

Mile High Wildlife Photography Club

November 2009

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Fine Art Galleries—Part One: Making Contact

by Nancy Rynes

Are you considering selling some of your photographic prints for the first time, or maybe expanding on your current sales strategies? Fine art galleries could be a great way to make extra sales and get your work in the public eye. How do you establish a relationship with a gallery? This series of articles will give you some basic information from researching galleries, all the way through to signing a contract, and beyond.

Before you begin this process, start thinking about galleries you'd like to approach. Maybe you know of some fairly close to home – these would be a great starting place for you if you're a gallery novice. Start visiting artsy towns, artsy areas of cities, and keep a look out for galleries during your travels. The internet is also a great place to do initial research.

Once you have some galleries in mind, do a little research before you contact them. Check their website first, go for an anonymous visit, or view any brochures or promo materials you happen to have from them.

Initial thoughts about the galleries you would like to approach should include: would your style fit in, will your work stand out in a good way or will it blend in to the background, can you visit them often to make restocking easier, is there a decent amount of foot-traffic in the gallery? Use the internet, anonymous in-person visits, and referrals from professionals to gather a list of potential galleries. If a gallery doesn't look like it would be a good fit, cross it off your list for now.

Additionally, make sure to have the following materials ready so you can adequately show your



work: your website, brochures, samples (matted/wrapped or framed), photographer's statement, resume, and bio.

Once you have a list of galleries you think might be a good fit for your work, take some time to more thoroughly research each one. Check their websites in depth – sometimes galleries will post information for prospective artists/photographers (when to submit your work, how to submit, what to include, are they accepting new artists). Always follow their instructions before reverting to the general guidelines that follow.

If there is no information on their website you're going to need to call them to get some details. Don't be intimidated by the prospect of talking to the gallery manager – they are used to speaking with new talent. Also remember that they are business people, so be considerate of their time. It's best to phone them midweek and during the early to middle

of the afternoon if possible. Avoid calling on their busiest times: weekends, Mondays/Tuesdays, or Fridays.

If you haven't done any calling like this before, it's probably best to experiment on your least favored galleries first. This gives you the opportunity to work out the bugs in your "delivery" on a gallery you're not very interested in!

When you call, have a notebook and pen ready to write down the information you learn. Introduce yourself and ask to speak to the gallery manager. Make sure to get *at least* the following information:

- Are they accepting new photographers at this time?
- Are they looking for a specific style or subject matter?
- Do they prefer you to present your work in-person, through e-mail, or snail mail?
- Is there a preferred time of year to submit?
- How do they want the photos presented? (CD, framed, matted and in sleeves)
- What is their commission structure on photos? This will help you determine if it's even feasible to sell your work here.
- What is their typical price range on photos, and what range sells the best?
- Will they sell other forms of your work (postcards, greeting cards, calendars, etc.)?
- Do they typically put their photographers on contract? What are the terms?
- If they sound interested and ask you to bring in your work for a viewing, by all means schedule a showing ASAP!



From The Webmaster

The club website, www.mhwpc.org, now has online help. The topics are still being created, but there's enough up there now to make it useful. If you have a question about how to do something on the website, visit the Help Topics which are available under the Help menu.

Ads now receive more visibility because an email with the ad is sent to all members when it's posted. If you have some camera equipment to sell, or if you want to buy some equipment, go to the Ad page via the News & Info menu to post your ad.

Remember, you can control your communication preferences through your Manage Account page. You can sign up to receive meeting notices, meeting summaries, competition submission window notices, and blog posts. While on your Manage Account page, you can also upload a picture of yourself or create a link to your photography-related website.

If you have any questions or suggestions for how to improve the website, contact the webmaster (webmaster@mhwpc.org).

FOR SALE!

Canon EOS 20D camera body, good condition, \$350 or best offer.

Bob and Nancy Stocker, 303-759-4056



Hospitality for the November Meeting

Lois Lake - Cookies/Snacks

Jeremy Joseph - Beverages



Our Club Members had a good month in being recognized! Congratulations to the following members:

Lara Hardesty's photo "Ice Dancing Ducks" has been juried into the top 100 of 3,250 entries in the NANPA (North American Nature Photography Assn) Showcase Competition. "Ice Dancing Ducks" will appear on the NANPA website throughout 2010! It will also be projected in the auditorium each day at NANPA's Summit in February and will appear in the 2010 NANPA print journal "Expressions."

Russ Burden has been chosen as a Highly Honored Photographer in the 2009 Nature's Best Photography Windland Smith Rice International Awards. Russ will be featured in this year's Fall/Winter edition of "Nature's Best Photography!"

Donna Carr had a photo juried into the top 250 of NANPA and will appear in "Expressions" magazine.

Cathy and Gordon Illg's photo of a porcupine eating a flower was used on the cover of "All Animals," the magazine of the Humane Society of the US. The photo was submitted to the magazine by the Illg's stock agency, Animals Animals.

Mile High Travels and Tag Along Trips

Would anyone be interested in making a trip to Yellowstone for a guided Wolf Viewing with Yellowstone Wolf Tracker? Fee for the guide is \$350 per day for up to 4 people.

