

Art World News

APRIL 2025

THE INDEPENDENT NEWS SOURCE

ARTEXPO NEW YORK CELEBRATES 48 YEARS

Celebrating its 48th year, Artexpo New York hosted more than 200 innovative national and international exhibiting galleries, art publishers and artists from more than 27 countries across 70,000 square feet of uninterrupted convention space. Go to page 14.

NARRATIVE DRIVES PRINT MARKET RESILIENCE

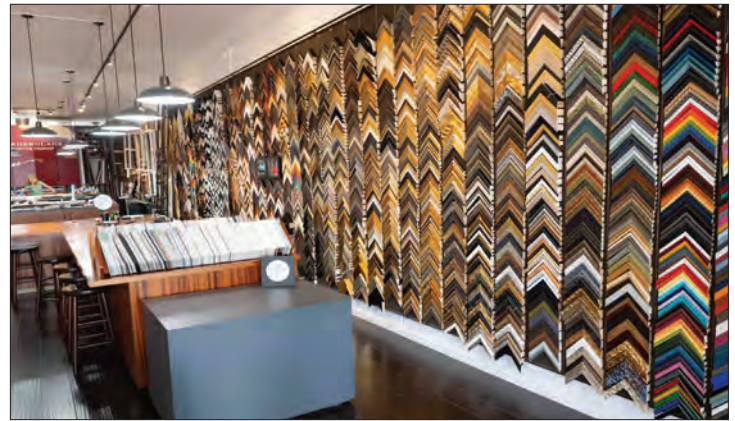
Barney Davey says that the print market's emphasis on backstories is more than a passing trend; it is a fundamental driver in the industry's dynamics. Narratives keep the audience engaged and interested in acquiring prints. Page 24.

PRESENTING GETLOCAL PHOTOGRAPHY.COM

Photographers Clifton Haley, Craig Alexander and Serge Ramelli have founded getlocalphotography.com specializing in bringing world class photographic art in curated collections to art galleries and custom frameshops. Page 18.

CRAFTING A DISASTER PLAN: ARE YOU READY?

A solid disaster plan isn't just a good idea; it's essential. We can naively hide our heads in the sand and think "it won't happen to me," or we can plan now and develop preparations that will be a lifeline. Go to page 26 to learn how to protect your business.



Underglass Custom Framing is located in San Francisco.

CUSTOM FRAMERS FIND SUCCESS IN SOFTWARE/APPS

Custom framers look to software and applications (apps) to make their job easier, as well as to help educate customers on all of the many facets that go into making their final product. But ask anyone in the industry, the needs of framers are ever-changing and go beyond point-of-sale (POS) assistance. Today, retailers' software/apps must be user-friendly, offer security, advanced reporting features, integrated payment processing options, up-to-date inventory management, omnichannel capabilities and visualization sales assistance. This means that a software/app companies' greatest feature is adaptability and response to the needs of framers. At Virtual Framer—a visualization, pricing

and sales tool app created specifically for picture framers—working with its customers has brought many new features. The app also offers instantaneous frame design with various moulding, closed corner, *continued on page 10*

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QUOTE OF THE MONTH:
"Many framers worry about wasted time, pricing mistakes or disorganized workflows that lead to unhappy customers or lost revenue."

Spencer Wright, page 10

ELENA BOND

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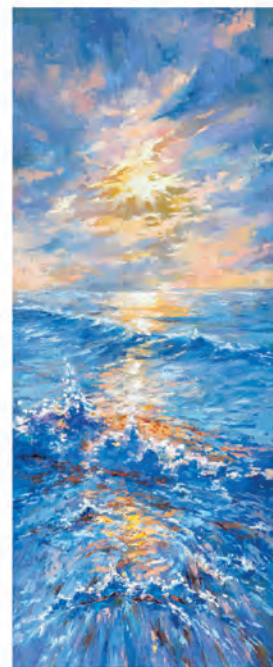
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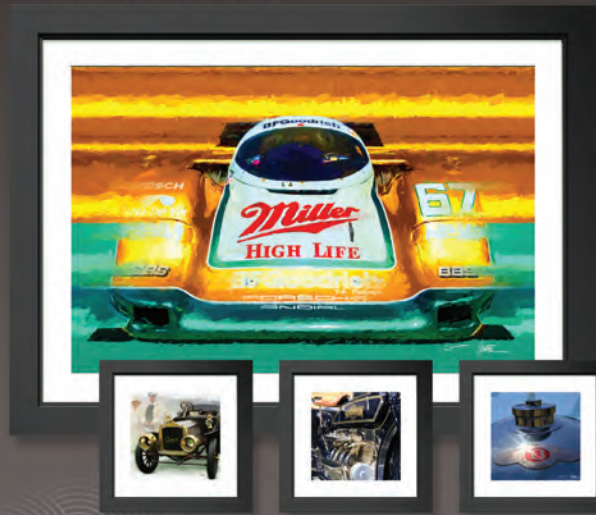
"GTD PRO" - Acrylic / 24"X 48"



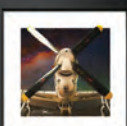
"FORD GT STYLE" - Double Stack Float / 24"X 72"



"LATERAL G5" - BLACK with Mat / 32"X 48"



"12" TILE" - BLACK no Mat



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Shown is "Bristol"
by Garland Flowers.
For more information,
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Framers Find Success with Software/Apps

Today, software/apps must be user-friendly, offer security, advanced reporting features, integrated payment processing options, up-to-date inventory management, omnichannel capabilities and visualization.

