

DUSTY ROCKS

FEBRUARY

2012



ROCK AND ARROWHEAD CLUB

P.O. BOX 1803

KLAMATH FALLS, OR 97601

www.klamathrockclub.org



DUSTY ROCKS

~ Rock and Arrowhead Club ~ Klamath Falls Oregon



OFFICERS & EXECUTIVE BOARD

President: Jeff Eastburn 541-363-6154
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Klamath Falls OR, 97601

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Klamath Falls, OR 97603

NFMS Director: Kathi Milem
3333 Anderson #3
Klamath Falls, OR 97603

NFMS Junior Delegate: Alyssa Carnes

Past President: Doris Newnham

Member @ Large: Marvin Stump

The club mailing address is:
PO Box 1803, Klamath Falls OR 97601
www.klamathrockclub.org

nicee1214@gmail.com

Meetings are held at the Klamath County Museum Meeting Room – Main & Spring Streets, using the *West* entrance. **Meetings are held on the 2nd Monday of each month at 7:00 pm** with the exception of

December when we have our Christmas Luncheon and Party and April after the show.

Visitors are cordially invited:

Dues are \$13.50 per year per adult (\$25 for families plus \$1 per child), \$7.50 ages 16-18.

General Objectives of the Club:

To promote popular interest, knowledge and understanding in the various earth sciences, as in Geology, Mineralogy, Paleontology and Lapidary and other related subjects. To sponsor and provide means of coordinating the work and efforts of all persons interested therein.

Helping Others:

The club participates in the NFMS stamp program, saving large commemoratives, airmail, pre-canceled, and foreign stamps of all values. Proceeds from stamp sales will be used to benefit any charity deemed worthy by the NFMS Endowment Fund.

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Committee Chairs

Sunshine.....	Chris Chance
Program.....	Marshall Curran
Greeter/Door Prize.....	Sandi Masterson
Refreshment.....	Chris Chance
Historian.....	Ellie Hart
Librarian.....	Jessica Limb
Charity	John Long
Claims Rep.....	Garwin Carlson
Field Trips.....	Marshall Curran
Black Light Display	Chuck Newnham
Show Chair.....	Vicky Davis
Asst Show Chair	Marvin Stump
Safety Officer.....	Jeff Eastburn
Publisher/ Webmaster.....	Denise Sebastian

THE NORTHWEST NEWSLETTER is published 11 times a year.

Copies are sent to each member's household. The cost is included in your annual dues.

Two free copies of the **AFMS NEWSLETTER** are mailed to each member club.

Subscriptions are available at \$3.50 for 9 issues. Send payment to:

American Federation of Mineralogical Societies
PO Box 26523 Oklahoma City, Ok. 73126.

We are affiliated with

- Northwest Federation of Mineralogical Societies
- American Federation of Mineralogical Societies
- Oregon Council of Rock & Mineral Clubs

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Visit Us At www.klamathrockclub.org

Please e-mail nicee1214@gmail.com to get on our email list.



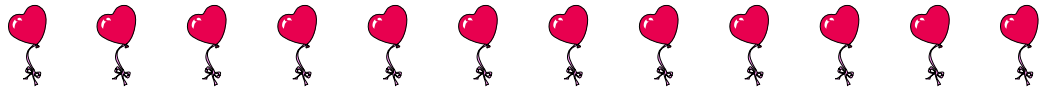
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NEXT MEETING:

February 13th

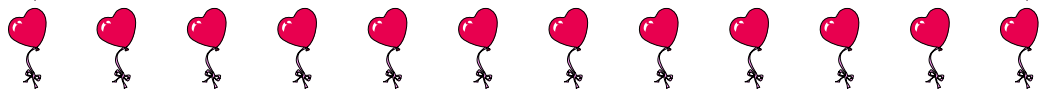
- 7:00 pm
- Refreshments:
- Program:



FROM THE EDITOR....

We need you! It is show time, it is hard work but so much fun. If you haven't volunteered yet, please do. Even if its just for a couple of hours, come out and help. Spend some time and support your club! Also spring is around the corner, if you go out on a rock trip please send me some pictures and a few lines. We all like to read about others trips and the fun we have. Remember this is your club and your newsletter so we need your input. Also don't forget we have a lot of members with a lot of skills, don't be afraid to ask for help, input, ideas or to learn something new. Sharing skills and knowledge is just one more thing that helps our club be better.

Best wishes for a wonderful February! *Jennifer Zimmerlee*



Amethyst

February Birthstone

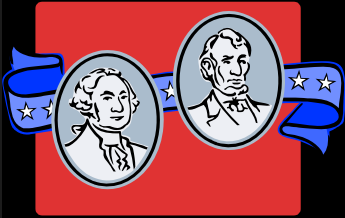
Amethyst know as the stone of royalty, with the purple coloring coming from manganese and iron in the crystals. Often found in encrustations on other stones or inside geodes, it can vary in transparency from clear to translucent.



