

# “CUTTING REMARKS”

The Official Publication of the Old Pueblo Lapidary Club  
520-323-9154

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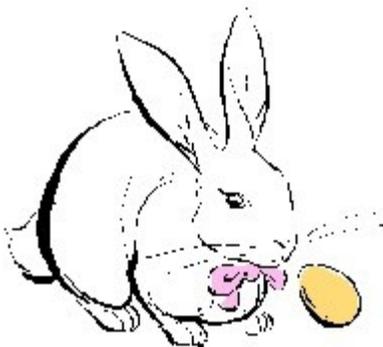
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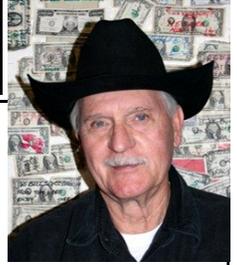
Wayne Klement 954-6298

Please join us on April 9th  
for the next monthly  
meeting. There is an  
optional social hour that  
begins at 8:00am followed  
by an educational program  
at 9:00am, followed by the  
monthly meeting. Visitors  
are always welcome.



Articles or news to be included in the *Cutting Remarks* should be emailed to your Editor, Wayne Klement ([wayneklem@aol.com](mailto:wayneklem@aol.com)), or feel free to call him at 520-954-6298. Submission deadline is the 20<sup>th</sup> of each month. Thanks!

# THE PREZ SEZ ..... by Pete Peterson



Well, folks, the busy show months are almost past. There is just one more event until fall.

The Pima County Fair is April 14 through 24. If you would like to volunteer to help man

the OPLC booth there are sign up sheets are on the kitchen counter at the club or you can contact Murray Hiller (520-296-4469) to find out what shifts are open.

Now that April is here we can start thinking about spring cleaning around the club house and learning center. We will need some volunteers to help

with these tasks. We will discuss this further at the April meeting.

I am at the Club most Tuesdays and some other days and have noticed the parking lot is often jammed with cars and trucks. This is a great problem to have and we are gratified to see so many members enjoying the use of the labs. We may have to start opening the front lot, too. It might help to spread out some of the open labs and classes on more days and times to relieve the crowded conditions, especially in the

cabbing and silversmith rooms. Is anyone interested in teaching or monitoring some additional classes or on different days? If you have a comment on this please fill out one of the Lab Survey Sheets that can be found in the basket on the north wall of the club room.

The weather is warming up and the snakes are out so be careful when out collecting rocks.

Pete



## PRESENTER AT THE MARCH MEETING

Chuck Lundstrom richly rewarded guests and members lucky enough to attend March's general meeting with explicit casting and gem faceting information. Chuck has worked in casting over 15 years and has numerous students who have mastered the art under his tutelage. Additionally, he achieved recognition as "Master Faceter" in U.S. competition. The audience was spellbound as Chuck shared some of his vast experiences and experiences with them."

## WELCOME NEW MEMBERS

John Combs  
Marcie Keineklian

Russ Reaves  
Ron Shaffer

Ron Veilleux  
Carmen Warner

## DONATIONS

If you are interested in making a donation (rocks, equipment, etc.) to the Old Pueblo Lapidary Club. Please call: Bill Carmody at 760-8598 or Dan Harmsen at 721-8452.

*Cutting Remarks*, Volume 2011, Issue 3, March 2011. Published monthly by the Old Pueblo Lapidary Club, 3118 N. Dale, Tucson, AZ 85712. Telephone: (520) 323-9154, a non-profit organization.

## MARCH MEETING MINUTES ..... By Pat McMullen, Secretary



The meeting opened with Bill Carmody introducing our speaker, Chuck Lundstrom, a monitor/teacher in our casting lab. Chuck is a 1<sup>st</sup> place winner in Masters Competition at the United States Faceting Guild and is now a certified Master Faceter. His topic, wax casting, was informative and probably inspired many to consider taking a class.

After a break President Pete called the meeting to order, a quorum was present.

Our visitors were then introduced; John Holmes, Phil Turak, Ryan DeWitt, Mel Rohr, Carl and Linda Foxhart, Larry Koschak and Al Rooney. Welcome to all!

