

# Vail Daily



- Preston Utley/Vail Daily

## Vail's Karats named top 50 retailer

DAILY STAFF REPORT  
VAIL CO, COLORADO,

LAS VEGAS, Nevada — Dan Telleen and the staff at Karats in Vail Village have represented jewelry artists from around the world since 1970, and apparently, they're pretty darn good at it, too.

The JCK Show in Las Vegas named Karats one of the Top 50 retailers in the world. The JCK Show brings manufacturers and designers of fine jewelry together each June for an industry show where retailers browse for new products and new artists to represent. JCK Las Vegas hosts more than 3,000 suppliers and more than 20,000 retailers.

"It's the largest fine jewelry event in the United States, and some would argue it's the largest in the world," Desiree Hanson said, special events manager for JCK.

The way it works

Designers who exhibit in the exclusive Design Pavilion at JCK Las Vegas were asked to nominate up to five retailers world-wide who excel at merchandising, marketing and selling their product. JCK Show tallied the nominations and Karats was one of 50 to earn the top award.

"Karats proves a lasting excellence at selling designer jewelry," Hanson said.

Maybe Telleen and his staff are good at selling artwork because they too are artists. Karats, located at 122 Meadow Drive, is not only a gallery but a working studio where one can wander in at any time and see house artists busy creating jewelry.

"If there is a theme in the jewelry, it's about time and evolution, and each one is like a little piece of that period in time," Telleen said.

Telleen uses coins more than 2,500 years old from places like Greece and Rome in his jewelry. He also created a line of jewelry from meteor pieces. Some of Telleen's earrings feature trilobites, a fossilized crustacean that is millions of years old.

"While other galleries can be competitive and uncooperative with the designers that they host, Dan and his staff are very supportive and encouraging of the interaction between client and the designer," said Dhyana Sherri, an artist represented at Karats. "I like that he is also a working jeweler with much skill and experience. That he is confident and secure enough in his own work to open his space to other jewelers such as myself. His gallery is a reflection of his personality — it has warmth and hospitality."

Koji Kawamoto, a pearl expert, chooses to exhibit at Karats because of the artist diversity represented at the gallery.

"Karats is so different from other jewelry stores," Kawamoto said. "Karats is proud of showing one-of-a-kind, unique jewelry. Being unique is cool, and I don't want my pearls exhibited next to same-as-usual jewelry."

For more information on Karats, call (970) 476-4760 or visit [www.karatsvail.com](http://www.karatsvail.com).

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