

PDQ patterns.com e-news if we knew...

Standing at the kitchen sink washing dishes after thanksgiving this year got me thinking. Doing menial tasks is a great time to ponder *life's persistent* questions. I was specifically scrubbing on an old (maybe 8-10 years old) teflon coated skillet and the teflon is off mostly around the edges of the bottom, and scrape marks down to the aluminum show through. I remember, it was a gift, and upon using it for the first time I was admonished to be careful with the teflon. Teflon is not a good thing to have on frying pans but we didn't know way back then. *"if we knew"* then what we know now would there have been teflon coated aluminum skillets at all? Would we be cooking on aluminum pans (aluminum is not a well tolerated metal in the human body). Should we go back to cooking with those heavy, smelly old iron pots (good source of iron, which likely saved many a soul from anemia). How many items, tasks, conveniences, necessities in our current daily lives will be "banned" in the future, like so many of our inventions of the past? Tube TV sets irradiate, lead paint damages nerves, kidneys, etc, lemonade made in zinc tubs caused cadmium poisoning, soft drinks cause Type II diabetes, and the list is so endless as to be silly to iterate. The same is true of medicines. I guess every generation has to live with the "if we knew" guilt and pain. There never has been a time when life didn't carry risks, and I tend to expect perfection out of a cosmos that can neither provide perfection, nor stability. Ecclesiastes 1:8 "All things are full of weariness beyond uttering."

The bottom line is: we all just try. It's all we can do. **Try and not give up.** I wish you a very merry holiday season. And thank you for your business this year.

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COUPON *a product review
gets a free pattern*

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marian@pdqpatterns.com
marian@gospelglass.com

tips 'n FAQs

PRICING YOUR GLASS PIECES

by Carol Boyette

There are lots of factors to consider when pricing your finished products, and many things you might want to consider while arriving at a price. You might consider charging per pattern piece. You can charge \$1 or \$1.50 per piece. Another way is to charge by the square foot. For example \$150 per square foot. Depending upon what part of the country you live in, prices per piece and per foot can be quite different.

Always factor in the cost of shipping (WITH INSURANCE) as we all have experienced the piece which gets broken while being sent across the country. (editor's comment: Case in point, the last panel I sent to California was totally trashed by FedEx, and cost \$490.00 just in repairs).

You can charge more if you have designed the piece yourself. If the piece has taken a lot of design work, and many changes have been custom made, then you should be reimbursed for your time. If you used expensive glass in the piece, or the customer has chosen glass that is difficult to work with, that is also a legitimate thing to charge for. Never mind that you use scraps from previous work – the glass still has inherent value.

If a customer is difficult to deal with !! or they change their minds about color !! choose colors that cannot be matched, or want impossible-to-find glass, then your time can be charged.

Other supplies, for instance, if you have used a wooden frame, charge for that item, whether you made it yourself or bought it. Wooden frames actually could add quite a bit of value to your panel, as well as providing additional physical support for your work.

Installation is another issue to consider. I always tell my customers up front that I will not install a piece. They give me the exact measurements or shape and I design it. That way if it doesn't fit, it's won't be your fault and you can charge to alter it. A carpenter or handy man should be good at installation. That leaves us free to be more focused on our art.

