of thousands of buyers. The practical consequences:

1. Plan the route or lose the fair. AWE and HKCEC are an hour apart; a maker who "wanders" spends two days walking and buys nothing. Decide which hall holds your list, and in which order.
2. The same faces return. MK100 notes the shows are "very similar from one year to the next" — and that similarity is the feature: the supplier you compare this March is at the same booth next March. Fairs are where the trust ladder runs at double speed.
3. Four hours from Changi, English spoken everywhere, and a city that exists to trade. For a Singapore maker, the barrier to entry is a budget, not a visa.

## Chapter 13 · The JDMIS × HKTDC Trade Delegation — Your Shortcut

Every year, JDMIS coordinates a trade delegation to the March twin shows with the Hong Kong Trade Development Council. The 2026 mission ran 2–8 March 2026 and closed with 35 delegates, under these terms:

The perks (delegation-only):

- VIP Dragon Lounge — the mission buyers' lounge: rest, regroup, network between halls.
- Expert guided tour — a curated 60-minute tour highlighting key exhibitors.
- Business matching — personalised introductions to suitable suppliers and potential partners.
- Financial support (HKTDC-approved): either Travel Reimbursement — pay your own way, collect stamps daily at the mission counter, receive cash back on-site, up to HKD 2,000 — or Hotel Sponsorship — direct discounts at 9 partner hotels with shuttle service, up to HKD 2,500 (no changes within 21 days of the event).

Who can join: JDMIS students and alumni; industry partners and referrals; and individual designers, who can apply under the JDMIS mission banner — which simplifies registration considerably. You provide your name and brand; the mission framework does the rest.

The commitment: apply under the JDMIS banner, join the guided tour and group photo, and participate in the delegation WhatsApp group where insights and opportunities flow during the trip.

How registration works: expression of interest to HKTDC (Vincent Tan, vincent.jm.tan@hktdc.org) ☐ verified ☐ complete the HKTDC application and install the HKTDC Marketplace App for your digital e-Badge ☐ book flights and hotels. The 2026 round closed 31 January.

**REGISTRATIONS OF INTEREST FOR 2027 OPEN SOON.**

> *The twin shows run 2–8 March 2027 (Diamond, Gem & Pearl at AWE 2–6 March; Jewellery Show at HKCEC 4–8 March). Watch jdmis.edu.sg/events/2601hktdc and the graduate bulletin — the January deadline arrives faster than you think.*

## Chapter 14 · Working the Floor — Before, During, After

Before (the month prior):

- Study the exhibitor list online; make a target list by hall and aisle; email for appointments where it matters.
- Business cards (bilingual if you can), a spec sheet of your standard needs, a budget — and your price ledger of what you currently pay, so every "special price" meets your number, not their anchor.
- Book flights and hotel early; choose your base by which venue holds most of your list.

During (the four days):

- Route by hall: raw materials at AWE, finished/packaging/tools at HKCEC; don't zigzag.
- Compare three suppliers before buying anything — the first price you hear is the worst you'll hear.
- Photograph stones with their invoice/booth number in frame; collect cards; note prices in your ledger the same hour.
- The negotiation is expected — keystone logic and re-negotiation are covered in Chapter 20. Be polite, be informed, be ready to walk.
- Stamp your loyalty: the exhibitor you buy from this year greets you warmly next year. That greeting is worth money.

After (the fortnight after):

- Consolidate shipping through a forwarder or the organisers' service; insure it — expect a breakage or loss issue every two or three shipments (MK100's own base rate).
- Re-inspect on arrival against your photographs; claim immediately while evidence is fresh.
- Log every supplier and price into your sourcing ledger; follow up within two weeks — you are on rung 3 of the ladder now.

The fair maths, so the trip survives scrutiny: a S$1,200 mission that cuts component cost 20% on S$10,000 of annual buying pays for itself twice — before a single HKTDC perk, and before counting the suppliers you'd never have found any other way.

## Chapter 15 · The Quiet Channels — Commissions, Associations, Labs

The channels nobody markets to you are the ones your competitors never use:

- Trade commissions (MK100): Chinese, Taiwanese and other trade commissions exist in most major cities — many provide catalogues or supplier lists, and some provide language assistance in initial communications. A polite enquiry can short-circuit weeks of portal fog.
- HKTDC's year-round presence: the Council runs missions, buyer services and matching far beyond the March shows — the JDMIS delegation is one expression of a permanent institution.

