



How to Price Your PMC Works

using the PMC Supply.com 200gram scale

PMC Supply.com offers a precision 200 gram weight scale. The scales are very useful for helping you determine a selling price for your finished PMC pieces. The scale will weigh 200 grams in 0.1 gram increments. We also include (at no additional charge) a 100 gram calibration weight to keep your scale finely tuned for precision weighing.

There are many formulas for pricing your work. The one that we see most commonly used is as follows: Take the weight of your fired piece in grams, multiply that by 3 and multiply that result by your dollar cost per gram of PMC. To this you add your hourly rate multiplied by the number of hours you have in making the piece. You can add packaging, insurance and shipping to this if you are going to be shipping the item to a customer. You can of course adjust the final cost taking perceived value into consideration.

For example, let's say you had a piece that weighs 20 grams fired and you paid \$1.50 per gram. Your hourly rate for making the piece is \$25 per hour and it took you two hours to make it. So based on the "formula" above you would calculate $20 \text{ gr.} \times 3 \times \1.50 or \$90.00 for materials. Labor would be $\$25.00 \times 2$ or \$50.00 so the price for the piece would be $\$90.00 + \50.00 or \$140.00. (You would need to add the cost of any stones or findings to this also). If the shipping, packaging and insurance came to \$10.00 then the total you should sell the piece for is \$150.00

Please Go to the our web site www.pmcsupply.com and see this great scale and many other new items that we have added to our line.

PMC Supply.com

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