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New Framing Products

In this month's Focus on Framing, new custom framing releases are highlighted from various companies with new moulding collections, line additions and extensions, new acrylic sizes and catalogs.

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What's Hot in Open Editions

This month's What's Hot in Open Editions features a variety of the latest best selling open edition prints, most available as print-on-demand images, and it includes contact information as well.

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IN OUR OPINION

Making the Most Of It

Excuses are flying around like spring pollen in the air. Whether someone wants to talk themselves into or out of a decision, there are enough real factors blowing in the wind that can be selectively employed to support most any action or inaction. Still, the beat goes on. Art galleries and frameshops open each day and put their best foot forward to convert everyone who walks through the door into a customer. However, sizing up a prospective client has never been more difficult. It's so easy to get tangled up when trying to empathize, sympathize and educate while nurturing enthusiasm and wonder. How does one cast the foundation of a sale while the clock is ticking.

The answer, is to create your "elevator speech" that, within 30 seconds, expresses the value of what you do and what you sell. The basic function of an art gallery or a frameshop is that of a problem

solver. People enter shops because they are focused on receiving or acquiring a benefit that they believe you can offer. As a retailer, you have seconds to make a responsive first impression that confirms the match of your ability and their need.

The structure of the pitch as three components. First, it clearly states who you help. You have to immediately cater your words to be meaningful. Secondly, state what you deliver. The solution you portend has to be responsive to the needs of the prospect. If you miss this mark, you'll strike out. Lastly, you crow that what you do is special. Suggesting that you and your business alone, is the only unique solution that exists for them. Every person who interacts with the public needs to be able to deliver an elevator pitch. It takes time to craft one and practice on its delivery. When mastered it can become a game changer for you and the client.

John Haffey
Publisher



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ARTISTS & PUBLISHERS

Arcadia Gallery Celebrates 25 Years

Arcadia Gallery in New York, NY, is celebrating its 25th Anniversary with a retrospective exhibition *Then and Now*, a group exhibition featuring more than 20 artists who represent the gallery's past, present and future programming. Some of the artists participating include Mary Jane Ansell, Daniel Bilodeau, John Brosio, Fernando Cidoncha, Shaun Downey, Stephen Fox, Brian Haberlin, Miriam Hoffmann, Andrii Katernyiuk, Malcolm T. Liepke, Jeremy Lipking, Daniel Sprick, Arinze Stanley and Jessie Stern. For more details, call (646) 861-3941 or go to: www.arcadiacontemporary.com.



Brian Haberlin's "Lilies" is a watercolor on paper measuring 13 by 23 inches.

The SunATL Holds Benefit Event

The Sun ATL, located in Atlanta, presents a *Sculptures & Magic party* to benefit the Gathering 4 Gardner Foundation, an educational nonprofit that stimulates curiosity and the playful exchange of ideas in recreational math, magic, science, art, literature and puzzles. G4G preserves and extends the legacy of writer and polymath Martin Gardner, who is celebrated for popularizing recreational mathematics. For further information, call (404) 939-2787 or go to the gallery's website at: www.thesunatl.com.



"Pleiades" by Akio Hizume.

Marta Wiley Releases Rare Collection

Artist Marta Wiley is releasing a highly limited selection of original paintings from her private archive—many for the first and only time. The offering includes a curated suite of original paintings, each signed and accompanied by a Certificate of Authenticity.



"Fairy Ballerina" by Marta Wiley.

These works have never before been released to the public and are not part of any gallery-run collection. Once acquired, they will be permanently retired from any future reproduction. For further information, phone (480) 861-4709 or visit: www.martawiley.com.

Zenith Gallery's 47th Anniversary

Zenith Gallery, Washington, D.C., recently celebrated its 47th Anniversary with an exhibition in Honor of Women's History Month. Artist talks were held on various nights and some speakers included gallery owner and artist Margery Goldberg and artists Mihira Karra, Katherine Owens and Orcky. Participating artists included Mitzi Bernard, Lynda Smith-Bugge, Meredith Osterman, Ram Brisueno, Julee Dickerson-Thompson, Lea Craigie-Marshall, Anne Marchand and Cheryl Edwards. For more information, phone (202) 783-2963 or visit the website at: www.zenithgallery.com.