- Trade associations: the Singapore Jewellers Association for the local trade; internationally, the ICA (coloured stones) and CIBJO (the trade's rulebooks) set the standards your certificates lean on.
- The gemmological laboratories — GIA, SSEF, Gübelin, GRS — are trust infrastructure you rent by the stone. For any important coloured stone (the SG Regulation session suggested ≥ S$5,000 as the threshold where buyers expect papers), a lab report converts your claim into evidence — and your stone into an asset.
- JDMIS itself: the supplier directory in Appendix A, the student discounts, the delegation, and forty years of industry relationships. The school's network is a channel.

**WHY BOTHER WITH SLOW CHANNELS?**

> *When everyone can reach Alibaba, your edge is who returns your call. Associations are slow channels that pay for decades.*

## Chapter 16 · Country Notes — Origin Strengths and Quirks

MK100's candid field notes on sourcing by origin, still the best one-page summary in the course:

| Origin | The trade reality |
|---|---|
| China | The world's cutting and component engine. Expect sharp prices — and expect to re-negotiate every single order; keep your original prices on record for comparison |
| Thailand | The coloured-stone hub — where the trade itself buys; Bangkok and Chanthaburi reward the informed buyer |
| India (glass, silver; Jaipur for gems) | Cottage industries: inexpensive, but quality is always an issue — expect un-saleable percentages and delays; not mass production, subject to cultural, environmental and economic disruption |
| Bali | Handmade silver tradition; same cottage caveats — beautiful work, unreliable clocks |
| Germany / Europe | Very expensive against the competition — and quality and reliability a matter of pride. Buy there when failure is more expensive than price |
| USA | Little originates there (some special metals, e.g. niobium, half-hard); most US product is made elsewhere or costs more. The American fairs, though, are a market education |
| Hong Kong | Not a factory so much as the meeting point — every origin above, in one hall, with dim sum |

The lesson is not prejudice; it's portfolio: price reliability alongside product. The cheapest supplier with 20% un-saleable goods is usually more expensive than the proud one at +15%.

# PART THREE — THE 'WHOLESALE' TRUTH

## Chapter 17 · Two Customers, Two Price Worlds

The session description asks what it means when you're offered a "wholesale" price. The answer starts with MK100's clean split of the customer universe:

The retail customer buys the end product, in lesser volume, needing more of everything: education, personal attention, customisation, a comfortable sales environment in costly high-traffic space, displays and special packaging — plus the merchant's cover for returns, exchanges, breakage and shoplifting. Retail pays a premium for those comforts — and if you attended the Pricing session, you know that premium is precisely what you charge.

The wholesale customer buys to resell, expects to mark the product up, knows the goods (no education needed), forgoes the comforts, and buys in volume and frequency. Wholesale margins are narrower — but they run on greater quantity and a far lower cost to serve.

Now the sentence that clears up a decade of confusion: a one-time sale of a single item does not qualify for a wholesale treatment. Not even if the item is expensive. Not even if you have a business card. Wholesale is not a door you walk through; it's a structure you participate in.

And the flip that matters tonight: as a maker, you are now the buyer — the one being qualified, sized up, offered or denied the trade price. Part Three is written from your side of that counter.

## Chapter 18 · What Wholesale Is NOT

- It is NOT just buying from the manufacturer or supplier. Factories happily sell at retail to whoever asks. Proximity to production is not a price.
- It is NOT any price quoted in a wholesale district — the address doesn't set the price; the structure does.
- It is NOT what you get for under ~S$5,000 of spend. MK100's benchmark: don't expect good prices from a single supplier below that. Volume is the admission ticket.
- It is NOT for one or two pieces, however valuable. Wholesale means many of the same product — 10+, 20+, 100+. One-off pieces pay more even when the total is significant.
- It is NOT automatic because you own a business. Registration opens the door; the pattern of your buying earns the price.

**TRANSLATION SERVICE**

> *a "wholesale price" offered unprompted, on your first visit, is a marketing phrase. Real wholesale is earned, structured, and documented on a price list. If a seller cannot show you the ladder, you are not on it.*

## Chapter 19 · How You Qualify — Terms, Deposits, Returns

What suppliers actually read, in rough order: a registered business (they check — ACRA makes it easy); longevity and paid-up capital (signals you'll exist to reorder); your order pattern (same SKUs, repeatable, predictable); and how you behave (promptness, realism, expertise).