Generally the more transparent the stone the more it is valued. With a hardness of 7 on the Mohs scale it is relatively hard and beautiful to facet.

Happy Birthday

- Lauralie Barrett - Klamath Falls, OR
- Patty Bennett - Klamath Falls, OR
- John Brunswick - Klamath Falls, OR
- Garwin Carlson - Klamath Falls, OR
- Elric Kirk - Klamath Falls, OR
- Lily Kurusz - Klamath Falls, OR
- Bob Massey - Klamath Falls, OR
- Richard Plaughter - Klamath Falls, OR
- Holly Zumbrun - Klamath Falls, OR



January 9, 2012 Meeting Minutes *Submitted by Vicky Davis*

Meeting called to order by Vice President Marshall Curran at 7:05pm Pledge of Allegiance

Guests: 4; Sandy Gentry, Jim & Bari McCoubrey, and Mike Ward. Welcome to the RAC. Total present: 25

3 door prizes: 1 crystal donated by Mike Ward, 2 (Show case favors) slabs w/ rocks glued on them, donated by Garwin Carlson. Thank you for your donations.

Birthday contributions were collected. Thank you!

Kids' Program: Rachel attended children in making favors and painting rock.

Minutes approved. Motion made by John Long, seconded by Sandi M. (Note: Vicky D. announced her address & phone number have changed. Please note change on next month's newsletter).

Treasurer's Report: Received some show Vender money – Marv announced there will be much more coming in soon. Laura reported NW Federation money will be paid this month. This money comes from our club member's dues. Please get your dues in, or your name will be removed from mailing list.

Correspondence: Laura shared mail from BLM that Cascade- Siskiyou National Monument is closing roads to vehicles. It will be ok to park vehicles and walk to areas. Area included is Soda Mountain Wilderness, between So. Emigrant Lake & Copco Lake. 11 maps will be available Feb. 14th.

Sunshine Report: Chris Chance is absent, recovering from hip surgery, hopes to return soon. Gene N. is losing weight, but eating ok. Ken N. is undergoing chemo, spirits good. Heidi is on oxygen, not able to drive to meetings. Leah's dad is home with hospice care. We keep you all in our prayers.

Charity Report: Laura said she will have to find the charity list for payment of \$25.00.

Webmaster/Newsletter Report: Denise reports "still in progress", "Hoping to have website up soon".

Librarian Report: Several magazines were returned. Anyone who knows where blacklight is, please return it. It hadn't been returned after all, as was thought previously.

Historian Report: New historian will be Ellie Hart, pending meeting with Executive Board

NWF Report: Kathi M. reported Federation (NFWFS) annual meeting will be in Kennewick WA, May 18th. NFMS newsletter has info and articles for juniors.

Old Business: Marv S. reported he spoke w/ Kermit. Rack for trailer is in construction process. Rack will store display case walls and glass doors. Chris and others to continue making "bags" from old denim jeans and Levis. More discussion about ordering canvas bags to sell during Rock Show.

New Business: Leah announced critter making to be held her home Sat, Jan 14th, 9am-5pm, pending her dad's health condition. Laura L. announced new membership applications are printed and available to distribute. Changes will take place in how membership cards are produced. Process will be simplified, less costly. Discussion about using basic white cards w/ black print.

Continued next page...



The Rock Pile

Rock, Gem, Mineral Shows

February 10-12 Portland, OR
February 11-12 Oak Harbor, WA
February 24-26 Boise, ID
March 3-4 Caldwell, ID



Sunshine Report

Chris Chance still recovering from surgery. Ken Newnham diagnosed with cancer. Leah Stump's father passed away.

Critter making!

Come make Critters at Vicki Davis's house

February 14th, 10am - 4pm

4200 Summers Lane # 89

Alpine Meadows Mobile Home Park

541-331-4026

Making critters, chatting and FUN!

Coffee, Tea, Juice provided



Minutes Continued....

-
Annual Show Comments: Next show meeting is Thurs, Jan 11th, 6pm at IYS. **NEED MORE VOLUNTEERS FOR JOBS. SEE CHARTS.** Charity Table this year is Klamath Animal Shelter, formerly known as The Humane Society. Linda will meet Penny Frye soon and discuss needs for participating in show; needing volunteers to man the tables.

-
Field Trips: To be discussed during February's club meeting.

-
Program: No program this evening. February program will be courtesy of Marshall C.; Gems and mineral identification.

-
Refreshments: No refreshments this evening. February refreshment volunteers; Vicky D. and Sandi M.

Meeting adjourned at 8:25 pm



What Price Is the Right Price?

by Karen M. Burns, Houston Gem & Mineral Society

From: *The Backbender's Gazette*, 4/2010

(2nd Place – AFMS Original Adult Articles)

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 re-pricing 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 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.

Continued next page.....



Pricing continued....

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 re-pricing your inventory.