A motion was made to approve the minutes of the January 2011 meeting, seconded and approved.

Birthdays for the month of March 2011 are Helen Seras Herman, Diana Hara, Ron Davidson and Pat McMullen. Happy Birthday to all!

Diana Hara gave the treasurers report through February 2011.

On the matter of Club T-shirts, Diana informed the membership that the cost was much higher than previous T-shirts. Long sleeve T-shirts with pockets would be \$19.00 and short sleeve T-shirts \$17.00. T-shirts without pockets would be \$17.00 long sleeve and \$15.00 short sleeve. A vote was taken and the membership unanimously decided against ordering any T-shirts at this time.

Pat McMullen asked any member with keys to any of the Club facilities to let him know how many keys they have and to what locations. All those keys held by members who are not directly involved as a monitor or board member will be collected.

Pete brought up the matter of paper towels used in the labs as getting out of hand and urged those working in the labs to bring rags to cut down on the excessive use of paper towels.

John Thompson gave a report on the plaques for Departed Members and Past Presidents. Due to discrepancy's it will take some time to get this completed.

Attention was made to the fact that Twink Monrad has made curtains and provided pictures for the ladies room. Thanks for your good work Twink, it's much appreciated.

Art Kavan gave a report on how the Hob Nob went. There were 78 attendees from all over the world, who produced some remarkable work. Art thanked Sylvia for acting as a greeter, Wayne Klement, pizza deliveryman, Donna Pugh for helping out with the faceting competition, and Rim Tallet-Kelpsa for the desert package. The Hob Nob netted the Club \$200.00 plus dollars. Pete further explained to new members and visitors the Hob Nob faceting competition is for the best faceted synthetic stone and the best faceted genuine stone.

Ron Davidson said he would

be available after the meeting to show new members and visitors the Club facilities.

Pete brought up the subject of field trips at the last board meeting. We will establish a committee with 4 rotating leaders who will lead field trips to 12 locations determined by the board. Sheila Powell, Jerry Foley, Al Rooney and Bob O'Donnell have volunteered to be trip leaders.

Murray Hiller brought up the Pima County Fair, April 14<sup>th</sup> through 24<sup>th</sup>. There will be signup sheets in the back and he encouraged all to volunteer. The hours are from 10:00 a.m. until closing and 3-4 people per day are needed. Entry fee and parking passes are available to all that sign up. More information will be available at next months meeting.

John Poole announced he will have a silver class starting Tuesday March 15<sup>th</sup> from 1-4p.m. Signups are available or talk to John.

Jean Barkley reported we could use more advertising. Anyone who has any leads for an advertiser please contact Jean Barkley.

Skip Barkley explained to the membership the reason for the Club meeting being moved to the 1<sup>st</sup> Saturday of the month was due to the number of members who would be attending the Deming Rock

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Roundup on the usual date of our meeting.

The Club will be offering tables for selling/trading by

members after the meetings. This will be open to OPLC members only. Ted Rupp has agreed to set this up for the Club, more information to follow when he gets it put together.

Helen Seras Herman won the door prize.

There being no further business, Pete adjourned the meeting.

## IT'S COUNTY FAIR TIME AGAIN



The Pima County Fair is being held for April 14th - 24th.

This year we will be demonstrating silversmithing, polished rocks items for display



volunteers to have a booth and will be faceting and capping, and will be giving out free for the kids. We need in the cases and man the booth. The shifts



for manning the booth will be

contact Murray Hiller at 296-4469 or email at [merlynhiller@cox.net](mailto:merlynhiller@cox.net).

### Rate Schedule for Advertisements - - - Ad Sizes & Prices

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\$24.00 per half year  
\$4.00 per month

1/2 page - 4 1/2" H by 7 1/4" W  
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Full page - 9 1/2" H by 7 1/4" W  
\$168.00 per year  
\$14.00 per month

### IN CASE YOU HADN'T NOTICED .....

Twink Monrad has made two contributions to help make the Club more visually pleasing. She made a new curtain for the window in the women's bathroom and has donated 14 framed pictures. Several were hung in the women's bathroom and the rest were hung in the kitchen area. The pictures in the kitchen area really make an improved visual difference when you first walk into the building.