What to expect on the way up:

1. The first purchase gets no terms. The supplier doesn't know or trust you yet. This is normal; budget for it.
2. Deposits of up to 50% — or full prepayment — are common. MK100's counter-move: use these conditions to negotiate the price. Cash today is worth a discount; say so.
3. Work toward 30-, 60-, 90-day payment terms from the very start. They may refuse — fine. The ask itself sets the negotiation for the day you've earned it, and marks you as a professional rather than a hobbyist.
4. Returns are difficult at best. Realistically: credit against future purchases, not refunds. Price the risk accordingly.
5. Expect to re-negotiate — especially with Chinese suppliers — on EVERY order. The culture of bargaining means last year's price is this year's opening position. Which is why the next chapter insists on records.

## Chapter 20 · Keystone and the Negotiation Dance

To read a fair price tag, learn the trade's multiplicity vocabulary:

- Keystone = cost × 2. Double keystone = × 3. Triple keystone = × 4.
- "Trade" fairs are open to the public nowadays — so exhibitors keep retail, double, even triple keystone on the tag, and the real price lives underneath, revealed by relationship or competition.
- The two legitimate levers: build a relationship with the supplier, or pitch suppliers against one another — comparison shopping as negotiation. Both work; both are expected.
- Never buy "direct" without comparing prices first. Direct is a route, not a discount.

Two psychological notes from the marketing modules. First, from Knowing the Customer: the first number quoted is an anchor — it frames every subsequent number in the conversation. Walk in with your ledger price and negotiate down from your research, never up from their opening. Second, from the bargaining culture itself: calm, informed, cheerful persistence beats both aggression and meekness. You will re-negotiate every order anyway; you may as well be good at it.

The record-keeping rule that MK100 underlines twice: keep your original purchase prices for comparison. Your memory will negotiate against itself; a ledger won't.

## Chapter 21 · The Price Ladder — Documented Structures to Ask For

Real wholesalers have documented volume structures (MK100's list), and asking to see them is both legitimate and diagnostic:

| Structure | What it looks like |
|---|---|
| Item price breaks | Price per unit falls at 100 / 500 / 1,000 / 10,000 of the same item |
| Total-volume discounts | Discount levels on cumulative spend within the order or year |
| Minimum order quantities | Per item ("MOQ 50") — the structure's gate |
| "Minimum other amounts" | Minimum total order value, or mixed-item minimums |
| Regular-purchase pricing | Benefits for annual value goals or order frequency (e.g. monthly) |
| Trade combinations | Classic terms like 2/10 net 30: 2% off if paid within 10 days, net due in 30 — early cash as a discount |
| Allowances | Market-support and stocking allowances — advertising/slotting/push-money reductions for performing marketing functions for the supplier |

The shape of the ladder, indicatively: the first rung at 100+ of the same item (typically 5–20% under the walk-in price), the volume tier at 10,000+ of the same item (roughly 30–50% below retail — excluding diamond and metal content — where the factories live), and relationship tiers deeper still — earned by annual volume and frequency rather than asked.

The principle underneath the numbers: same-item quantity moves the price; total spend alone does not. A S$6,000 mixed order of onesies earns retail-with-a-smile; a S$4,000 order of four hundred identical clasps earns a ladder.

## Chapter 22 · The Real Cost of "Cheap" — The Work Behind the Wholesale Price

MK100 asks the question every tempted buyer must answer: if wholesale prices are so good, why does anyone pay retail? Because retailers don't mark up for nothing — wholesale purchases arrive as work, risk and locked-up cash:

- Cleaning — handmade goods often arrive dirty (pre-shipment handling, or never washed after drilling). Expect hours of cleaning before a single piece is usable.
- Sorting — quantities too large to use at once need unpacking, sorting, storing: time and space, both money.
- Breakage in transit — suppliers will not take responsibility. Insure shipments, and expect to deal with an issue at least once every two or three shipments.
- Upfront use of funds — wholesale is paid before it's sold. The cash-flow gap is a real cost of the discount; better terms come only as the relationship matures.
- Risk of sale — if you can't move it, nobody buys it back. The discount you received is your fee for accepting that risk.

Add the origin realities from Chapter 16 — the cottage-industry percentage of un-saleable goods, the delays, the proud-and-pricey Europeans — and the arithmetic of "cheap"

completes itself. From the Pricing session: a S$36 strand with 15% unusable is a S$42.35 strand. Effective cost per usable unit is the only cost.

