

Nittany Mineralogical Society Bulletin

Nittany Mineralogical Society, Inc.

P.O. Box 10664

State College PA 16805

Editor (see page 8):

David C. Glick

April, 2012

Visit our web site: www.nittanymineral.org

April 18th meeting:

The Interstate 99 Project from a Science Education Perspective

by

Daniel E. Snowden, D.Ed.

Environmental Planner, PennDOT

Our April meeting will be held Wednesday the 18th in the room 114 auditorium of Earth & Engineering Sciences Building on the west side of the Penn State campus in State College, PA. Maps are available through our web site.

6:30 to 7:30 p.m.: Social hour, refreshments in the lobby

7:30 to 8:00 p.m.: announcements, questions, answers;

Knox mine flooding video not seen at February meeting; door prize drawings

about 8:00 p.m.: featured program

*The event has free admission, free parking, and free refreshments, and is open to all – **Bring your friends and share an interesting evening.***

The Interstate 99 (I-99) highway project has been the source of extensive attention over the past few years. Its most infamous aspect is the excavation of a geological formation – the Bald Eagle Sandstone – that was found to contain acidic rock material, which, upon exposure to water, leached sulfuric acid to several surface water bodies and private groundwater wells. This matter managed to suspend construction of the project for several years. Numerous parties, representing academia, government (particularly the Pennsylvania Department of Environmental Protection (PA DEP) and the Pennsylvania Department of Transportation (PennDOT)), private industry (consultants), environmental organizations and advocacy groups, and the citizenry, have been involved in the development of a resolution to the I-99 acidic rock problem. The interactions among these parties are interdisciplinary by nature, given the sectors of society that they represent. Consideration of how these parties interacted with each other while evaluating the options for addressing the environmental dilemma posed by the I-99 project provides opportunities for academic research. The discipline of Science Education is viable for studying the I-99 case, with accompaniment by 2 other disciplines, which have direct relevance to this case: Geology/Earth Science (per the underlying cause of the I-99 acidic rock problem) and Environmental Policy (per the regulations and policies that had to be followed while developing a solution to the environmental dilemma). Pairing Science Education with the other two aforementioned disciplines can create additional niches for the former discipline, and enhance academic research both within itself, and, across other disciplines, as relevant. *

Junior Rockhounds Meet April 18th

Junior Rockhounds will meet at 5:00 p.m. on the third Wednesday of April and May. That's the same night as our regular meetings; this month it's April 18th. We'll meet in room 121 Earth & Engineering Sciences Building; from the parking lot, enter the lobby, take the hallway on the left and go all the way to its end.

Each month's Junior Rockhounds meeting has a new topic or topics with fun, hands-on learning for the kids. We encourage those who attend to become NMS members, but it's not required. Just \$7.00 covers a whole year (through October 2012) of student membership. Parents may get a lot out of the meetings, too! Check the web site for news, or contact Dr. Andrew Sicree (see page 8). - Editor

Mineral Collecting Field Trip May 5

Details for this trip (minimum age 16) will be provided to paid members on the e-mail notification list. To be added to the list, contact Ed Echler or Dave Glick (page 8). - Editor

NMS & Members' Yard Sale Planned for June 9

The Board is planning a Mineral - Gemstone - Jewelry-Fossil Yard Sale near State College for both the Society and members to sell items related to our areas of interest. Sales tax must be collected. Sellers who have sales tax licenses will collect the tax as usual (and should have their licenses available). Those who don't will sell as part of NMS, and NMS will remit the tax to the state. NMS will arrange for advertising (at low cost); we won't charge the members any commission, but they must accept that they will be competing with NMS for the buyers' business.

Please respond to Dave Glick (page 8) if you might be interested in participating. We expect to have at least one table available per participant; let us know if you might want more than one table. Also let us know if you can provide tables. - Editor

ATTENDING THE APRIL MEETING?

Donations of door prize specimens are invited.

NMS will provide ice, soft drinks, and juice;
your donated snacks will be welcomed.

Bring a friend!

Minerals Junior Ed. Day A Success - THANK YOU!

THANK YOU to all who donated, publicized, helped present or attended our 16th annual Minerals Junior Education Day on March 31. We had 192 children and many parents come through, and things seemed to go smoothly, with lots of smiles. We do apologize for the unexpected charge for parking by Penn State. We believe we know how to coordinate with them to avoid that in the future. We hope to see you and your friends again next year!