## What Price is the Right Price?

by Karen Burns from Back Benders Gazette, February, 2010 via Gem Cutters News – March 2011

The question came up again the other day—how do I figure my cost of goods sold, and how do I price my jewelry for sale?

### ***Figuring Costs:***

For the hobby jewelry maker who is not selling \$100,000 or more per year, figuring costs is simple. It is what you paid for materials. If you are doing wire wrap and fabrication, you can weigh or measure the materials, and using a conversion chart such as the one in the Rio Grande catalog or one of the online conversion charts, multiply it times the per gram cost of your purchases. If you make and use cabochons or faceted stones, use the cost of the rough as the cost of the stone. Any waste that you use later has a cost of \$0. Keep track of what you purchased and what you have at the end of the year. The difference is your cost of goods sold for tax purposes.

### ***Figuring Costs for Tax Purposes:***

For tax purposes, there are also administrative costs and overhead such as postage and travel, stationery and envelopes, advertising and tools and equipment. Anything less than \$100–200 of purchases is just added into overhead. Big purchases are prorated by the number of years of expected use—usually 3–5 years. This should supply the information needed to file a schedule C for federal taxes.

### ***Pricing Your Jewelry:***

Pricing your jewelry requires a few more steps. Estimate the manufacturing costs by measuring or weighing the metals you use, and count the beads and findings and multiply them times your purchase price. These are your material costs for each item. Then include a factor for overhead and administrative costs, utilities, etc. Multiply this by three, and add your hourly wage. This is your manufacturing cost. Double your manufacturing cost for a wholesale cost, and that is the lowest price that you should charge for your finished jewelry. If you employed someone to make your finished jewelry, there would be no profit for you at this point.

### ***Profit and Artistic Merit:***

Profit is a very subjective amount and is what I call the value of “artistic merit,” which is the result of your particular choice of materials, your creativity in designing the piece, and your skill in creating the piece of jewelry. The total should be in the neighborhood of three times the manufacturing cost estimate. Never underestimate the value of artistic merit. Then look at the piece and adjust the price to what you might be willing to pay. That is the full retail sales price of your jewelry.

### ***Hints on Selling Your Jewelry:***

Setting prices is an art, not a science, and it depends upon many subtleties, the primary one being the market in which you sell. Set your price, and don't offer discounts—EVER. Forget three for the price of two, etc.—refer to the third sentence. That is simply repricing your merchandise. If you want to entice sales, offer something extra such as a pair of earrings or a simple finger ring, something with a low cost that doesn't lower the value of the more expensive piece. “But my things aren't selling, and my prices are really low.” The answer may be, your prices are too low. There is a perception of value for the purchaser—if the price is too low, as in “if it's too good to be true, it probably is,” so the perception may be that the materials are cheap, the workmanship shoddy, and the design is poor. Raise your prices to be in keeping with the precious metals and handcrafted work that you are selling. Consider these two scenarios as examples of pricing and how it can affect sales. The prospective purchaser is holding your jewelry but can't decide and finally says, “I really like it, but it's a little out of my price range. Can you lower the price? After thinking it over a

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minute—really wait—you lower it by saying, “For the next five minutes and just for you, I will lower it \$XX, because I can see how much you like it.” You are making a special, unadvertised deal for this one customer. Or as an alternative, you can offer a pair of earrings or a ring saying, “What if I include this pair of earrings or this ring?” You are selling one-of-a-kind and/or limited edition pieces, and one reduction won’t affect your whole inventory. This is not re-pricing your inventory. The next customer will not expect the same price or gift unless you choose to make the offer. Don’t do this routinely, or you are again repricing your inventory. On the other hand, suppose your purchaser is holding your jewelry and says, “I can’t believe you’re only asking \$X, it’s so beautiful.” It is too late to increase the price when she has it in one hand and her credit card in the other. Price high. You can always lower it if it is really overpriced. How can you tell? If you have too many customers like the first and none of the second. Sales is an art, and the most highly-paid employees in many businesses are the sales people on commission who have a good product to sell.