"Euphoria II" by Nigerian artist Doba Afolabi is an acrylic on canvas

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LA JOLLA, CA—L&G Projects has announced the opening of a second gallery location in collaboration with Pacific Sotheby's International Realty in La Jolla at 1111 Prospect Street, right across the street from the historic La Valencia Hotel. The new location features artists from the first gallery's internationally established program, as well as work from C. Dutch, Mandy Racine, Udo Nöger, Otto, Gary Komarin, Sepideh Ilesley, Neill Wright and Jose Margulis, whose "Portholes," a set of nine Plexiglas sheets with brushed aluminum composite, is shown. This second gallery location will also be part of First Friday Art Walks which takes place every first Friday of the month from 4pm to 7pm. L&G Projects founder George "Theo" Theodorakos opened the gallery's original La Jolla village location in 2015. Both locations will offer collectors on-site consultations, private viewings and in-home curatorial services. For further information, telephone (858) 263-4157 or go to the L&G Projects website located at: www.landgprojects.com.

FRAMERS FIND SUCCESS IN SOFTWARE/APPS

continued from page 1

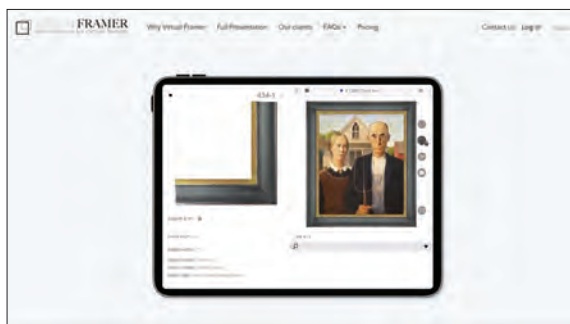
fabric and matboard companies, as well as a state-of-the-art point-of-sale and customer relationship management program.

"Virtual Framer primarily began as a visualization system for framers," says Rob O'Donnell, director of U.S. operations. "Our earliest subscribers kept asking for a point-of-sale element so that was quickly added. At present, the pricing function of Virtual Framer is as good as those of its competitors, with its matboard and glazing pricing easily the most accurate available. Though our founder and CEO, Khaled Feki, began development of the app five years ago, it has evolved rapidly. This is probably the greatest feature of Virtual Framer. Khaled and our developers are immediately responsive to the wants and needs of its users. Over the years, we have added major features on a near monthly basis from the start and continue to do so."

Another new tool introduced by the company is helping custom framers organize their business. "The most recent added feature is a secondary companion (and included) app called Virtual Workshop," he says. "This new and expansive app has been specifically designed to help the framer organize his or her back

room/workshop. It is connected to Virtual Framer in that every order taken in can be monitored and fulfilled within Virtual Workshop and through the simple use of any smartphone. Virtual Workshop allows the framer and his or her employees to know the status and loca-

ago. It's evolved from a back office tool to a front-line business growth platform. Framers today are looking for software that does more than just process orders—they want tools that streamline operations, save money and elevate the customer experience. Ease-of-use, cloud access and seamless pricing integrations are key. More and more, framers also want built-in marketing features to help them drive repeat business and stand out in an evolving market."

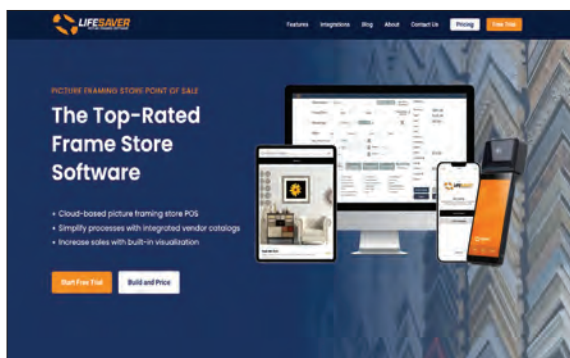


Virtual Framer, www.virtualframer.com

tion of every project and piece of art instantly."

At LifeSaver Software—a cloud-based software for managing inventory, pro-

One of LifeSaver's new features allows for more fluid communication with customers. "Recently, we launched two-way texting so shops can communicate directly with customers without juggling multiple platforms," he says. "We also added text-to-pay and automated review requests among other communication features. Framing is unique because there are two points-of-purchase: dropoff and pickup. We want to help streamline the time in between those points."