- Gold Panning Natural Glass in Rocks
- Earthquakes Grinding Spheres
- Fossil Shells Fossil Plants & Petrified Wood
- Fossil Bones Varieties of Quartz - Editor

John H. Way

We regret to report that geologist, professor, mineral collector and environmental educator John H. Way, Ph.D., died on February 21, 2012, at age 68, as reported in The Patriot-News on February 23 (search at <<http://obits.pennlive.com/>>) and in the Lock Haven Express on March 2 (<<http://www.lockhaven.com/page/content.detail/id/537358/>>). A professional geologist, he had worked at Pennsylvania Geologic Survey, then taught at Lock Haven Univ. for about 20 years, retiring as professor of geology in 2004.

John was also active outside the university, bringing his geologic expertise to community affairs and environmental concerns, particularly ground water resources. He led field trips and gave talks to inform the public about geological principles, proper collection of data, and application of the scientific method.

At the time of this writing, his "Bald Eagle Geoeeducational Services" web site is still available at <<http://www.baldeaglegeotec.com/BEgeoeHP.htm>>. The web site includes informative sections about Hyner View State Park, Fossils at Red Hill, *Arthropycus alleghaniensis* (trace fossil of burrows in sediment), Why is there a bald spot on Bald Eagle Mountain?, and A Citizen's Guide to Water Resources in Clinton County, PA. - Editor



Geo-Sudoku

by David Glick

H	E							N
O			P			H	A	
		A		N		O		
					H		X	
I		P			E			
	H			X	N			Z
	N					X		
E		O		H		A		
P							E	

This puzzle contains the letters AEHINOPXZ, and one row or column spells a city in the story on page 4. Each block of 9 squares, each row, and each column must contain each of the nine letters exactly once. The solution is on page 8.

NEWS FROM THE FEDERATIONS

Nittany Mineralogical Society, Inc., is a member of EFMLS, the Eastern Federation of Mineralogical and Lapidary Societies, and therefore an affiliate of AFMS, the American Federation of Mineralogical Societies. We present brief summaries here in order to encourage readers to see the entire newsletters.

The **EFMLS Newsletter** is available through the link on our web site www.nittanymineral.org or remind Dave Glick to bring a printed copy to a meeting for you to see.

The April issue describes some safety issues in computer and internet use. President RJ Harris relates the enjoyment of attending shows, particularly noting their ability to reach young people. The Junior activities column describes the Patricia Egolf Rock Pals Program for juniors to exchange specimens, now named in memory of the volunteer who established and ran it. News is presented in the various columns on Each One Teach One, Web Site Competition, AFMS Club Rockhound of the Year, and the Eastern Foundation Fund. The Wildacres workshops program will celebrate its 40th anniversary this year - registration is still open for the September 3-9 session, with speaker-in-residence Julian Gray of the Tellus Museum scheduled to give six talks during the week. The AFMS Endowment Fund raffle (tickets \$5 each or 5 for \$20) is described and 12 new photographs (in color in the web version) of prizes are shown.

The **AFMS Newsletter** is available by the same methods. The April issue opens with news of US Dept of Interior policies which may restrict access to lands that "may possess wilderness characteristics." President Lauren Williams looks forward to the collecting season, and reminds us to take safety precautions for our selves and the vehicles on which we depend. Some Club Rockhounds of the Year are introduced. The Rock Pals and AFMS Endowment Fund Raffle programs (see previous paragraph) are presented. The AFMS convention takes place in Minnetonka, Minnesota, July 26-29, see <<http://www.amfed.org/show2012.htm>>. Federation meetings take place throughout those days, the host club's show is the 27th- 29th with the theme "A Celebration of Agates." Ten more early recipients of the AFMS Scholarships are noted in a "Where Are They Now" feature. The ALAA column discusses what rockhounds can do to avoid being "an endangered species due to loss of habitat" for field collecting.

