

Dear Friends,

Well the days are starting to get longer as we head for Spring and Summer.

Temperatures vary between 6 and 24 degrees Celsius with lovely mild and windless days. The bush is very dry despite all - the animal kingdom looking very well fed.

Cape Town is wet and cold and the dams are filling up. Such good news.

To not disturb you, this has been an unusually quiet June and we look forward to a better July. Reasons for the slow pace of sales are numerous but let's start with:

The Cape drought, crime, potholes, corrupt police officers and most importantly politics. As reported the dams are filling up. With a divided ruling party and heading for an election next year, we can only expect a ruthless battle for the top spot. It is true the Western Province is like another Country and historically winter sales are down there. Don't let anyone fool you, crime is everywhere.

Back at the coal face we have a special of 25% discount for a choker and an earring of our choice and if you want, we can switch this to a free earring with every choker bought - again our selection. You must trust us to give you the best sellers. The long overdue price increase cannot last forever, and an increase will come into effect on the 1 st of September.

We relooked at the EMS service of the Post Office and because there were never customs due on these deliveries, we are presently sticking with them. You of course have the choice, like some clients will not use anything else but DHL. All up to you.

The minister of tourism DEREK HANEKOM says the influence of social media played a major roll in the declining tourism figures. All the hype about "DAY ZERO " with the drought position in the Cape certainly turned tourists away. The good news is that the CAPE dams are 45% full and DAY ZERO will not even happen in 2019! Mark Barnes the CEO of our Postal Service drew up a 10-point list trying to define what is a success? There were 2 points that struck my cord:

**Work hard** -it's a competitive world out there. Effort can outrun inspiration in time.

**Success** is not a one-day game.

LOTTO WINNERS SELDOM DIE RICH AND YOUNG SUPERSTARS CAN'T ALWAYS COPE WITH SUCCESS!

Enjoy it – this trait is a close cousin to the work hard rule. If you are not enjoying it, someone who is as good as you and who is enjoying, it will beat you every time.

You cannot compete with someone who's having fun?

Inge has been hard at work with some new pieces that we will add to her stunning XUBA range.

**We were again blessed with lovely visitors:**

ATOL ASHAR from the USA

BOAVENTURA TOVELA from Mozambique.

Paola from Melville who brought her Florida (USA) friend down Annamarie. Now

Annamarie has been wearing pieces bought from us in the 1980's! Isn't that amazing she found us!

Then a very special thank you to Ulondra and Jeff of **California Jewellers** who for the 3rd year have brought 2 suitcases loaded with stationary for all our staffs' offspring. We really can't thank you enough for this GOD SENT blessing to help the kids. This time we were thrilled to meet Ulondra's mother and Aunt that came along for the visit to Africa.

Enjoy the cold front on its way and all the rain in the Cape.

*Mike*