

## Stock Photography

Web based stock photography (agents who you post images with who sell them on your behalf) is still struggling with the changes to its own industry.

The development of Micro-Stock the "pile them high sell them cheap approach" still splits the

market its either the best way forward or the devil incarnate.

I still submit to both business models, but never with the same images I keep the two stock models completely separate. This model works I have no problem with micro but would never dream of giving them some of my images.

I receive about 2 requests a month to submit my images to stock houses, most of these are fly by night affairs or are simply after getting hold of your images for their own use.

But I received a message

recently that simply told me I will not be able to deal with them (a stock house) because I also dealt with micro-stock. Fair enough you might think if they don't want to take my images, but I was actually trying to set up an account to purchase images for clients.

This web stock house actually has a list of micro-stock houses that you are not allowed to deal with if you want to be involved with them.

I would like to bet this stock house will be gone long before micro-stock burns itself out, the sooner the better for me.



*Typical Micro-Stock photograph*

## Building an Exhibition

From previous newsletters you will be aware that I have been putting an exhibition together, this is the biggest I have done with between 70 and 100 images being displayed.

Getting the exhibits together has meant relying on some crucial suppliers, on the web site I have started listing suppliers that excel themselves.

Peak Imaging of Sheffield printed the main prints for me, extremely high quality at a fair price and they arrived well packed and at the date requested.

XXL Canvas prints were used for some very large stretched prints on wooden frames, this company based in Berlin are excellent for both quality and price.

Two new suppliers were used, the first was for the mounts, these were both for smaller items to sell at the exhibition and for the main

exhibition prints. The order was non standard and took a lot of discussion with the suppliers to arrive at the best options. Ordered from Cotswold Mounts, based in Cheltenham, they arrived within days, well packaged and correct to specification.

The second new supplier was for the production of post cards and a small selection of very special printed images, I tried different suppliers and could find no-one confident about printing the image files. Eventually I stumbled on Photobox© an online photo printing company, the order was placed and received as requested.

This company thanked me for the order in an email at 15:09 and then told me it had been dispatched at 17:00 the same day, I received the completed order at lunch time the next day.

The products were superb and arrived well packaged and it was a pleasure to deal

with them, I have since used them again for a different order and received the same high level of service.

The work and the cost of putting on an exhibition of this size has helped me appreciate what happens behind the scenes of some of the exhibitions I have attended in the past. If effort and long hours count towards an exhibitions success then this one will be a successful affair.

I think everyone who has been involved will be looking forward to a rest once the exhibition starts.



*From the harbour in Essaouira, Morocco an image from the upcoming exhibition.*



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## Facilities

The studio is gradually taking shape, the outside has started to be tidied up and does not look so much like a building site now.

Keeping in touch with my Geordie origin we have the Northumbria flag flying and the doorway is guarded by Alan Shearer.

Inside the studio and office areas are being transformed into a gallery and shop for the exhibition, there is still a great deal of work to do but we are confident we will be ready.

Exhibition 13th - 22nd September 2008.

### Project focus:

A specific set of images for use by "The Centre For The American West", the images depicting power supply and distribution was to be used in their annual report.

Images were shot throughout Aberdeenshire including the one on the right which became their main image.



*Actually photographed at  
Boyndie in Aberdeenshire*

## New product lines

As part of the business changes, I am introducing new products all of which will be available online in the near future.

The first new product will be a set of postcards, that will be sold individually and in complimentary sets.

The second product will be a set of fridge magnets using images from landscapes and animals initially.

Both these products will be available at the North East Open Studios gallery days in September, also a set of postcards and fridge magnets specially selected for raising funds for the ILPH.

Other new products are in the pipeline and it is hoped to add to those available very soon.

## Latest News

**There will be a change taking place to the format of the newsletters, for the next few editions each newsletter will look at one of the services provided.**

**The next edition will be looking over the wedding services we provided and highlighting how we differ from other suppliers of this service and why.....**

## Dog Portraits

I still provide a service for those of us who love our animals, pet portraits, equine photos and working dog images are very popular.

Portraits of mans best friend whether it is a pet or a working dog is all about getting the confidence of the animal, allowing time for the animal to get to know you.

The actual photography has to be natural so the dog needs to be in an environment it feels relaxed and as with humans it should not be put into a pose that looks unnatural.

Lighting is an issue when photographing animals, a perfect pose can be lost if an animal has not gotten used to the flash. So where possible I use reflectors to add light, if a flash has to be used set it off several times while the dog relaxes so it gets used to it.

When taking the shot get down to the dogs eye level and keep the lens cap on until the dog settles, for some reason the lens just has to be



licked by the dog. Then click away and you will get that shot you want.

