August, 2019

Dear Loyal Customers & Friends,

We would like to extend a huge thank-you to all for your past patronage, trust and friendship. After three generations it is time to close our doors for the final time. None of our children has an interest in carrying on with the business and to be frank, this is not upsetting. The cost of metal, changing retail environment, internet pressure and people's casual life style all play into our decision. There is still room for fine jewelry and the service we have worked hard to provide, but after 40+ years it is time to close and get on with our lives. Neither of us has the desire to work into our 70's or 80's as our Dads and Grandfather did. The pressure and time constraints of operating a retail business have taken their toll.

I do believe our business is unique and getting to know so many of you as friends and as clients during the many milestones and celebrations in your lives has been incredibly rewarding and in so many ways fun. Increases in our insurance, inventory costs, rent, changing landscape in our downtown location and the list goes on makes small retail a difficult business model to survive in.

It is sad to think of how quickly the years have flown by. So many of you have been instrumental in our success/survival and for this we cannot thank you enough. You have become much more than customers, sending your friends and families our way. We are uncertain of the next chapter in our lives, but working six days a week is not part of that plan. Maybe a bit of travel and certainly less stress is one of the goals. We will maintain contact with any of you that may have need for referrals or possibly continue to help you source jewelry for purchase, but the brick and mortar store will close in late September.

We have repairmen and suppliers who will continue to work with us and should the need arise; send an email (<u>info@OhanianJewelers.com</u>, <u>Gregg@OhanianJewelers.com</u> or <u>Eric@OhanianJewelers.com</u>) and we will do our best to steer you in the right direction. Mostly we want to tell so many of you how much we will miss the interaction, sharing of stories and being a part of your lives as you have become a part of ours. Thanks for some wonderful memories and hope to see you on the other side (not that side).

Warm regards,

Gregg & Eric