

August 8, 2005

Alan,

I talked to the manager at Michigania today about selling my pictures there. She liked my photos and was willing, but after doing some calculations, I doubt if I could make any money. She wants 40%. She suggested I charge \$50 for a 11x14 matted picture and \$30 for a 8x10 matted picture. At 60%, my share would be \$30 and \$18, respectively. Dancing Crane is charging me \$14 for an 11x14, and if I figure \$6 for (double) matting, my cost is \$20, leaving me \$10 profit. It is worse for the 8x10. Print cost is \$7.75 and (double) matting might be as low as \$4, for a total cost of \$11.75, leaving me \$6.25.

I'm going to shop around and see if I can get cheaper prints before I abandon the idea altogether.

I sold nothing at the REO Town Art Market, but there was one woman who intends to buy at least one picture. She would have bought it Saturday, but she didn't like the frame. It was 3 5x7s in one of the frames I bought at Craig's. She also might buy more - she said she wanted them for Christmas presents. She said she had been looking for Michigan pictures, and couldn't find what she wanted at Michigania.

There was quite a lot of traffic at the Art Market, and my photos got a lot of compliments. But no sales. I displayed them on an A-frame rack I built last week. It is 6 foot tall and 7 foot wide and hinged at the top. It worked great. I secured the (framed) pictures to it with cable ties. It held all of my 28 pictures. I hauled it on top of my car, using the foam blocks and straps I use to haul my canoe.

Steve