Anyone interested in Mile High Travels or Tag-Along Trips can contact Chuck Winter.(303)972-2538, cwinter80127@gmail.com OR cwinter@mii-rmcc.com.

Upcoming Programs

November

Lisa Schneizer from the PSA will be presenting a program on the benefits of a Photographic Society of America membership.

December

Club Holiday parties in December:

North Metro - Date & Location TBD

South and East Metro - Date & Location TBD

Contact Chuck Winter if interested (303) 972-2538

January

Glenn Randall will be presenting a program on Red Rocks Country.

February

Our presenter will be Richard Seeley - Photographer from Gloucester, MA and Silverthorne. Check his website richardseeleyphotography.com

March

Our presenter will be Russ Burden, Presentation TBD

April

This month's meeting will be used for the selection of images for our next exhibit at The Wildlife Experience. Theme TBD

May

A presentation of Wildlife Photography by Weldon Lee.

June

Charlie and Rita Summers will present a program on Antarctica.

October Club Competition Results

Judge: Gordon Illg

Club Members: Wildlife



First Place

Gray Jay
Lara Hardesty

Other Wildlife Winners:

2nd	<i>Bighorn Portrait</i>	Reed Nelson
3rd	<i>A Busy Ladybug</i>	Jim Graham
HM	<i>Alaska Brown Bear Diving</i>	Peter Miller
HM	<i>Willet Fishing</i>	Nancy Stocker

Other Scenic Winners:

2nd	<i>Leaf In It's Autumn Glory</i>	Lois Lake
3rd	<i>Last Dollar Scenic</i>	Tim Visser
HM	<i>Maroon Scenic</i>	Reed Nelson

Club Members: Scenic



First Place

Streams Of Light
Mary Paetow

Club Members: Open



First Place

Recent Arrival
Matt Schaefer

October Masters Competition Results

Judge: Gordon Illg

Masters: Wildlife



First Place

Avocet Altercation

Jan Forseth

Other Wildlife Winners:

2nd	<i>Kgalagadi Leopard</i>	Charlie Summers
3rd	<i>Dipper</i>	Rita Summers
HM	Caribou	James Hager

Other Scenic Winners:

2nd	<i>Oregon Sunset</i>	Russ Burden
3rd	Early Morning on Dunraven Pass	Rita Summers

Masters: Scenic



First Place

Orange Aspen Leaves

Reb Babcock

Masters: Open



First Place

Artemis

Jan Forseth

At the Last Meeting

The October meeting began with a discussion of "The Wildlife Experience" (TWE) show for 2010. TWE wants a scenic focus for our exhibit, to better fit in with other exhibits running simultaneously. During the meeting, club members discussed possible themes for this exhibit that would be keep in mind TWE's request for scenics, yet be wide open enough to allow for interpretation. The best idea for a theme was "Nature's Glory," but the membership decided to continue the discussion online via e-mail. Any further discussions or suggestions about this theme should be directed to Chuck Winter.

December meeting: the club membership voted against holding a formal December meeting at TWE. Smaller portions of the club membership may decide to get together on their own.

The October presentation featured Gordon and Cathy Illg discussing "The Nuts and Bolts of Nature Photography." Gordon's presentation focused on finding and establishing a vision as a photographer. He also gave examples of ways to overcome obstacles that would prevent a photographer from realizing his or her vision. The first step is to know your story and what you want to say.

Some ways to establish your vision include:

- ◆ Experiment with cropping and zooming (in/out) – these relatively simple techniques can make your photo tell different stories.
- ◆ Try different lenses. Note that the animal itself can dictate what focal length lens you need to use.
- ◆ Simple environments can help animals stand out in the photo.
- ◆ If it's possible, spend time composing your shot.
- ◆ Keep in mind that small animals, even mice and insects, can make interesting subjects.
- ◆ When bad weather strikes, do the best with what you've been given – experimenting with scale might help.

- ◆ Don't get caught up in an expected way of doing something – be open to the unexpected.
- ◆ Make the best of photographing animals at night – use multiframe setups and blinds if necessary.
- ◆ Try fill flash in scenic photography – use it to add light to the foreground.

Gordon also gave some great tips on night photography of stars, the moon, and the aurora borealis. He preferred star photography using less than a 25 second exposure. Aurora borealis looks beautiful with a 20 second exposure, especially with a little moonlight to highlight the landscape.

Everyone at the meeting got some great ideas for creating great photos and establishing a vision for their photography.

Meeting Snacks Volunteers Needed!

It's time to sign up to provide snacks for next year's meetings! January is closer than it seems... or maybe not, given the late October weather. Here's how to sign up:

- 1) Log onto the MHWPC website.
- 2) Click on "Members" in the middle of the bar below the club name and picture. "Snacks" is on the bottom of the menu that descends.
- 3) Click on Snacks.
- 4) Find the date and item you wish to provide (snack or beverage) and click on Open, Sign Up.
- 5) Your name will magically appear where you wanted it. (Isn't James Hager, our webmaster, truly amazing?)