LifeSaver Software, www.lifesaversoftware.com

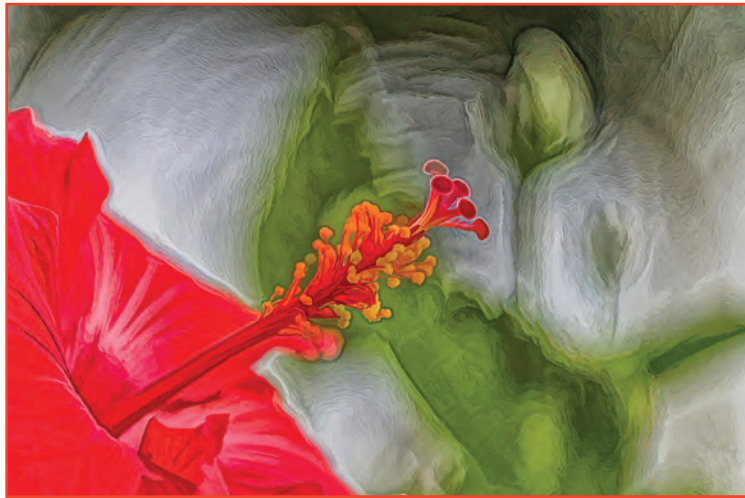
cessing orders and providing tools to grow business—helping framers organize their day-to-day operations is vital and that also means adapting. "As retail has changed, so has LifeSaver," says Spencer Wright, general manager. "Today, LifeSaver supports mobile use, integrates with hundreds of vendors and provides customer engagement features that didn't exist 10 years

With the input from their customers, LifeSaver has tools to help framers with all of the various tasks. "Many framers worry about wasted time, pricing mistakes or disorganized workflows that lead to unhappy customers or lost revenue. There's also concern about learning curves with new technology

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Minds Eye Photos

Photography by Alan Goldberg

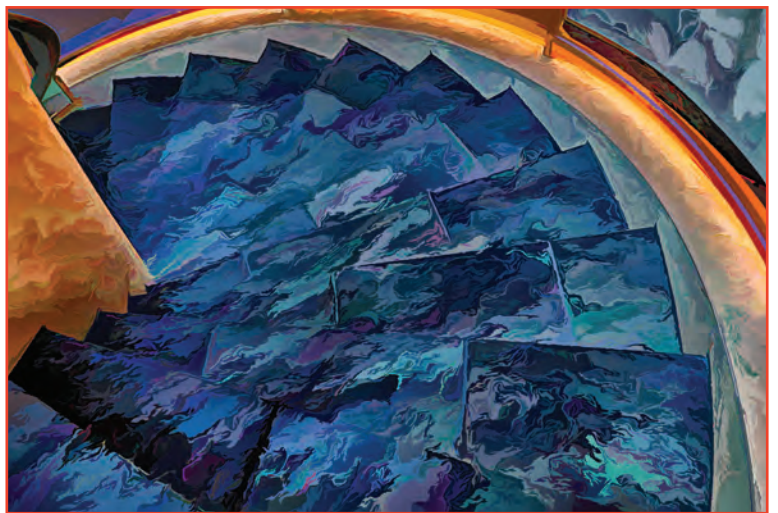


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Alan Goldberg has exhibited at Miami Art Week, Artexpo New York, Art San Diego, Paris Art Expo, Palma, Berlin, Zug, Basel, Athens, Venice, Granada and Dubai and has been published in *Vogue*, *Millennium* (15th Edition), *Contemporary Art Magazine* and *Artist Closeup* #25 magazines.



Minds Eye Photos • Photography by Alan Goldberg • Boca Raton, FL

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BRUCE SILVERSTEIN GALLERY EXPANDS SPACE AND MEDIUMS



NEW YORK, NY—**Bruce Silverstein Gallery**, a contemporary art gallery specializing in photography, has announced the grand opening of a new gallery space, the launch of an expanded program and the debut of an inaugural exhibition. For a quarter of a century, the gallery has remained steadfast in their commitment to photography and those who use the medium in their artistic practice. Throughout that period, the gallery's mission has been singular: to demonstrate that photography is not just an equal but a leading art form, with exhibitions alongside other artistic mediums. The gallery now formally expands its program to represent artists working across all mediums; this expansion is a natural progression for the gallery, enabling it to curate exciting shows, connect with wider audiences, and serve our broad and diverse customer base. The first exhibition in this new space is titled *Photographer as Sculptor, Sculptor as Photographer*, and explores the fascinating intersection of photography and sculpture. Shown is Bill Brandt's "Hampstead, London." For more information, call (212) 627-3930 or visit: www.brucesilverstein.com.

SOFTWARE/APPS *continued from page 10*

—framing is a hands-on craft, and any tech has to feel intuitive and actually support the way they work, not complicate it. LifeSaver is built to handle the full framing workflow—from quoting and work orders to POS, inventory management and customer communication,” Mr. Wright says. “It also supports digital art previews and now includes tools for texting customers, collecting reviews and even sending quotes or payments by text. We aim to be the operational and marketing backbone of a modern frameshop.

“We hear from our customers that LifeSaver saves them hours every week, reduces costly mistakes and helps them present a more professional product to their clients,” he says. “Many users also tell us they appreciate the constant updates and support—we’re not a ‘set it and forget it’ product. We grow with our users.”