## Chapter 23 · The Landed-Cost Maths — A Worked Example

Take a realistic order: S$1,000 of gemstone beads from a fair or portal — a "wholesale price" you negotiated well. Watch what happens on the way to your bench:

| Line | Working | Amount |
|---|---|---|
| Beads, invoice | negotiated "wholesale" | S$1,000.00 |
| Air shipping + insurance | courier, tracked | S$120.00 |
| GST 9% | on CIF value (1,000 + 120) | S$100.80 |
| Landed in your studio | | S$1,220.80 |
| Unusable stones | ≈10% drilled off-centre / cracked → cost of the usable goods (1,220.80 ÷ 0.90) | S$1,356.44 |
| Your sorting & QC | 3 hours @ S$20 | S$60.00 |
| Effective cost | | S$1,416.44 |

+42% over the invoice — before a single piece is made. (If you are GST-registered, recover the S$100.80 as input tax; the effective figure then falls to about +32% — still not the invoice.)

The same logic runs on metal (waste 5–8%), on tools (amortisation from the Pricing session), on anything. Which yields the discipline that ties this whole paper to the last one:

**SOURCING COMPASS**

> *Invoice + freight + GST + waste + breakage + your time = effective cost per usable unit.*
>
> *That number — not the invoice — is what enters your materials ledger, your pricing floor, and your judgement of every "wholesale" offer you will ever hear. The Atelier Pricer (jdmis.edu.sg/pricer) does this arithmetic per product; this session asks you to do it per supplier.*

# PART FOUR — GOTCHAS & GUARDRAILS

## Chapter 24 · Caveat Emptor — Find Out What You're Buying

The oldest rule in trade, unchanged by the internet (MK100 Product):

Before you shop: read about the materials; know the common treatments, simulants and synthetics for each species you buy; know the market price band so you bring your own anchor.

At the counter: ask about treatments, sources and stability of stones; the tensile strength or hardness of metals; ask as many hard questions as you can. Being prepared helps you find knowledgeable suppliers — the one who won't take time to convince you probably isn't interested in quality. They will appreciate your expertise; it reflects their own good practice.

Test before you buy: loupe first, always. A damp cloth or water reveals some dyes; acetone reveals others — carefully, without damaging the goods. For value and for doubt: Presidium-class instruments at the counter, and an independent laboratory report (GIA, SSEF, Gübelin, GRS) before real money moves on any important stone.

The lab arithmetic, so you never ask for the wrong paper: a certificate costs US$100–200, which is why stones under roughly US$2,000 rarely carry one (Chapter 3). But when you should commission papers, the threshold from the SG Regulation session stands: any coloured stone around S$5,000+ — or any "investment-grade" claim — deserves independent verification before real money moves. A certificate costs hundreds; it protects thousands and converts your story into evidence.

## Chapter 25 · Scam Patterns — The Classics, So You Never Meet Them

The gem and metal trade's fraud classics, remarkably stable across decades and platforms:

- Gold dust / unclaimed consignment — an advance fee to release a fortune that never ships. The tell: extraordinary material, urgent secrecy, and you pay first.
- "Mine-direct cooperative" — certificates from co-ops that mine nothing. You know from Chapter 8: mines rarely sell wholesale; origin ≠ source; "direct" is a story.
- Undisclosed lab-grown at natural prices — the modern classic. Not glass, not paste: beautiful, real, synthetic stones sold as natural. Defence: disclosure in writing, lab reports on value, price sanity.
- Plated or filled sold as solid — if the 18K price feels like silver, it is silver… or less. Assay a sample.
- Invoice bank-detail change — "our account has changed; please wire here." The most expensive email in trade. Verify any account change by voice, on a number you already have, every time.
- Photo bait & switch — perfect samples, drifting batches. Photograph goods with invoice numbers; re-inspect on arrival; claim immediately.

## Chapter 26 · Three Warning Signs — When to Walk Away

Scams are the exotic failure. The common ones are quieter, and each of these three signs is cheap to test before you pay — and expensive to discover after. Any one of them is reason enough to put the stone down.

☐ The "wholesale" price with no wholesale behind it. The seller offers you a wholesale price on a single item — and when you ask what the price and minimum quantity would be for the real wholesale, the answer is: same price. That is not wholesale; there is no quantity ladder behind the word. A real wholesaler has one (Chapter 21). You are being quoted retail with a different label.

