



"Success is a beautiful feeling! In our current down economy, we not only met our goal, we surpassed it."

ARNOLD AND
BARBARA LOWENSTEIN

H. Lowenstein & Son

bids a final farewell

Arnold Lowenstein with his father, Harry, in 1966

The Lowenstein family's small business thrived for over 90 years, but when it came time to move toward retirement, Arnold and Barbara Lowenstein entrusted Wilkerson and Associates with the task of maintaining their dignity and reputation while closing their doors forever.



7th and Grace Streets, Richmond

H. Lowenstein & Son Jewelers was founded in 1918 by Harry Lowenstein when downtown Richmond, Virginia was the heart of everything, including retail. His son, Arnold, learned the

family trade and carried on the business after his father's retirement. In 1965, Arnold married his wife, Barbara, who became a merchandiser and driving force for the business.

The original store was located in the business core of downtown Richmond. As the city's demolition and construction plans developed, the Lowensteins relocated to 7th and Grace Streets where the store remained for over twenty years. Further city renewal plans necessitated another move, this time to the financial district on the ground floor of a 17-story building on the corner of 9th and Main. The new location continued to be a success for

many years, until the Lowensteins decided it was time to retire.

At the first thought of closing their business, Barbara researched the industry before deciding that the Wilkerson team would be the best solution. She made many phone calls, visited other stores, visited Wilkerson and Associates and spoke to quite a few other jewelers who had entrusted their sales to them. "They assured me of the crowds of people that would come and the success of our sale. Success is a beautiful feeling! In our current down economy, we not only met our goal, we surpassed it," Barbara says.

The consultants selected by Wilkerson were a perfect match to the Lowensteins' needs, according to Barbara. "They were very well versed in all aspects of jewelry and all of our customers – even long-time ones who want and expect one of the owners to help them – loved having them consult," she says.

As the Lowensteins reached their closing days, they were able to retire with no debt and extra money in the bank. Barbara says they are so glad that they decided to go with Wilkerson and Associates – the experts in transitional events for jewelers – rather than planning a GOB sale by themselves, which they had once considered. The Lowensteins achieved great satisfaction throughout the process of retiring and closing their family business with the proven experience of Wilkerson and Associates.