Looking to the future, the company is taking its cue from technology in other industries. “We’re working on intelligent marketing tools that use order data to send personalized messages and offers automatically. AI is also starting to play a role in automating tasks, and we’re looking into the many different ways this will transform your business,” Mr. Wright says. “The frameshop of the fu-

ture isn’t about replacing craftsmanship—it’s about giving framers more time to focus on it. Good software doesn’t get in the way; it empowers creativity, improves service and drives profitability.”

Customers of nuTech’s ezFramer Custom Picture



ezFramer Software, www.ezframer.com

Framing Software have expressed to co-owners Liz and Frank Krause that the current financial climate is a worry. “Many custom framers are concerned about the economy and the ability to adjust and meet

problems in the business, and industry, as they appear. “We have always valued the first hand feedback from our customers and they have helped us shape ezFramer into what it is today, from reporting features to order tracking and customizations,” Mrs. Krause says. “Our software is 100% PC desktop compatible. It is not dependent on an internet connection. ezFramer is a one-time purchase program where customers are not required or locked into paying high monthly fees just to access their data, aka software-as-a-service model. We believe

customers should own their own software license from the start. This is something our current and new customers appreciate from us.”

At FerenSoft, owner John Ferens says that looking to the future is important. “Expanding into adding wholesale moulding and matboard features, as well as exploring how AI might be employed in framing software are all things that we are working on.”



FerenSoft, www.ferenssoft.com

changing demands of their customers,” Mrs. Krause says. “Our framers are looking for ease-of-use and simplicity. They don’t have time to learn complicated set-ups or functionality. Our software helps to organize customers and their orders for easy maintenance.”

Communicating directly with customers has helped ezFramer’s updates solve

But that doesn’t take away from what he says are the concerns of his customers today. “Framers are looking for simple, easy ways to adjust (raise) pricing in the software while also having the ability to price any design—from simple to complex—with confidence. Some of the biggest concerns for our customers is the impact of tariffs on moulding avail-

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NEW YORK, NY—
McBride/Dillman presents *Jessica Alazraki: The Shape of Home* as the inaugural exhibition in its new gallery at 195 Henry Street in Manhattan. *The Shape of Home* is both a title and a statement of purpose—it is a deliberate act of positioning, an opening gesture that chooses vulnerability over spectacle, community over trend and personal storytelling over grandstanding. The exhibition explores the meaning of home when carried across borders, when it is inherited through memory, reimagined by migration and held together with thread and community. Born and raised in Mexico City, New York-based painter Alazraki offers a depiction of familial love and cultural continuity, all under threat in the current American climate. Shown is “Window,” an oil on panel measuring 36 by 72 inches.

For more information, visit the gallery's website located at: www.mcbridedillman.com.

ARTEXPO NEW YORK CELEBRATES 48 YEARS

This year's Artexpo New York, held April 3 to 6 at Pier 36 in Manhattan, attracted good foot traffic while some attendees felt that people were a bit more reluctant to buy because of the current economic climate. Celebrating its 48th year and presented by Redwood Art Group, Artexpo New York hosted more than 200 innovative national and international exhibiting galleries, art publishers and artists from more than 27 countries across 70,000 square feet of uninterrupted convention space.

On exhibit was the artwork of more than 1,000 artists and included prints, paintings, drawings, sculptures, photography, ceramics, giclées, lithographs and glass works, among other contemporary and fine art.

For Anita T. Abrams of Accetra Arts Ltd., expanding the company's reach, with artists and clients, was a priority. “I met many new artists at this year's show,” Ms. Abrams says. “I visit the show to enrich my bandwidth resourcing new artists and galleries, and as a way to connect with high-end interior designers to assist in their residential and commercial projects. I scout the show for potential exclusive representations, as well as creating new and lasting relationships with solo artists and galleries.”

Having been an attendee of Artexpo since 1982, she

has seen how the show has evolved. “In those days, the event was exclusively for the art business trade who were searching for dealers and publishers of new works of art. The show grew to include some frame manufacturers presenting their newest lines. It was very well attended then, and eventually the show was introduced to the public. Today's fair is smaller and reflects many changes in the industry itself. The solo artists have self-representation and are able to market



Photo credit: Redwood Art Group

themselves. As a result, this gives me the opportunity to meet artists first-hand and discover new talents. Although Artexpo New York has vastly changed in so many ways over the decades since I have attended, it is still an event that inspires me.”

Exhibitor Gavi Kaplan, a New Orleans-based artist who uses pen to sketch skylines, structures, natural landscapes and more brought 10 pieces of original work, as well as exclusive prints for this year's Artexpo New York. “Participating in this year's show was a dream come true,” he says. “The opportunity to display

my work, on my own terms, to an interested audience in New York City was worth the price of admission. Interactions with collectors and fellow artists filled me with confidence, joy, inspiration and wonder. At times, it was exhausting. At times, I was awestruck. It was a true rollercoaster of emotion and experience.”

