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Tim, Merrill, & Larry Moses

"It turns out the decision to hire Wilkerson was a good one. They were easy to deal with and our consultant, Susan, was really good. She was well-organized, understands the jewelry business, and we were very fortunate to have her. Wilkerson was an excellent decision for us."

- Tim Moses
Moses Jewelers
Butler, Pennsylvania



"My name is Tim Moses, and I'm the co-owner of Moses Jewelers. We are a family owned jewelry store in Western Pennsylvania. We were established in 1949 by my father, Merrill.

My brother and I decided a couple of years ago that we needed to plan our exit strategy. We decided the best avenue was to have a jewelry liquidation sale. We have two stores and we were only going to close the mall store. It was a little trickier because we're not retiring.

I heard about Wilkerson first through the trade magazines. I then began to read a little bit about them and visited their website. I began the process of interviewing Wilkerson. I also interviewed another competitor of theirs and ultimately decided on Wilkerson.

The sale really did help with our financial goals. Raising some revenue from old inventory was very important to us, and the sale really helped with that.

We were very worried about conducting the sale during the pandemic. It turns out, it might have helped with the sale a little bit because people wanted to get out, and there was pent up demand. Folks were not traveling so the disposable income was available.

One of the main concerns with doing a sale like this is safety, not only for our staff, but of course, for our clients. We had an extensive conversation with Wilkerson about this. They were very sensitive about social distancing and wearing a mask in the store. I don't recall a single client commenting to us about feeling uncomfortable, and it was busy here. We had a fair amount of people throughout the store but again, everyone was masked and social distancing was in place, so I don't think any of our clients were concerned.

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-Tim Moses



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