☐ Origin answers that don't hold up. Ask the seller where the stone comes from. An honest seller either knows something about it — locality, mining conditions, the treatment route, how it reached the case — or plainly says "I don't know." Both are acceptable answers. Then test the knowledge: a follow-up question or two will show whether what you were told holds together. If the story shifts between questions, or confidence stands in for knowledge, treat everything else the seller tells you as unverified.

☐ Claims without paper. They are selling you something "untreated," or making a claim about quality or origin — and the receipt comes with no name, no company, no details. The fix is simple and reasonable: ask for the claim to be written on the invoice, with the company name and the seller's name on it, so you know exactly who to follow up with if the claim turns out to be wrong. A seller making genuine claims has no reason to refuse. A refusal is warning sign three — walk away.

## Chapter 27 · The Question Bank — What to Ask, and Why

Everything above boils down to preparation: knowing what to look for and which questions to ask — of any supplier, anywhere. Here is the bank, grouped the way a professional buyer thinks. MK100's rule: ask hard questions — a knowledgeable supplier respects expertise; it reflects their own good business practice. The seller who resents your questions is answering them.

### ☐ About the material

1. Natural or synthetic — and will you write that on the invoice? Disclosure in writing is the difference between a purchase and a claim.
2. What treatments has this stone had? Heat, dye, diffusion, glass-filling, irradiation, oiling — treatments are legitimate; nondisclosure is not. Each affects value by multiples, not percentages.
3. What origin is claimed, and how is it verified? "Ceylon sapphire" is a price. A lab origin report (SSEF, Gübelin-class) is evidence.
4. Is it hard and stable enough for its intended use? A dyed howlite "turquoise" ring and an opal brooch have different survival probabilities. Ask about stability for the setting you

plan.

5. Is grading consistent batch to batch? Critical for anything you reorder — mixed calibre stones destroy production efficiency.
6. Is a certificate available? For any stone whose value you could not afford to lose: yes — and for anything under about US$2,000, don't expect one (Chapter 3).

### ☐ About the deal

7. At what quantities do prices break? Real wholesalers have a price ladder (Chapter 21). "Same price any quantity" means you are at retail — and possibly facing warning sign ☐.
8. What is the minimum order — per item, or total? MOQs structure the trade; knowing them tells you what game you're in.
9. What deposit and terms? Deposits up to 50% are normal for first orders; 30/60/90-day terms are earned. Ask anyway — the ask itself is a negotiation move (Chapter 19).
10. What is the return policy — in writing? Verbal return policies do not exist. If returns are impossible, that risk belongs in your price.
11. Shipping insured? Who pays duty and GST? For imports: you almost always do. Get the landed estimate before you commit.
12. What is the effective cost per usable unit? The only number that matters — Chapter 23 shows how to compute it.

### ☐ About the relationship

13. How long have you supplied this line? Longevity is the cheapest credibility signal there is.
14. Who else buys from you — at my size? A supplier whose other customers look like you understands your orders.
15. May I have samples before a stock order? Professionals say yes; they want their goods tested by your market too.
16. Will re-orders match this batch? Dye lots, mines and cutters change. Batch photography and lot numbers protect you.
17. What's new — and can I see it first? The question that builds the relationship. Suppliers love buyers who are curious about their business, not just their price list.

## Chapter 28 · Borders & Paperwork — The Singapore Short Version

Singapore is one of the easiest places on Earth to import jewellery materials — no customs duty on gems, metals or jewellery (dutiable goods are limited to liquor, tobacco, vehicles and petroleum) — but four rule-families still apply:

1. GST 9%, essentially always. Goods ≤ S$400 bought online from GST-registered overseas vendors/marketplaces are taxed at checkout (the OVR regime); consignments above S$400 are taxed at the border on CIF value. A registered business recovers input tax — the registration trade-offs were covered in the SG Regulation session.

2. Rough diamonds — Kimberley Process. A valid KP licence and a KP certificate from the exporting KP-participant country, in tamper-resistant sealed containers. No trade with non-participants. (Cut-and-polished stones you buy at the bench are outside KP — but the system is why "conflict-free" is more than a phrase.)
3. CITES species. Coral, ivory, tortoiseshell, certain shells, rosewood: import permits required, and for Appendix I species commercial import is prohibited — even finished, even antique. That "bargain coral strand" at the fair may be beautiful contraband.
4. Buying from the public. Scrap and estate buying triggers PSPM second-hand-dealer duties — records, and cash-payment limits. The full framework is in the SG Regulation & Trust whitepaper (August 2026).