Mr. Kaplan said he had three main goals for himself at the show. “First and foremost, I wanted to sell a New York City-themed original work to a private collector who resides amongst the Manhattan skyline that was my inspiration for the work. That goal was accomplished. My second goal was to generate enough revenue to justify a return to the show next year. That goal was also accomplished. My final

goal was to place my New York-themed work within a gallery in New York. That goal was not accomplished—partially due to available time (I incorrectly predicted I would have much more energy to walk certain neighborhoods and promote myself on foot), and, due to the galleries that I did connect with being not the best fit for the art and artist.” But with the connections made at the show, that may still be obtained.

Returning exhibitors, Renssen Art Gallery, reported healthy sales of artwork including Erik Renssen's

continued on page 16

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RE FRAMING 95 EXHIBIT CHANGES THE VIEW ON GREENWICH, CT, HISTORY



GREENWICH, CT—**Greenwich Historical Society** has a new indoor/outdoor exhibition running now through June 30 titled, *Re Framing 95*. Artist-in-residence Aaron Asis with Untapped New York, who has partnered with the Greenwich Historical Society on this exhibition, has installed five floating gold frames around the landmark Bush Holley House and Greenwich Historical Society campus, spotlighting views forever altered by the construction of Interstate-95, the main north-south Interstate Highway on the East Coast of the United States, beginning in 1957. Inside, classic works by Childe Hassam, John Henry Twachtman and other artists who painted at the site, hang beside Asis' modern companions that include the same scenes, but with I-95 included. Call (203) 273-4246 for more information, or go to: www.greenwichhistory.org.

UNIVERSAL ARQUATI REVAMPS WEBSITE

SANTA CLARITA, CA—**Universal Arquati** has launched a new website featuring profile drawings for each item, stock level information per item, new order form submissions, digital catalog download on the homepage and two new machinery demo videos. Visit: www.universalarquati.com.

ARTEXPO NEW YORK *continued from page 14*

"Amsterdam at Dusk," "Lovers," "Two Women," "Pitcher and Apple II" and "Two Nudes with Parasol." They also placed Picasso prints "Harlequin 1924" and "The Cannes Studio."

Artist Shwet Bhatt Shah brought a variety of artwork to show in hopes of appealing to many different tastes and needs. "I created a collection of 10 original pieces, blending bold scale with conceptual depth," she says. "Among them is a striking large-format painting measuring 72 by 36 inches, designed to make a powerful visual statement of the majestic Niagara Falls with a pink, purple and emerald palette. Also, four works, each sized at 36 by 24 inches, explore fluid motion and color harmony in more intimate compositions."

When it came to preparing to exhibit at this year's Artexpo, Ms. Shah wanted to be sure that the work shown was going to leave a lasting impression on attendees. "To push creative boundaries, I also developed two triptychs where each set of three canvases connects to form one cohesive story. These multi-panel works are crafted to engage viewers through movement, rhythm and layered narrative. Each piece in this series reflects my deep dive into the emotional language of the ocean aqua theme through oil on canvas."

These preparations where

at the forefront of Ms. Shah's mind as she created her most recent works. "The show was nothing short of magical and an electrifying dream I had been chasing since 2023. After months of painting, planning and pouring my soul onto canvas, I arrived in Manhattan with a vision: to introduce the world to my aqua-themed collection and make a bold statement as a first-time exhibitor. And wow—what an unforgettable ride it was.

"From the moment the doors opened at Pier 36, I was surrounded by a whirl-



Photo credit: Redwood Art Group

wind of global art lovers, collectors, curators and creatives. The energy was contagious. My booth, gleaming with ocean-inspired oil paintings in shades of emerald, turquoise and teal, immediately started drawing attention. People paused. They stared. They felt the movement and emotion in every brushstroke. That's when it hit me—I wasn't just showing art; I was making a statement."

The show was also a way for her to learn about the needs and desires of her audience. "That insight has sparked a fresh direction for my next collection: thoughtfully curated works in

smaller, more accessible sizes and price points—without compromising on emotion, detail or quality. I'm excited to evolve, adapt and continue connecting with art lovers in meaningful ways. Every experience is a stepping stone, and I'm walking forward with more clarity and inspiration than ever."

Featured in this year's show was the [SOLO] section highlighting established and independent emerging artists from the U.S. and around the globe. The annual lineup of interactive programming, included the Spotlight

Program, a focused look at several cutting-edge galleries and artists chosen by the Redwood Art Group selection committee; Art Labs, a series of projects by leading galleries, art institutions, and art collectives within the fair; Meet the Artists and Live Demonstrations, presenting an interactive experience; and

Discoveries Collection with selections of artwork chosen by the Artexpo New York curatorial team each priced at \$1,000 and \$3,000 or less. New this year was the Redwood Art Prize Contest, an award celebrating artistic innovation and limitless creativity, as well as the Artexpo New York Digital Photo Contest that challenged photographers to capture their most imaginative images.