Please see the web sites for the complete Newsletters. There's a lot there! - Editor

2012 EFMLS Convention & Show
Harrisburg, PA
www.rockandmineral.org/annualshow.htm
Show schedule: Saturday Sept. 15, 10 a.m. - 6 p.m.
Sunday Sept. 16, 10 a.m. - 5 p.m.
Convention details: now available at
<http://www.amfed.org/efmls/conventionp.htm>

Convention and Show Information for the
EFMLS Annual Convention

Theme: Crystals—"Flowers of the Mineral Kingdom"
 September 14-16, 2012
 Harrisburg, Pennsylvania
 Hosted by the
 Central Pennsylvania Rock and Mineral Club, Inc.
www.rockandmineral.org

The Central Pennsylvania Rock and Mineral Club wishes to invite you to join us for our 47th Annual Gem, Mineral and Jewelry Show September 15-16, in Harrisburg, Pennsylvania. The EFMLS Convention activities take place Friday, September 14, thru Sunday, September 16, 2012. It has been 12 years since our club hosted the EFMLS convention. At that time the EFMLS was celebrating its 50th Anniversary.

More Harrisburg - Central Pennsylvania travel information:
<http://www.amfed.org/efmls/conventionp.htm>

Convention Hotel:

The convention hotel, the Radisson Penn-Harris, 1150 Camp Hill By-Pass, US 11-15 is 4.2 miles away from the show venue. The special convention room rate is \$104.00 per night plus tax. Please call the hotel at 717.763.7117 by August 15, 2012 and mention EFMLS Convention to receive the convention rate.

Show Location and Information:

The Club's 47th annual show will be held in the Zembo Shrine building, 2801 North Third Street (Third and Division), Harrisburg, PA. The building was constructed in 1929. The exterior is fossil limestone. (Please, NO rock picks!). Show hours are Saturday 10 a.m. – 6 p.m. and Sunday 10 a.m. – 5 p.m. There will be 30 vendors, children's mini-mine, lectures by one of our member geologists, Jeri Jones of Jones Geological Services, and Scouts merit badge instruction. There is free parking and refreshments will be available in the building.

CONVENTION ACTIVITIES:

Friday, September 14

- 9:00 a.m. Convention Registration – Radisson Penn-Harris
 11:00 a.m. Exhibit set-up at the Zembo Shrine
 1:30 p.m. You are cordially invited to attend a reception honoring Frank M. Masters, Jr. (a member of the Central Pennsylvania Rock and Mineral Club) at the Masters Mineral Gallery located in the Masters Center for Science, Mathematics, and Engineering at Elizabethtown College, Elizabethtown, PA. The college will provide bus transportation from the host hotel at 1:30 p.m.; returning at 4:00 p.m. You will be treated to a display of world-class specimens, including a dazzling fluorescent display, donated by civil engineer, mineral collector, and philanthropist, Frank Masters.
 6:30 p.m. Register for EFMLS Annual Meeting – Radisson Penn-Harris Governors Ballroom (located in the Hotel Building).
 7:00 p.m. EFMLS Annual Business Meeting – Governors Ballroom (beverages provided).

Saturday, September 15

- 8:00 a.m. – 9:30 a.m.: Final time-period for exhibit set-up prior to the opening of the show.
 10:00 a.m. 47th Gem, Mineral and Jewelry Show opens at the Zembo.
 2:00 P.M. EFMLS Endowment Fund Auction – Zembo

small dining room. Auction donations may be brought in beginning at 12:30 p.m.

- 6:00 p.m. Show closes for the day.
 6:00 p.m. EFMLS Awards Banquet – Radisson Penn-Harris Ballroom South (located in the Convention Center Building) -- Social hour and cash-bar prior to dinner.
 7:00 p.m. Awards Banquet - see below for the menu choices.

After dinner, the program for the evening will include speeches, presentation of various awards and installation of the new officers. The Special guest speaker will be Robert Beard, Professional Geologist, and Senior Contributing Editor, "Rock & Gem Magazine." He is the author of soon to be released "Rockhounding Pennsylvania and New Jersey" published by Globe-Pequot Press.

Sunday, September 16

- 8:00 a.m. Breakfast with the Editors and Webmasters – A breakfast buffet (open from 8:00 a.m. until 9:30 a.m.) will be held in the Radisson Penn Harris Governors Ballroom (in the Hotel Building). Bulletin and Webmaster awards will follow.
 10:00 a.m. Show opens at the Zembo Shrine, 2801 N. Third Street, Harrisburg, PA.
 ----- Field Trip: To be announced.
 5:00 p.m. Show closes.