On the other hand, suppose your purchaser is holding your jewelry and says, "I can't believe you're only asking SX, 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.

SHOW VOLUNTEERS

(A FEW ARE STILL NEEDED)

Volunteers are “really” “really” “REALLY” needed to sell tickets at the front door on Saturday and Sunday. These are two hour shifts; the benefits are 1) the shifts are never boring, 2) they go by swiftly, and 3) the show can go on. The bottom line is “we need people at the front door to sell tickets”. Please let Vicky know at 541 331-4026 that you are willing to help.

Also needed are people who can relieve workers at the kids area (wheel-of-fortune and sand box), raffle tickets, silent auction, and maybe the charity table, on an as needed basis. Again let us know if you are willing to help.

It takes a lot of help to make the show a success, so please volunteer.

Garwin and Marvin



Show Prep



It is Coming.....R U Ready?

The Big Show is coming to town.....

March 10 & 11

2 Big Days Only!

Don't Miss It!



- * We need people to sign up to work the front desk
- * We need donations (value \$50 and up) for the Raffle Drawing
- * We need donations (any kind, rocks or not) for the Charity Table

Set Up!!

Friday March 9th

9 am to 5 pm Dinner afterwards!



Come any time during the day to help set up the room. We set up tables, hang up signs, decorate, set up cases, lighting and help any dealers that need it. It's a long productive day and we need as many people who can come.

That night after set up we eat! Even if you can't come help during the day come by to set up your case and eat with us. Kathi fixes yummy spaghetti and you bring drinks and or dessert to share! It's a fun way to say hi and get ready for the two days, the dealers eat with us and important announcements are made. **DON'T MISS IT!**



Show Prep II

Eat With Us!

Keno Lions provide dinner Saturday night and breakfast Sunday morning. The club guarantees a certain amount of plates will be needed, so it helps if you show up and eat with us. It doesn't cost much, less than eating at a restaurant and the food is excellent and the company better! Make plans to join us!



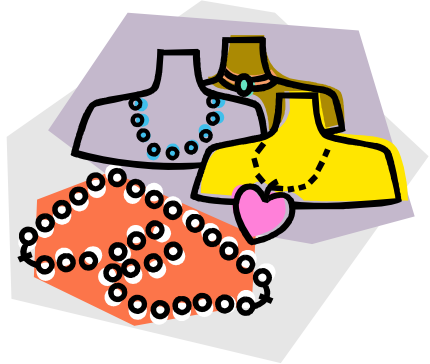
Flyers!!!!!!

We have flyers! At the meeting or off the website. Please pick up some flyers, take them to any place that you do business, or your place of work. Share with friends and family. Believe it or not, these flyers do a huge amount of advertising for us bringing lots of people in the front door! We can't do it without your help!



Have you turned in your case display application?

Last year we filled every case, let's do it again this year!



Fun but busy job and is vital!

The Front Door, dress warmly, greet guests, have fun. Please sign up to work the front door. We need 3 people per 2 hour shift on Saturday and 2 or 3 people per 2 hour shift on Sunday!



**Next Show
Planning Meeting
@ IYS 6pm
February 16th
March 1st
Please Come!**

Take Down!

Sunday after the show, we take everything down. Once again we can't do this without help. Please stay after the show closes to help pack up and clean up. Then to celebrate a successful show we go to pizza. (we seem to eat a lot at this show).



KLAMATH ROCK AND ARROWHEAD CLUB GEM AND MINERAL SHOW

2012 Show Theme
CRYSTALS

March 10 & 11 2012
Main Exhibit Building
Klamath County Fairgrounds
3531 6th Street
Klamath Falls, Or. 97603

Application for Display Cases:

Name: _____ Phone: _____

Address: _____

Club Affiliation: _____

Type of Display: _____

I will Need a Case: _____ (4' X 2' X 2') Total Amount of Cases Needed: _____
(one 8' case please call to check if available)

I am Bringing My Own Case: _____ Total Amount of Cases: _____ My Case is ___X___X___
Please call ahead of time if you need special accommodations.

Electricity is limited to 150 watts per case. Exhibitors are to furnish their own Risers & Liners.

Setup time starts Friday March 9th from 10:00 am to 8:00 pm. Displays need to be completed & ready for show to open at 9:00 am Saturday March 10th.

Show Hours are Saturday, March 10th 9:00 am to 5:00pm. Sunday, March 11th 10:00 am to 4:00pm.

The Klamath Rock & Arrowhead Club, its officers and appointee will not be responsible for any accident of loss that may occur to any exhibitor, his/her agent, or equipment at the show. Presentation of this **ENTRY** shall be deemed acceptance of this rule.

Exhibitor Signature: _____ Date: _____

Return to: Chuck Newnham
4258 Altamont Dr.
Klamath Falls, Or. 97603

Please return by March 5th 2012. For more information call Chuck @ 541 892 7486 or Email devosdad68@clearwire.net