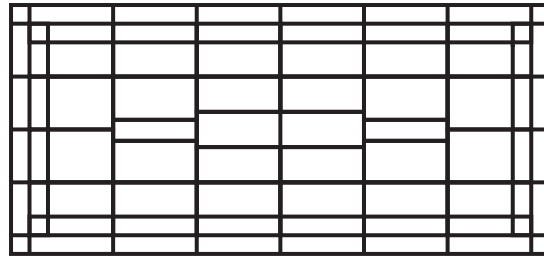


Pre-glazed Lead Came - Comparison with hand-puttied panel

Once you've tried Pre-glazed Lead Came, you'll never want to putty your windows again! Your panels are stronger, cleaner and immediately ready to install. Use stained glass panels made with Pre-glazed Lead Came in a double-glazed insulation unit for a slimmer, smarter look – available with spacers of 6 mm, thus a stained glass panel, spacer, and an insulation glass.

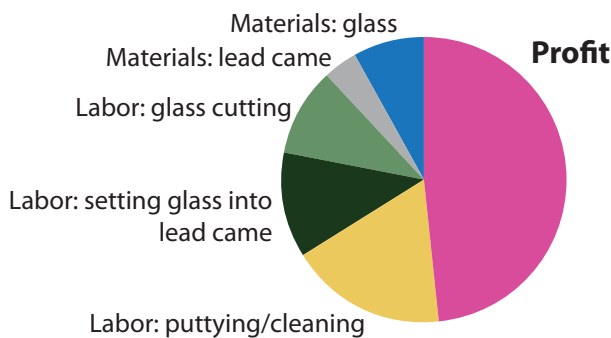
The savings that you get with the Pre-glazed Lead Came is a labor savings since you no longer have to putty your windows – but the material costs are increased, yet more than offset, by the additional cost of filling the lead came.

As a general example, a glass studio has been asked to construct the panel below (130 x 60 cm) and has given a price of € 370 to the client. Let's compare constructing the panel with the traditional putty and constructing the panel with the pre-glazed lead came.



Panel puttied by hand

Panel with pre-glazed lead came



For both methods, the glass studio has material costs (mostly glass and lead came), and labor costs: cut the glass, set the panel, putty and clean the panel. Once these items have been paid for, the difference between that and the cost to the client is the profit.

On the left hand side, the glass studio receives roughly 45% profit. But they've spent significant time on labor to putty and clean the panel. On the right-hand side, the cost of the materials has increased – the cost of glass and lead came remains the same but there is an additional cost to fill the lead came with the pre-glazing material. The labor to cut the glass and set the panel remains the same, but since the glass studio has used pre-glazed lead came, the labor for puttying and cleaning is reduced to a minimum, and there is a significant increase in profit. **The material cost of using pre-glazed lead came is far less than the labor cost of using traditional putty, resulting in a significant increase in profit.**

This is an increase in the profit of € 35 for this one panel of 0.78 m². If this were a series of 20 panels - knowing that with multiple panels of the same design one has a savings in glass cutting cost but not in puttying costs - the profit increases by € 700.

For a studio that creates:

■ 1000 m² stained glass per year, that requires roughly 22,430 meters lead came, **the savings would be roughly € 45,000/year.**

■ 500 m² stained glass per year, that requires roughly 11,215 meters lead came, **the savings would be roughly € 22,500/year.**

Contact us for more information or come participate in a hands-on workshop to try out the Pre-glazed Lead Came for yourself by making a panel with this revolutionary technique! Prefer a demonstration at your studio in the Netherlands or Belgium – just let us know, we'll come visit you.