



Charles and Ellen Lacy

A Satisfied Customer, Twice.

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Lacy & Co. Jewelers in El Paso, Texas, started out in Del Rio. When the establishment outgrew that early location, owners Ellen and Charles Lacy held a moving sale and graduated to a bigger space in Abilene – where they continued to grow. In 1993, the couple liquidated that store's excess inventory as well, in preparation for a move to El Paso. "By then I knew exactly what was involved," Ellen Lacy explains. "I knew I didn't want to tackle a job this big by myself." She turned to professionals who were "competent in all they do": Wilkerson and Associates.

The Abilene event was all Lacy & Co. could have hoped for. So much so, when this former president of the American Gem Society and inductee in the National Jewelers Hall of Fame recently decided to retire, she contacted the Wilkerson pros a second time. "They

have a depth of knowledge about our industry that is absolutely wonderful. They've been doing this so long they know exactly what has to take place... what the results of the advertising will be." Like Abilene before it, the El Paso sale ran "like a machine" and surpassed all expectations, grossing over \$10 million. "We ran a very good business," Lacy concludes, "but a sale like this is a different kind of animal. I can recommend Wilkerson without any hesitation."

LACY & CO

Wilkerson and Associates is a company solely focused on jewelry store liquidations, with industry experts who come along to help with a transition — whether retiring, going out of business or moving.

With more than 50 employees dedicated to a store's success, Wilkerson and Associates are experts at running sales and maximizing profit.



WILKERSON

*The Experts in
Going Out of Business. Retiring. Moving.*

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Contact Bobby Wilkerson, Rick Hayes
or Josh Hayes at 800.631.1999.**

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