EFMLS Annual Awards Banquet:

Entree Choices:

Slow Roasted Top Round of Beef topped with Wild Mushroom Demi Glace - \$37.00

Citrus and Herb Roasted Chicken: Chicken Breast marinated in Citrus Zest, Olive Oil and Fresh Herbs - \$32.00

Vegetarian entrée of Penne Rustica: Penne Pasta tossed in olive oil with artichoke hearts, red onions, black olives and sun-dried tomatoes. - \$29.50

Dinners include: Appetizer, salad, entrée and Chef's choice of dessert. Entrees are complimented by the Chef's recommendation of potato, rice or pasta, fresh seasonal vegetables and freshly baked rolls and butter. Beverages: coffee and hot tea.

Breakfast Buffet, Editors and Webmasters:

The buffet will be available between the hours of 8:00 a.m. and 9:30 a.m. The buffet will consist of fresh fruit, scrambled eggs, bacon or sausage links, home-fries, a variety of muffins, breakfast breads, Danish, assortment of jellies, butters and cream cheeses. Beverages include fresh orange juice, cranberry juice, freshly brewed regular and decaffeinated coffees and a selection of hot teas - \$17.50.

Exhibits:

Application forms for Competitive and Non Competitive Exhibits are included with this registration information.

Deadlines and Payments:

• **Exhibit forms – due August 1, 2012.** Please mail your application for exhibit space to Central Pennsylvania Rock and Mineral Club, Inc., Exhibit Registration, P.O. Box 6271, Harrisburg, PA 17112-0271

• **Advance registration form – due August 1, 2012.**

Checks should be made payable to Central PA Rock and Mineral Club, Inc. Please mail your registration forms and payment to: Central Pennsylvania Rock and Mineral Club, Inc., Convention Registration, PO Box 6271, Harrisburg, PA 17112-0271.

Questions may be directed to
R.J. Harris: roqfreq@rjharris.com

My Tucson Odyssey

by Maxine Wyman, Gemcrafters & Explorers Club

From: *EL Gambrisino*, 3/2010

(Honorable Mention – AFMS Original Adult Articles)

Well folks, this old gal did it again. After deciding **NOT** to go to the Tucson Gem and Mineral Show this year I had a change of mind (which seems to be happening more often than not lately). It was Wednesday afternoon when this "change of mind" came about so I called my "Cat Sitter" friend who said just go and don't worry about them, so I proceeded to get packed, planning on leaving Thursday and coming home Friday evening. Of course, I can't go to Tucson without a stop at the Summit Hut, which is the only place in the Southwest that I know of that can fit me with a pair of hiking boots of which I am in dire need. Then there is the latest exhibit at Arizona State Museum, about which I had just read in *Rock 'N Gem*. I also decided that I would make a trip up to Phoenix to finally see the Heard Museum - the one that I have been trying to get to for the past twenty years. All this meant spending some time at the computer getting and printing out directions. Naturally I didn't sleep worth a darn that night so was up at 4 and on the road by 5 AM Thursday. Driving thru the beautiful Texas Canyon just after sunrise was worth the trip.

It was a fast and uneventful trip, and I was in Tucson well before noon. The first show one comes upon from the South is the Electric Park RV Show and the Kino Sports



One of a great many Amethyst Geodes for sale.

Center. You all probably know that I-10 is at an angle to the main roads. That was a story in itself -- trying to find those little bitty signs with the arrows pointing the way. I finally arrived and had to park in a grassy--very wet grassy--area as there had been a deluge the day before. There was a lot to see: petrified wood, many amethyst geodes, slabs galore, beads, lapidary equipment; just about everything but minerals at that site (well, there were a few). One vendor had lepidolite from Wyoming, a new find. They had several large pieces with polished ends that were very pretty. Another vendor had huge mounted specimens that were meant to be displayed in places like hotel lobbies and museums. They were amazing. Finally on the point of

exhaustion and with hunger sitting in (I had forgotten to stop for breakfast), I had to find a place to sit. I headed for the Cherokee and sat down.



That was boring, so I drove off to find the Summit Hut. No trouble there, just a long drive in a lot of traffic. My luck with them finally ran out as they didn't have anything narrow enough to fit me, but it seems they now have another store so it was called. That one had something they thought I could wear, and they would

How about this opal - gorgeous.

send it over. Of course there was a catch; it wouldn't arrive until after 2 PM Friday. No problem, as I figured I would just stop on my way back from Phoenix. I left and headed for the Arizona State Museum, which was just about six miles down the road. Not too many problems finding the parking lot since it was well marked. However, I didn't have a clue where the museum was from the lot. A young lady helped me out there; she gave me directions to the campus - only about a three block walk. Just what I needed--more walking.

