

David Barthelmy

From: Chris Wright [wrightsr@ipa.net]
Sent: Friday, February 19, 2010 3:30 PM
To: dbarthelmy@webmineral.com
Subject: TUCSON!

Welcome to Wrights Rock Shop

I have collected and/or sold minerals for over 60 years. During that time, I have seen the ebb and flow of new finds and deposits that would never end. Of course, the mines were closed - fluorite in Illinois; Tsumeb, Namibia; Elmwood, Tennessee; etc. Even Brazil produced very little last year.

Lack of demand is one of the main contributing factors for the scarcity of new finds. This Tucson had the least amount of truly new material of the 41 Tucson Shows that I have attended.

The coquimbite brought in by Dr. Hrystl was perhaps the most unusual and best of species for the show. Very good shattuckite, wulfenite, calcite, aquamarine on schorl, olmiite, guimaraesite with eosphorite, fluorite, and a few others were the main "new" finds. (Charlie Key says that the shattuckite is coming to an end.)

Overall, there were fewer people attending the show with many dealers

complaining about it being their worst Tucson Show. For us, it was an average Tucson show.

The show has become too long with spikes in attendance when it first opens and toward the end of the show when the Main show starts. I have been a dealer starting at the motel shows, especially the Desert Inn, to the Main Show, and back to Marty Zinn's Show. I prefer the attention you can give your customers and comfort of a motel show to the main show.

The overpricing by many dealers was made evident this year. Several dealers offered specimens in excess of \$50,000 one day, and discounted the piece by \$30,000+ to the same person the next day. I have never seen minerals as overpriced as at this show. Many dealers (I use this term lightly) are trying to make their entire show by selling one or two pieces.

The internet allows the miner to see the end price, and he will often expect the same price for the piece. I have always thought that the person that took major risks in life and job should be paid a larger percentage, but it has raised the price of minerals. The high cost of the minerals and higher expense of travel has already added to the price of minerals. We do

not need dealers to try to mark that high cost up 10 to 20 times.

Since 911, it has become more difficult to travel and for foreigners to come to the United States. We are having fewer dealers come from other countries - except China and India. Tucson used to be the best attended show in the world for third world suppliers. I believe that honor now belongs to Munich or Ste.Marie.

All right, I'll get off my soap box. Next week, I will have a updates containing coquimbite, shattuckite, and miscellaneous minerals.

Chris

Wrights Rock Shop

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