Next year's Artexpo New York will be held April 9 to 12, 2026, and it will return to Pier 36. For further information, visit Redwood Art Group's website at: www.artexponeewyork.com.



Presenting
the work of
Clifton
Haley



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**FERRARA SHOWMAN
GALLERY PRESENTS
GINA PHILLIPS EXHIBITION**



NEW ORLEANS, LA—
Ferrara Showman Gallery was the setting of the sixth gallery solo exhibition of New Orleans-based artist Gina Phillips entitled, *Don't You Mind People Grinning At Your Face*. This new body of work marks a return to the artist's characteristic studio practice in two-dimensional textile work. Four narrative, mixed media fabric works are accompanied by three plein air, landscape paintings and two, limited edition prints which depict the under-paintings of the textile pieces. In addition to these two prints, this exhibition unveils five other limited edition prints of the artist's acclaimed *Fats Domino Series* in 2009. The exhibition is in conjunction with the Arts District New Orleans' monthly First Saturday Gallery Openings. The exhibition also coincides with the approaching 20th anniversary of Hurricane Katrina. As such, the gallery will be presenting various exhibitions throughout the year to highlight artists who have recovered, rebuilt and are committed to the evolution and continued rebirth of New Orleans and the creative community it inspires. Shown is Phillips' "Borrow Pit," fabric and thread with acrylic under-painting on muslin measuring 106 by 111 inches. Call (504) 522-5471 for details, or go to: www.ferrarashowman.com.

PRESENTING GETLOCALPHOTOGRAPHY.COM

Photographers Clifton Haley, Craig Alexander and Serge Ramelli have founded getlocalphotography.com with the idea of thinking globally, while acting locally. The company specializes in bringing world class photographic art in curated collections to art galleries and custom frameshops, as well as interior designers and architects for large commercial buildings and hospitality.

With a current roster of more than 60 artists located around the world, getlocalphotography.com knows the value of offering pieces featuring locations connected to buyers and have the tagline of: "Your favorite best selling photographs for locals, by locals." As an added bonus to the trade, art galleries and resellers, as well as professional interior designers, corporate buyers, etc., receive 60% off of the company's website sticker prices.

"We are a hub of best selling, world class photography images that have already sold successfully in the retail market and is now being offered to the professional market by targeting art galleries and resellers, interior designers and the decision makers that sign off on 500 piece orders for hotels, hospitals, etc.," Mr. Alexander says.

The company started as a way to teach other photographers how to sell their

work online. "I created an online academy called Thriving Artist Academy four years ago and since then, we have helped hundreds of fine art photographers sell their work," Mr. Alexander says. "The overall goal is to free one million artists so that they are able to work as a full-time photographer. It's an aspirational goal, but one I am excited to spend my life in pursuit of."

From the Academy came a roster of talented photographers from various locations, and with full passports.



"Red Rocks Amphitheater" by Clifton Haley.

Photographer Clifton Haley was living in Africa when he joined forces with the other two founders. Over the last few years, he has traveled more than 10 days out of each month on average and he has sold more than 1,000 images.

"The online academy has grown and grown, and we have expanded now to beyond just selling to consumers, we are now helping the trade with a new line of localized work called www.getlocalphotography.com," Mr. Alexander says. "It comes from the idea, that it's easy to source world class photography of

places, like New York, Boston, D.C., San Francisco, Paris, London, etc. But what about your home town or backyard? People love their own home town, where they live, their little suburb or pocket of the world.

"I have personally owned and run successful art galleries for 12 years and an overwhelming question I constantly got is.... 'Do you have anything local?' This adventure started in 2012 in Nashville, TN, where I began going out and photographing small, local spots in the same way you would expect the famous places and big cities to be photographed. What if Knoxville, TN, or the Hudson Valley, NY, could get the same treatment artistically that the big places got? That was the problem we aimed to solve with getlocalphotography.com."

What Mr. Alexander has found is that consumers are attracted to images that they have a personal connection with and are willing to spend money to acquire them. "People will spend thousands of dollars on their town or city or favorite local landmark, as local, lesser-known areas are often under-celebrated and under-appreciated," Mr. Alexander says. "By celebrating local iconic landmarks and making people feel appreciated who don't

continued on page 22



"Contemporary Vision" 36"x48"
layers of pigmented epoxy on panel



"Butterfly Garden" 40"x70" oil on Belgian linen

Represented by:
Westport River Gallery, Westport, CT
Beacon Fine Art, Red Bank, NJ

John Fatse

JohnFatse@gmail.com

203.209.8584

www.abstractartbyjohnfatse.com

Through a fusion of
mediums and techniques,
my art seeks to challenge
the conventional and
provoke thought,
prompting a contemplative
journey into the depths
of individual perception.



