

## A Guide For Calculating The Selling Price Of Your Dichroic Glass Jewelry

Begin by finding the cost per square inch of your dichroic glass.

IF one 3x3 sheet of dichroic glass = \$9.50, THEN \$9.50 divided by 9 sq. inches means the glass costs \$1.055 per sq. inch.

**\*\*NOTE\*\*** We hope that in order to make your piece truly unique, you will be working with many different glass patterns, textures and colors, so when you calculate the per square inch price of your glass, you will want to take the “average” cost of ALL the glass you are planning to use when designing your piece.

After you have fused your piece, you will measure the size of the glass before you cut it down and/or begin re-shaping it. For example, if you began by making a 2” x 2” square in order to make a heart shaped pendant, you would calculate the size of your piece as 4 sq. inches, regardless of the fact that you are probably going to cut off about 1 sq. inch in order to design your heart. Also, be sure to round UP to the next square inch if for example, you wind up with a fused piece that measures 2” x 1.75”.

Multiply the number of square inches in your piece by the per square inch price of the glass you are using (or the average per square inch cost of all the glass you are using). i.e., 4 square inches x \$1.055 = \$4.22

Multiply that number by the number of layers in your piece. i.e., \$4.22 x 3 (layers) = \$12.66

Multiply this number by AT LEAST 3 (and preferably 4!) i.e., \$12.66 x 3 = \$37.98

Remind yourself that you have to VALUE your work so your customers will value it as well! You have created an original work of art; invested a considerable amount of time in cutting the glass, designing and arranging the pieces, firing the glass, re-shaping or fine tuning the piece and possibly placing the piece back in the kiln for a fire polish before affixing the finding. We’re talking about HOURS of work for which you should be appropriately compensated! But wait, because we’re not quite done ...

Lastly, you need to add on the RETAIL cost of a pendant bail or whatever other finding you are adding to the piece. If you were fortunate enough to purchase your findings at below retail, you will still add on the actual retail cost but if you PAID retail, you will add on an extra 30% (i.e., you paid \$8.00 retail for the bail, then you will add \$2.40 to that price, for a total of \$10.40)!

i.e., glass piece at \$37.98 plus sterling bail at \$10.40 retail = \$48.38

**And then, by all means, round this number up to \$48.99!**

**This, my fellow fusing friends, is what you SHOULD be charging (minimum) for a well crafted and beautifully finished, 2" x 2" pendant made from three layers of fabulous dichroic glass and appointed with a sterling silver bail!**