## Chapter 29 · Protecting Your Designs at the Source

Sourcing runs both ways: the same channels that bring you materials can carry your designs away.

How copying happens: your pieces photographed at fairs and pop-ups — "inspired" collections shipping within months; spec sheets and CAD files shared "for quote" becoming someone's production list; your bestseller listed on the very portal you buy from.

Practical defence:

- Show finished pieces, never production files; watermark what you send.
- Split production across suppliers so no single partner holds a complete design.
- Use the manufacturers who work with designers. Many have the capacity to help you obtain patents, and they happily sign non-disclosure agreements — some announce this up front, because they are used to knowledgeable customers who ask for NDAs even for quotes. Ask; it costs nothing and sets the tone.
- Register key designs (IPOS) before showing at scale.
- Build the moat that can't be photographed: brand, story, provenance. Certified stones, recycled metal, a named maker, numbered editions — positioning tools (MK100 02.01) that photocopy badly.

THE COPIER CAN SOURCE *WHAT* YOU SOURCE. THEY CA

> *The copier can source what you source. They cannot source you. Your materials story is a point of difference precisely because it took years, not minutes, to build.*

## Chapter 30 · The Sourcing Compass — The Whole Paper in One Flow

① WHAT EXACTLY DO I NEED?

*Spec, quantity, deadline, target landed price. Written down.*

*☐ Can I see it, touch it, and get it in time — locally?*

*YES ☐ buy local; log the price; climb the trust ladder.*

*NO / TOO PRICEY ☐ choose the channel by risk:*

*— Portal for commodities you can verify from a sample;*

*— Trade seller for reliability, grading, stones with papers;*

*— Fair for volume, range, comparison and relationships.*

*☐ Then, in order: sample ☐ small first order ☐ land the true cost ☐ negotiate structure (breaks, MOQs, terms) ☐ record everything.*

*In one sentence: Local for speed and certainty · abroad for range and volume · structure and records everywhere.*

# Your JDMIS Toolbox — Built For Our Graduates

Everything this session recommends, the school already ships:

- Learn — the Gem & Jewellery Trade Secrets programme covers value factors, treatments and disclosure; the free weekly gem webinars keep you current; MK100 carries the business side (positioning, price, the customer).
- Price — the Atelier Pricer (jdmis.edu.sg/pricer) turns this paper's landed-cost maths into a habit, and this whitepaper carries the full supplier directory (Appendix A) — keep it on your phone.
- Go — the JDMIS × HKTDC trade delegation to the March 2027 twin shows: perks, business matching and travel support under the school's banner. Registrations of interest open soon (Chapter 13).
- Save — Rio-For-Schools (six months of wholesale pricing on Rio Grande), Art Clay World student discounts and Presidium instrument savings, all activated through the registrar (6221 5253).

# THE SOURCING PLAYBOOK — SEVEN STEPS

1. Spec it. Write what you need — material, quantity, deadline, target landed price. A want without a spec is a retail purchase waiting to happen.
2. Exhaust local first. Speed, certainty, stones you must see — and a relationship that compounds. Bring the question bank; buy small first.
3. Go abroad by design. Choose the channel by how much verifying you can afford: portal for commodities, trade seller for reliability, fair for volume and range.
4. Sample before stock. Always. Then a small first order — photographed, priced, logged.
5. Land the true cost. Goods + freight + GST + waste + breakage + your time. The Atelier Pricer runs it per product; your ledger runs it per supplier.
6. Negotiate structure, not just price. Quantity breaks, MOQs, deposits as leverage, terms as a trajectory — and expect to re-negotiate every order.
7. Record everything. Suppliers, prices, batches, contacts, conversations. Your sourcing ledger is a business asset: relationships are bought with memory.

Tonight's homework: pick your three most-bought materials. Find one new source for each this week — local, portal, or trade seller. Compute the landed cost. Compare with what you pay now. That comparison is your first sourcing decision as a professional — and quite possibly your next price rise.