Directions were good, and I got to the museum with about an hour and a quarter before closing time. It was late, so I was let in free. It's really a nice museum, and if you are interested in pottery it is an absolute must see. They have a special humidity controlled room with about 250 of their best pieces behind glass. Absolutely amazing. Beautiful museum.

Afterwards I thought I had better go find my motel. I decided not to take the Interstate this time, so I winged it and did a little sight-seeing. Well, actually I was looking for a restaurant as I still hadn't had anything to eat all day. I spotted one and pulled in - whoops - the lot was full as it was in a big motel (which I couldn't tell from the road), and the back lot was full of tents and vendors. The parking attendant listened to my troubles and pointed out a slot, but I had to drive through the tents to get there. By this time it was starting to get dark, and the vendors were shutting down, Thank goodness--or I would have had to get out and look over their wares. The Mexican Restaurant turned out to be wonderful. I had a shrimp dish that the waiter recommended, and it was excellent. The Margarita was extra good also. My motel was just across the street with the room waiting as ordered.



Every lapidarist's dream - a 36" saw. It gave me a dose of sticker shock with its \$17,500 price tag though.

I was up, checked out (remember I'm going home tonight) and on the road by 8:00 or so the next morning. The traffic was heavy all the way to Phoenix, but I had no trouble finding The Heard (well maybe just one little blip and backtrack).

I arrived just after 10 to a parking lot that wasn't full yet, so that was good. There was a charge to get into this one, but it sure was worth it. What a beautiful



The Heard Museum entrance

place! Many exhibit rooms and gardens full of sculptures and plants. The docents were good, and tours were scheduled every 10-15 minutes. I spent all morning wandering from room to room and marveling at all the Native American exhibits. Alan Houser was the featured artist. I've always admired his work, so I was thrilled. The gardens also featured many of his sculptures.

When I got hungry (no breakfast again) I walked out to their Café and ordered lunch. One could sit either inside or outside under the trees, and both were packed. The food was fantastic. After refueling (eating) I had to go over to the Museum Shop and check out their goodies. A lot of the merchandise was museum quality with prices to match. I made a few very small purchases (have to help out the economy some you know) and then headed out of town and back to the Tucson traffic and the Summit Hut.

After much searching the clerk found the boots and, lo and behold, they fit, they were on sale, and I bought them. By this time it late afternoon and traffic was a bear. I was tired and had lost interest in staying over for the Main Show, so decided to heck with it and headed for Benson to spend the night. The desk clerk at the motel recommended a new restaurant - Grade's Place - so I headed across the road to a good twenty minute wait as it was packed. Wait--there was an empty stool at the bar, so I sat down and watched the bartender do her job. I'm easily entertained, but she was so busy and made it look so easy. She whipped me up a James Bond special and did it hit the spot. They finally called me, and I got fed at last. The food was very good, my steak was rare as ordered, but I can't remember what else I ate. Whatever it was, I ate it all. Dang that martini was good.

Saturday morning I was up early again, and for the first time on this trip I actually ate a breakfast. I stopped in Lordsburg for that, then went through an antique shop (a real mess, but it had more bottles than I've ever seen in one place). Then I stopped at the rock shop to say hello. There was time for a side trip to Red Rock before heading for home. The Gila River was running nicely. It's so nice to see an actual river bed with water in it for a change. There was time to snoop around, lots of quartz pieces everywhere. It felt so good to get out of the city mess and breathe the fresh New Mexico air again. I made it home to a couple of glad to see me cats by mid-afternoon.

All in all it was a fast-paced, fun trip, but whatever made me think I was going to do all of this in two days anyway is beyond me. Next year - just maybe - I will start planning earlier and stay longer. If only I don't change my mind again. With my life, who knows????



Part of one of the Houser Sculptures

Pegmatites – HO!

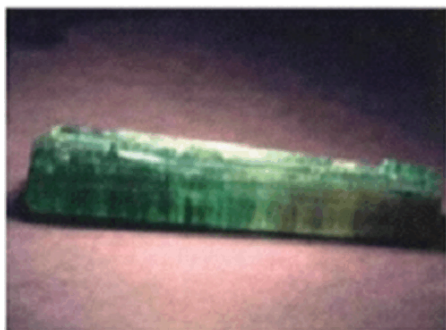
by John Washburn, Lincoln Orbit Earth Science Society

From: *LOESS Bulletin*, 12/2010

(8th Place – AFMS Original Adult Articles Advanced)

Fullfilling a rock-hound's dream makes for a great vacation, and doing it more than once is unbelievable. I am a pegmatite addict, I admit it! Whenever I can collect minerals from a pegmatite, you can count me in!