## **Collection Types**

by Thomas Pallanta, Jr. from *Rock Chatter*, February, 2011 via *Gem Cutters News* – March 2011

One of the great advantages of rock and mineral collecting is the range and variety of collecting that you can do. There are various ranges of generalized or specialized collecting. This gives the collector a considerable selection of activities. Here are some examples to guide you.

### **The General Collection**

Just about everyone starts out this way. You quite simply collect whatever catches your fancy. Such collections are full of variety and many collectors stay on this particular route.

### **The Rock Type Collection**

A collection like this is usually for the geologist or the serious amateur geologist. One collects rocks of the various types for study. The collection can be general for someone who is interested in learning the various geological processes. Then again, one can specialize.....like ‘Volcanic Materials’.

### **The Single Mineral Species Collection**

In this case one collects specimens of one mineral species in all of its known forms from as many locations from around the world. For example, I have a fifty specimen collection of smithsonites.

### **The Single Mineral Class Collection**

Also called ‘Single Mineral Family’ collections. Here you collect all minerals of a specific mineral class such as sulfides, carbonates, oxides, phosphates, etc.

### **The Single Chemical Elements Collection**

These are usually collections based on a single chemical element like copper, lead, zinc, iron, uranium, etc. In this case you collect all mineral species which have that particular element as their main component.

### **The Pseudomorph Collection**

Pseudomorphs are minerals that have the crystal form of another species through alteration or chemical replacement. One example is pyrite replaced by limonite.

### **The Crystal Collection**

In this case, one simply collects crystals. One can specialize in collecting the various forms of a single family like calcite or quartz. On the other hand, one can simply collect crystals from the

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various crystal systems (cubic, hexagonal, rhombohedral, tetragonal, orthorhombic, monoclinic, and triclinic). Then again, you could just collect whatever types of crystals that catch your fancy.

### **The Dana Collection**

Here one strives to collect one of every mineral species listed in the table of "Dana's Manual of Mineralogy". This is usually a collection for the serious amateur mineralogist.

### **The Ore Minerals Collection**

This is where one collects the various types of ores or ore-bearing minerals. One can specialize in collecting a single family of ores such as copper ores. On the other hand, you could generalize. This is a good area of collecting if you have an interest in mining.

### **The Ultraviolet Minerals Collection**

Also called 'fluorescent mineral collection'. Here a person specializes in collecting minerals that fluoresce under the ultraviolet light. You can collect all of the various kinds of fluorescent minerals or you could specialize. Some collectors try to get specimens of minerals from a single location like Franklin, NJ. Then there are people who specialize in minerals that only fluoresce under longwave or short-wave ultraviolet light.

### **The Gemstone Collection**

As the name indicates, you collect gem materials. You can collect a single family, like feldspar gems. One could also collect various types of rough gem minerals and crystals. Only the very rich tend to collect precious gems. That is the acme of mineral collecting. These are just a few of the different types of collections one could enjoy. Remember, whichever collection type you choose, document your specimens.

## DONATIONS

Paul Head donated some gem templates, acetylene hoses and tips. **THANKS PAUL!!!!**



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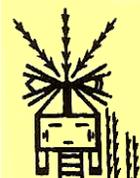
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Ad Expires June 2011

### DON'T FORGET

Please don't forget to continue to bring in **YOUR** (or anyone else's for that matter) aluminum cans to the Club for recycling. Your contribution would be greatly appreciated to help add \$'s to the Club's treasury. **Thanks!**

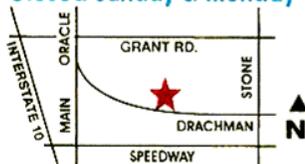
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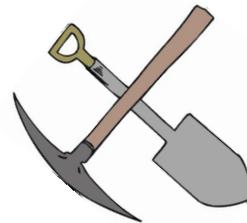
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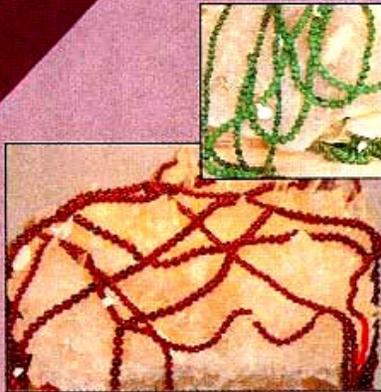
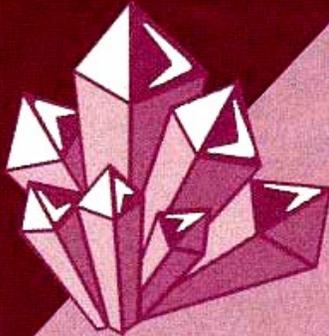
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## WEEKLY WORKSHOP SCHEDULE Phone 323-9154