## APPENDIX A · Supplier Directory (Verified August 2026)

### Local — Singapore

| Supplier | Specialisation | Contact / Notes |
|---|---|---|
| AL Fine Gems (S. Bazeer) | Loose coloured stones | #02-17A Golden Landmark, 390 Victoria St · 9424 1767 |
| Shahila Gems (Ms Kamarunnisha) | Loose coloured stones | #02-45 Golden Landmark · 9820 5810 |
| Starlight Gems (Sultan Arifin) | Loose coloured stones | #02-63 Golden Landmark · 9640 4902 |
| Evni's Gems | Loose coloured stones | #02-98A Far East Plaza, 14 Scotts Rd · 8571 3482 |
| Chan Kwong Kee | Metals, tools, equipment | Lower Delta Rd · ckkgroup.com · long-established, HK origin |
| Art Clay World Singapore | Metal clay & firing | artclay.asia · exclusive SEA Art Clay distributor; JDMIS discounts (code Supget10, 10% selected) |

| Supplier | Specialisation | Contact / Notes |
|---|---|---|
| Koi Ming Enterprises | Beads, findings | koiming.com · est. 1991 · free local shipping >S$50 |
| Mix & Match | Beads, crystal, findings | mix-match.com · Swarovski & Preciosa lines |
| Presidium | Gemmological instruments | presidium.com · est. 1979 · JDMIS students 10% |
| Taurus | Packaging, display | Blk 174 Stirling Rd · 6472 3333 · customisation |
| De Icon Jewellery Box | Boxes, pouches, display | deiconjbox.com.sg · Geylang East showroom · 6270 5735 |
| Wah Yew | Display stands | wahyewshelving.com · Serangoon Rd |
| SingTai Plastic | Bags, containers | 23 Lor 17 Geylang · 6846 9164 |
| Yew Lee Metal | Stands, racks | 17 Tai Seng Dr · 6383 6868 |
| BT Plastics | Custom acrylic | 15 Harper Rd · 6280 9233 |
| Art Friend | Craft & drafting | artfriendonline.com · Bras Basah / Plaza Sing / Clementi |
| Spotlight | Craft materials | spotlight.com.sg |

## International

| Supplier | Specialisation | Notes |
|---|---|---|
| Rio Grande (US) | Everything, trade | riogrande.com · est. 1945 · ICA-accredited · JDMIS Rio-For-Schools: 6 months wholesale |
| Stuller (US) | Everything, trade | stuller.com · est. 1970 · 200k+ items · accounts for qualified businesses & students |
| Fire Mountain Gems (US) | Beads, findings | firemountaingems.com · est. 1973 |
| Beadalon (US) | Stringing wire | beadalon.com · 40+ years |
| Otto Frei (US) | Findings, equipment | ottofrei.com · 90+ years |
| Cool Tools (US) | Metal clay | cooltools.us · 8,000+ products |
| Grand Talent (HK) | Gemstone beads | grandtalent.net · est. 2002 |

| Supplier | Specialisation | Notes |
|---|---|---|
| PandaHall / Nbeads (CN) | Bead wholesale | pandahall.com · nbeads.com · English, intl shipping |
| Isomars (IN) | Design templates | isomarsshop.in · est. 1959 |
| Gain Express (HK) | Gem instruments | gainexpress.com · pre-shipment QC |
| Taobao / AliExpress (CN) | Everything | world.taobao.com · trial-and-error; same sellers often on AliExpress at higher prices |

## APPENDIX B · The Fair Calendar 2026–2027

| Fair | Dates | Venue |
|---|---|---|
| JGW September 2026 | AWE 14–18 Sep · HKCEC 16–20 Sep 2026 | Hong Kong |
| HKTDC Diamond, Gem & Pearl Show 2027 | 2–6 Mar 2027 (online 23 Feb–13 Mar) | AsiaWorld-Expo |
| HKTDC Hong Kong International Jewellery Show 2027 | 4–8 Mar 2027 | HKCEC |
| JDMIS × HKTDC Trade Delegation 2027 | ~2–8 Mar 2027 (registrations open soon) | jdmis.edu.sg/events/2601hktdc |
| Tucson Gem & Mineral Show 2027 | 11–14 Feb 2027 (showcase 27 Jan–14 Feb) | Tucson, USA |
| Bangkok gem trading | Year-round | Bangkok & Chanthaburi, Thailand |

## APPENDIX C · The Question Checklist (Print This)

The material: natural/synthetic in writing? · treatments? · origin verified how? · hardness/stability for use? · grading consistent batch-to-batch? · certificate available?

The deal: price breaks at what quantities? · MOQ per item or total? · deposit and terms — and can prepayment buy a discount? · return policy in writing? · shipping insured; who pays GST/duty? · effective cost per usable unit?