I have collected the pegmatites of North Carolina on several occasions and have found rubies, sapphires, and emeralds, not to mention large feldspar crystals and books of muscovite and biotite, fluorescent opalite, blue aquamarine and kyanite. I have collected there three times, twice with Judy and once with our club. We went to Cowhee Valley for rubies and sapphires, the Tiffany Crabtree Mine for emeralds, and climbed Chunky Girl Mountain to collect rubies in zoisite and another mountain-top mica mine for aquamarine. Of course, Judy found the largest emerald, just under 9 carats, and the best aquamarine!



Watermelon tourmaline.

When we went to Sweden, we even collected minerals at two pegmatites there. One was at Varutrask where we were able to tour the old mine and see gemmy tourmaline in situ. Here we collected lepidolite, magnetite, cassiterite, and black tourmaline. Later we visited a pegmatite in Lapland where we collected yellow beryl crystals. I couldn't climb up to the outcrop of rose quartz, but I can imagine it. As we left this area with our Swedish rock-hound guide he pointed out a pegmatite outcropping on the side of a mountain about two miles away. He swore that one day he would climb up there and check it out.

I have also collected the pegmatites of South Dakota. The first time was with my college geology field camp, once with our club, and once just with Judy. Well, last summer on our way to Montana for the AFMS Convention and Show, we made a planned stop in the Black Hills. We only had time to visit some rock shops, but that was close enough. In South Dakota we have collected rose quartz from the White Elephant Mine, little gemmy red garnets weathering out of schist on an unpaved forest service road (this was the only time I saw Louise Reynolds give up reading a book to collect), blue apatite and tourmaline, purple lepidolite and mica from the "Holy Smoke Mine," black tourmaline, spodumene, magnetite and purpurite.

And this summer after the AFMS Convention and Show in California, we signed up for a visit to one of the famous tourmaline pegmatite mines near Pala, California. There were two mines being offered; one was the Himalaya, which you may remember from a video the Club has seen, and the other was the Oceanview. We were told that the easiest of the two, for Judy and me with our walking problems, would be the latter.

Both of the operations consisted of screening and washing through the clean-out material from the mine. You are set up with a couple of screens and a tank of water to wash. Then you get a bucket and go to a common pile to load your bucket.



Beryl, var. emerald.

Because we were handicapped, the guys kept us well-supplied with material to screen.

While waiting to begin, and in between bucket loads, we picked up and washed off the gravel at our feet. That material consisted of black tourmaline crystals (schorl) in white albite feldspar and some pink lepidolite. I could have spent the day just looking for minerals on the ground! But the buckets began to pay off, first a thumbnail sized green gemmy tourmaline for me, a one inch long watermelon tourmaline for Judy, a couple of small pink tourmaline crystals for each of us and then a large, 6 inch by 2 inch quartz crystal for me. What a way to live!!

There was another potential opportunity to collect on another pegmatite, and that was the "Pikes Peak" granite pegmatite in Colorado. So on the way home we slipped down from the Interstate in Denver to Colorado Springs. Here was one of the famous pegmatites for collecting the green feldspar crystal, amazonite, with smoky quartz crystals. Collecting this has always been a dream of mine, since seeing the first specimen of this material in a museum when I was ten years old. But as much as we tried to find a location to hunt, we were not successful. Instead I located an old time rock shop - you know the kind - it is full of material, but not showy stuff. Here I found a box of material full of green feldspar and smoky quartz. The proprietor told me he had dug this out of a pocket many years before and gave me a great deal on the whole flat. Now I intend to assemble the pocket for a display. Not quite the same as collecting it myself, but close enough for now!

As an interesting side note, it is radiation that causes the feldspar to turn green and the quartz to become smoky. More about pegmatites later. ❄

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.

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 \$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. *

Some Upcoming Shows and Meetings

Our web site <http://www.nittanymineral.org> has links to more complete lists and details on mineral shows and meetings around the country.

