



CONCIERGE DIAMONDS KEY MESSAGES

- Who/What** Concierge Diamonds is a premier Los Angeles purveyor of diamonds and custom fine jewelry, founded by third-generation jeweler and diamond expert Dan Moran. The Moran family has been in the business for decades, specializing in diamond cutting, import/export, and designing and manufacturing diamond engagement rings and custom fine jewelry.
- Philosophy** Moran is dedicated to creating lifelong relationships with his clients as their advocate in an often-intimidating industry, educating them about diamonds and gemstones, and custom crafting jewelry for them for every occasion of their lives. Whether clients are seeking custom engagement rings, unique wedding rings, earrings, a pendant or custom diamond jewelry, Moran shares his knowledge and offers multiple options, ultimately creating the best piece of jewelry for each individual.
- As a concierge fine jeweler, Moran sources diamonds and other gemstones, metals and watches, from his personal network of trusted wholesalers, and works one-on-one with each client at the location they choose. Clients benefit from Moran’s low overhead and his direct relationships with suppliers, enjoying exceptional pricing, often half of traditional retail. In addition, Moran’s upgrade policy allows clients to trade in any of their Concierge Diamonds’ custom creations for a new setting or a larger diamond.
- Concierge Diamonds stands behind its diamonds, fine jewelry and service, for life.
- Products** **Engagements and weddings:** Custom diamond engagement rings, wedding bands, wedding party gifts
Gifts: For Valentine’s, Mother’s Day, Father’s Day, Hanukkah, Christmas, anniversaries and “push presents” for new mothers – diamond and other gemstone fine jewelry created personally for the recipient, watches
For any occasion – gifts or to treat yourself: custom earrings, rings, bracelets, necklaces, cocktail and right-hand rings, watches
- Industry** Following are the key **US jewelry market figures***:
- Overall US fine jewelry and watch sales in 2014: \$78.08 billion
 - Overall US jewelry sales in 2014: \$68.8 billion
 - Year-over-year change in sales: +1.5%
 - Specialty jewelers’ sales: \$33.6 billion
 - Overall US jewelry and watch holiday season sales: \$21.7 billion
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- Fine jewelry holiday season sales: \$19.2 billion
- Year-over-year change in holiday season jewelry sales: -1.2%
- Average US household expenditure on fine jewelry & watches: \$612
- Average US household expenditure on fine jewelry alone: \$434

*Source: De Beers 2024 Insight Report

How to Buy By appointment, in person at client's location or Concierge Diamonds' office, or by telephone or Skype.

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Website www.conciergediamonds.com

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