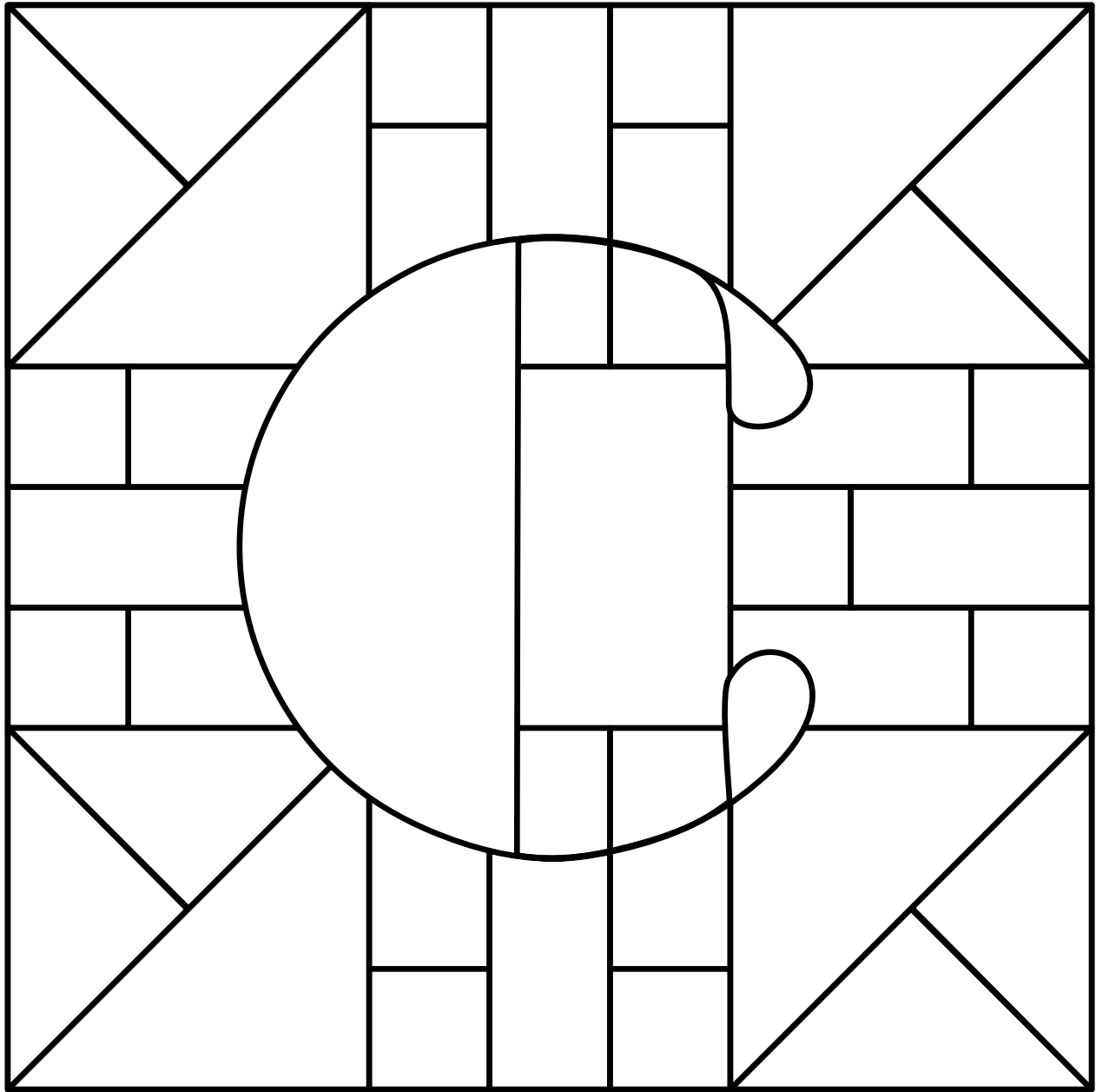
Always bear in mind that undercharging for your beautiful designs and workmanship has the unwanted effect of devaluing the work of all of us, everyone who does glass for fun and profit as well as those who make a living at it. This is easily seen when you look at items shipped if from countries where wages are not fairly set and the burden of mass production is paid for by under appreciated craftsmen. Imports from poorer countries and factory made stained glass is doing this to us already. The last thing you want to do is have any part in bringing the market price down for everyone else.

Our main advantage in this market is "customization."

new patterns



pattern for December



Quilt - block type alphabet stained glass pattern
This doubles as a quilt block pattern with applique-letter C