### Mondays

1PM - 4PM **Faceting Guild** (Exp. Facetors Only)

Monitor - Paul Head 296-0331

1PM - 4PM **Silversmith Lab**

Monitor - Lou Akerman 290-6968

6PM - 9PM **Beginning Faceting**

Monitor - Earl Zoeller 886-3518

### Tuesdays

9AM - Noon **Cabbing**

Monitor - Ron Davidson 749-3157

9AM - Noon **Silversmithing Lab**

Monitor - John Poole 777-5588

10AM - 1PM **Rock Sawing**

Monitor - Jim Baker 886-2126

(Call before showing up at the Club)

6PM - 9PM **Silversmithing**

Contact Ray Brown 390-5667

### Wednesdays

6PM - 9PM **Beginning Casting**

Monitor - Chuck Lundstrom 577-6446

6PM - 9PM **Cabbing**

Monitor - Keith Haubert 888-8719

### Thursdays

10AM - 1PM **Rock Sawing**

Monitor - Jim Baker 886-2126

6PM - 9PM **Silversmithing**

Monitor - Bill Cascio 638-8144

### Fridays

9AM - Noon **Cabbing**

Monitor - Dan Harmsen 721-8452

### Saturdays

9AM - 2PM **Rock Sawing**

Monitor - Jim Griffin 578-3765

10AM - 3PM **Silversmithing**

Monitor - Ray Brown 390-5667

10AM - 3PM **Cabbing**

Monitor - Ron Davidson 749-3157

## COMMITTEES

### ADVERTISING

Jean Barkley 546-1651

### BUILDINGS, GROUNDS & EQUIPMENT

Ron Davidson 749-3157

Dave Arens 749-2413

### CLASSES & PROGRAMS

Bill Carmody 760-8598

### FIELD TRIPS

Wolfgang Mueller 896-3197

### HISTORIAN

Twink Monrad 297-9454

### JUNIOR EDUCATION

Gretchen Arnaiz 747-1511

Sheila Powell 578-1976

### KITCHEN

General Membership

### LIBRARIAN

Susette Flemings 741-2275

### MEMBERSHIP

Wayne Klement 954-6298

### SECURITY

Ron Davidson 749-3157

### SILENT AUCTION

Dan Harmsen 721-8452

Old Pueblo Lapidary Club  
 (Cutting Remarks - Apr 2011)  
 3118 N. Dale  
 Tucson, AZ 85712  
 (520) 323-9154

OPLC Membership Application - Please Print

Name1 \_\_\_\_\_ Name 2 \_\_\_\_\_ Date \_\_\_\_\_

Local Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_ Zip Code \_\_\_\_\_ Phone number (\_\_\_\_) \_\_\_\_\_

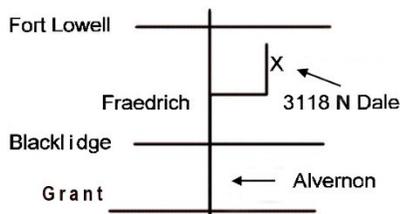
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Summer Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Type of membership:	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual Renewals
Single Member	\$25.00	\$20.00	\$15.00	\$10.00	\$20.00
Couple (same address)	\$35.00	\$30.00	\$25.00	\$20.00	\$25.00
Junior	\$12.50	\$10.00	\$8.00	\$5.00	\$10.00

Mail to: Membership Chairperson, Old Pueblo Lapidary Club, 3118 N. Dale, Tucson, AZ 85712



The Business Meetings are held on the 2<sup>nd</sup> Saturday of each month. A pre-meeting social hour (except for the December meeting) is at 8:00 a.m., followed by an educational program, and ends with the monthly meeting. Visitors are most welcome.