Volunteering for this and other needed functions at MHWPC is an essential part of making our club work smoothly. Thanks to all who volunteer. - Nancy Stocker

Digital Study Meeting

Our Digital Classroom meeting for October was cancelled due to snow that Wednesday night.

Our November meeting will be on the third, not the fourth, Wednesday due to the Thanksgiving holiday. The program will be an "Expert Challenge Break Out Session". Rita, Russ, Sam, Bob Cross (we volunteered you), Bob and Nancy Stocker, and Matt Schaffer for Elements. Each of the above members will work with a small group helping each person with an image they bring to the meeting. The idea is for the "expert" to work with each person in their group to bring out the best in the image. Be sure to bring your images on a flash drive so each "expert" can download it to their laptop.

There will not be a digital study meeting in December—Have a Happy Holiday Season!

All paid members are encouraged to attend the digital study meetings. The meetings start at 7:15 PM, normally on the 4th Wednesday of each month. Enter through the main entrance, not the doors used for accessing the theater. Bring a notebook and writing implement to take your notes.

Member Workshops and Seminars:

Cathy & Gordon Illg – Workshops:

The Illg's can be contacted at:

Adventure Photography 303 237-7086 or

gordon@advenphoto.com

www.advenphoto.com

2009 and 2010 Schedule includes:

- ◇ Alaska: Eagles, November 15-21
- ◇ Utah: Arches & Canyonlands, November 30-December 5
- ◇ California: Beauty & The Beasts, January 18-23
- ◇ Alaska: Northern Lights, February 28 - March 6
- ◇ South Texas: Private Ranches, May 3 - 8
- ◇ Ecuador: Galapagos National Park, May 17 - 27
- ◇ Colorado: Alpine Adventure, Mt. Evans, June 12 - 15
- ◇ Minnesota: Wildlife Babies, June 17 - 20
- ◇ Colorado: Rocky Mountain High, July 18 - 23
- ◇ South Dakota: Badlands National Park, September 19 - 24
- ◇ Colorado: Colorado Color, September 26 - October 1
- ◇ Minnesota: Fall Wildlife, October 2010
- ◇ Costa Rica: The Cloud Forest, November 8 - 17
- ◇ Utah: Arches & Canyonlands National Parks, December 12 - 17

We are offering our NANPA discount to all club members also – \$50.00 discount on less than 5 day tours and \$75.00 discount on all other domestic tours.

Member Workshops and Seminars (continued):

Russ Burden's Photography Tours:

Visit www.russburdenphotography.com. Or
Contact Russ at 303-791-9997,
rburden@ecentral.com

2009 and 2010 Destinations include:

- ◇ Dec. 1 -7, 2009 - Bosque Del Apache & White Sands National Monument
- ◇ Feb. 17 - 24, 2010 Florida Birds: Everglades / Fort Myers / West Palm - special low price.
- ◇ Apr 17 - 23, 2010 Monument Valley / Slot Canyons
- ◇ May 8 - 14, 2010 Arches & Canyonlands National Parks - includes 5 sessions of Photoshop instruction
- ◇ May 22 - May 31, 2010 Oregon Coast - 10 day trip
- ◇ June 12 - 18, 2010 Tetons and Yellowstone National Parks in Spring
- ◇ Sept 23 - Oct 3, 2010 Tetons and Yellowstone National Parks in Fall - 10 days
- ◇ Oct. 19 - 24, 2010 Hunts Mesa - Aerial perspective of Monument Valley includes TWO days in Capital Reef National Park.
- ◇ Nov. 2 - 8, 2010 Bryce Canyon and Zion National Parks
- ◇ Dec. 4 -10, 2010 Bosque Del Apache & White Sands National Monument.

Mile High Wildlife Photography Club

President: Matt Schaefer

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shjff@aol.com 303-688-5107

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Webmaster: James Hager

<http://www.mhwpc.org> webmaster@mhwpc.org

TEAM LEADERS

Monthly Programs: Chuck Winter

cwinter@mii-rmcc.com 303-972-2538

Membership: Rita Summers

ritasummers@gmail.com 303-840-3355

Special Programs/Field Trips: Chuck Winter

cwinter@mii-rmcc.com 303-972-2538

Competition: Russ Burden

Competition Scoring: Chris Loffredo

Competition Entries/Judging Coordinator:

Fred Stearns 303 400-0385

Snacks/Greeters: Nancy Stocker 303-759-4056

Publicity: Buzz Soard 303-779-9933

Library: Betsy Lamb 303-841-2565

BOARD of DIRECTORS

Rita Summers • Russ Burden

Chuck Winter • Chris Loffredo • Ron Eberhart

November Meeting

Wednesday, November 11th

7:00 p.m. – 10:00 p.m.

at

THE WILDLIFE EXPERIENCE

10035 South Peoria

Competition: Wildlife, Scenic, & Wildlife CC

October Attendance: Approximately 62

November Digital Training Meeting

Wednesday, November 18rd

7:15 p.m. – 9:30 p.m.

Please send your articles and input to

newsletter@mhwpc.org.