April 19-22, 2012: Rochester Mineralogical Symposium. Rochester, New York. www.rasny.org/MineralSymp.htm

April 28-29, 2012: New Jersey Earth Sci. Ass'n Gem & Mineral Show by FOMS, NJESA & Sterling Hill Mining Museum. Franklin Borough School, 50 Washington Av., Franklin, NJ.

May 12, 2012: South Penn Rock Swap - SPRING SWAP by Franklin County & Central PA Rock and Mineral Clubs. South Mountain Fairgrounds, 1.5 miles West of Arendtsville, PA on Route 234. Sat only, 8 a.m. to 3 p.m. See map at <http://www.rockandmineral.org/>

May 19-20, 2012: "World of Gems and Minerals" by Berks Mineralogical Society. Rt 61, 7 miles South of I-78, Leesport Farmers Market, Leesport PA. Sat 10-5, Sun 10-4.

May 31 - June 2, 2012: Rock, Mineral and Fossil yard sale by Tom Smith, 10 Roger Ave., Shippensburg PA. 2.1 miles north of the center of Shippensburg - take Earl St extended toward the University (Rt 696 north), turn right onto Roger Ave across from Middle Spring Motors sign, second house on left after the intersection. Thurs. 6 p.m. - 8 p.m.; Fri & Sat 8 a.m. - 1 p.m. Contact 717-552-6554 or tsmith1012@comcast.net

June 2, 2012: Spring Mineralfest by Pennsylvania Earth Sciences Association. Macungie Memorial Park, Macungie, PA. Saturday only 8:30 - 3:00. [Www.mineralfest.com](http://www.mineralfest.com)

June 9, 2012: Nittany Mineralogical Society and Members' Mineral - Gemstone - Jewelry- Fossil yard sale in State College, PA. Watch for details.

Sept 15-16, 2012, Eastern Federation of Mineralogical and Lapidary Societies Convention, and Central Pennsylvania Rock and Mineral Club Annual Show, Harrisburg <http://www.rockandmineral.org/annualshow.htm> <http://www.amfed.org/efmls/conventionp.htm>

October 27, 2012: South Penn Rock Swap - AUTUMN SWAP by Franklin County & Central PA Rock and Mineral Clubs. South Mountain Fairgrounds, 1.5 miles West of Arendtsville, PA on Route 234. Sat only, 8 a.m. to 3 p.m.*

Geo-Sudoku Solution from page 2

H	E	I	X	O	A	P	Z	N
O	Z	N	P	E	I	H	A	X
X	P	A	H	N	Z	O	I	E
N	O	Z	I	P	H	E	X	A
I	X	P	A	Z	E	N	H	O
A	H	E	O	X	N	I	P	Z
Z	N	H	E	A	P	X	O	I
E	I	O	Z	H	X	A	N	P
P	A	X	N	I	O	Z	E	H

For sale / trade: Equipment & Materials

For sale: Inland Lapidary All in Wonder 6" flat lap, cut off saw, and grinder combo with newer motor, Inland Lapidary diamond band saw, and a double barrel rock tumbler that holds a total of 6 lbs. There are many extras included. Paid over \$1000 for everything, asking \$350 or best offer. State College area. Please call Mike at 814-571-9672 or email at mikerockcutter@aol.com

For sale: Highland Park lapidary saw, Model E4, 8" diamond blade, mounted on a stand, ready to use. Contact Willard Truckenmiller, phone 814-625-2531 (9:00 a.m. to 9:00 p.m.) or e-mail jowilltruck@aol.com

For sale: Large mineral collection; will sell all or part. Tumble polisher with three 12-lb. and one 6-lb. drum plus grits, polishes and pellets. My phone number is (570) 672-2325. Leave a message if I'm not in. *

SOCIETY OFFICERS

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Membership Chair: David Glick (see above)

Programs: Dr. Duff Gold 865-7261(o), 238-3377(h)
e-mail: gold@ems.psu.edu

Door Prizes: *volunteer needed!*

Facebook: Mike Zelazny e-mail: maz166@psu.edu

The **Bulletin Editor** will welcome your submissions of articles, photos, drawings, cartoons, etc., on minerals, fossils, collecting, lapidary, and club activity topics of interest to the members. Please contact:

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Newsletter submissions are appreciated by the first Wednesday of the month. If you include photographs or graphics, please do not embed them in word processor files; send them as separate graphics files (TIF, or good to highest quality JPEG files, about 1050 pixels wide, are preferred). Please provide captions and name of photographer or artist.

Visit us at www.nittanymineral.org