The relationship: how long in this line? · who else buys here at my size? · samples before stock order? · will re-orders match this batch? · terms trajectory — 30/60/90? · what's new, and can I see it first?

The red flags: price far below market · "wholesale" offered unprompted on a single item — same price at any quantity · origin answers that shift under follow-up questions · claims (untreated, origin, grade) without a named, written invoice · urgency and secrecy · bank

details changed by email · no price list, no ladder, no paper. (Chapter 26 has the full three walk-away signs.)

## APPENDIX D · Five Makers, Five Sourcing Journeys

☐ The first-tagger — never sold a piece. Build the local map weekend: gem row, tool house, bead shop. Buy small, ask the question bank, start the ledger. One trade-seller account (you qualify as a JDMIS student — Rio-For-Schools is free money).

☐ The friend-seller — a few pieces a month. Move your top-three materials from marketplace resellers to named local suppliers. Compute landed cost on your last three marketplace buys — the number will make the decision for you.

☐ The side-incomer — real money, thin margins. Register the business if you haven't (suppliers check). Consolidate the same SKUs across months into fewer, larger orders to cross the first price break. Ask one supplier for terms this quarter — the ask starts the clock.

☐ The stockisted — pop-ups, consignment, online. You're ready for the fairs: join the 2027 delegation, compare three suppliers per component, photograph everything, and negotiate structure not price. Build the supplier ledger that survives your own growth.

☐ The bespoke atelier — commissions, one-offs. Your sourcing edge is exclusivity: buy stones others can't match, keep provenance papers with each piece, and let the certificate join the story card. Your clients pay for uncomparable — source uncomparable.

# Sources and Further Reading

Course materials (primary framework): JDMIS MK100 — 06.01 Price (pp. 22–24 Keeping costs low & sourcing your materials; retail vs. wholesale; volume pricing; trade combinations); 04.01 Product (caveat emptor; packaging suppliers); 03.01 Knowing the Customer (anchors and reference prices); 02.01 Positioning & Identity (POPs/PODs — materials as positioning); 01.04 Value Proposition Canvas (the two-sided supplier canvas).

JDMIS sources: Tanja Sadow, Jewellery supplies for jewellery artists in Singapore (jdmis.edu.sg/tanja-sadow-jewellery-blog/jewellery-supplies-singapore.html) — the four channels and the full supplier directory; JDMIS × HKTDC Trade Delegation 2026 (jdmis.edu.sg/events/2601hktdc) — mission structure, perks, sponsorship tiers.

Show dates (verified Aug 2026): HKTDC — hktdc.com/event/hkjewellery (March 2027 twin shows, 2–6 & 4–8 Mar 2027; online platform 23 Feb–13 Mar); Informa Markets — jgw.exhibitions.jewellerynet.com (JGW September 2026: AWE 14–18 Sep, HKCEC 16–20 Sep); TGMS — tgms.org/show (Tucson main show 11–14 Feb 2027; showcase window 27 Jan–14 Feb 2027).

Singapore rules: IRAS — GST on imported low-value goods (S$400 relief boundary; OVR checkout tax since 1 Jan 2023); Singapore Customs — Kimberley Process Certification Scheme (KP licence, certificate, sealed shipments, participant countries only); CITES — ivory, coral, tortoiseshell, rosewood controls (Appendix I commercial import prohibition); GST 9% rate. Investment Precious Metals (IPM) exemption: bullion-form gold ≥99.5%, silver/platinum ≥99.9% — excludes worked/workshop metal.

Market prices (August 2026, approximate): Gold ≈ US$4,355–4,415/oz; silver ≈ US$69.2–69.6/oz — APMEX, JM Bullion, Kitco. Consistent with the grounding figures in the Pricing & Value whitepaper (September 2026).

Companion sessions: Pricing & Value — From Cost to Confidence (materials ledger, effective unit cost, the floor) and SG Regulation & Trust — Choosing Your Vessel (PSPM registration, second-hand dealing, GST registration, certificates) — both JDMIS Atelier Sessions, 2026.

Companion tool: the Atelier Pricer — https://jdmis.edu.sg/pricer — runs the landed-cost and floor arithmetic per product.

Images: Pexels free-stock library (pexels.com), used under the Pexels License, and JDMIS session artwork.

Tanja Sadow & Alex Zupancich · JDMIS Atelier Sessions · September 2026

"Buy like a jeweller: knowledge is key — build trust with your suppliers."