"Extasea" 39"x39"
mica and pigmented epoxy on panel



"Woke up in a Dream" 36"x36"
mica and pigmented epoxy on panel

SOFTWARE/APPS
continued from page 12

ability and prices. Also, keeping pace with price increases from vendors are a worry."

Features of FerenSoft are customer history and recall, POS and creating workorders and invoices, quick recall of previous orders for repeat and/or modifications, flexible, user-controlled pricing of all specialty framing details, dimension calculations, inventory control (moulding, matboard, art), cutting lists and much more. Two of the newest additions include an outside-in project size calculator/estimator/adjuster and improved query capabilities.

Mo Elyas, co-founder and President of FramingPOS, a web-based point-of-sale system designed exclusively for U.S. picture frameshops, says that customer input is the best way to stay up-to-date on technology and a framer's needs. "The goal is to streamline the full workflow—from first quote to final delivery—so framers can spend less time on paperwork and more time on their craft," he says.

Created by Mr. Elyas, a successful framer with first-hand industry experience, FramingPOS integrates seamlessly with tools like QuickBooks Online, Gmail, Google Calendar and Square Payments, and has no hidden fees or unnecessary restrictions.

Some of the newest updates include support for

foreign currencies and metric units to help international shops, the new "Sky View" feature allowing the user to see detailed info about each work order on one screen, a Google Photos App integration that lets users attach pictures from their phones directly to work or-

up in a work order automatically, or syncing documents easily to cloud services like Dropbox for backup and access.

"From the start, we focused on building practical tools based on real-world shop operations—customer

"The goal is to streamline the full workflow—from first quote to final delivery—so framers can spend less time on paperwork and more time on their craft."

—Mo Elyas

ders, the ability to add custom in-house products like unique mouldings, mats or glass options and a new Affiliate Program where users can earn subscription credits for referring other shops.

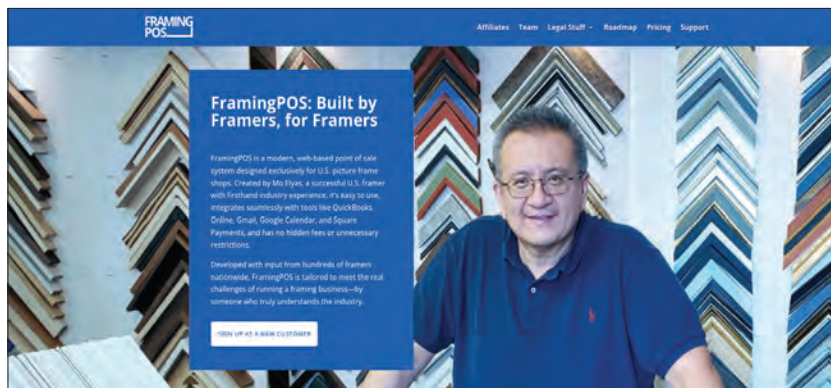
management, work orders and invoicing. We began by working closely with five different frameshops, learning about the everyday challenges they faced running their businesses. About six

ucts. Every new feature has come out of direct collaboration with working framers."

For Mr. Elyas, input from framers continues to be at the forefront of updates at FramingPOS. "A lot of input comes through Framers Only, the Facebook group that I run with almost 5,000 active framers," he says. "I post about improvements, run surveys and hold Zoom calls where framers tell us directly what would make their shops run better. Custom framers are also very concerned about having full control over their business data. They want to be sure that their customer lists, work orders and sales records are easy to access and truly belong to them—without complicated processes or hidden restrictions."

Also this fall, FramingPOS is launching FrameShops.com, a public marketplace where consumers can find frameshops, view video interviews, upload their art, try out frames virtually and either request quotes or complete purchases. It's designed to give local framers more visibility and direct business. Other updates include visualization software, a new visualization tool, integrations with Amazon, Etsy, WooCommerce, Shopify, ShipStation, Stamps.com and other platforms, and an app store where custom framers (or developers) can build small apps, as well as exploring AI capabilities.

Koleen Kaffan is Editor in Chief of Art World News.



FramingPOS, www.framingpos.com

Most of these new features will be debuting in the fall of this year.

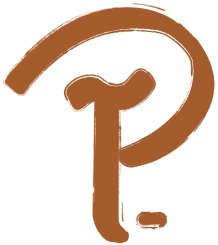
"Framers are also looking for tools that simplify their workflow. They don't want to waste time typing or doing double work," Mr. Elyas says. "They want systems that allow things like snapping a photo from their phone and having it show

months into development, we launched a beta version and started working directly with more real framers using the system. Their feedback helped us refine the platform—improving the core features, making it easier to use and fixing early bugs. We've continued to build based on what real users tell us they need, not by copying other prod-

Tina Palmer



"Light in the Woods"
36 by 48 inches, \$4,800



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GETLOCALPHOTOGRAPHY
continued from page 18

necessarily live in the biggest cities in the world, we make them feel seen and in response, they buy like crazy."

This has been proven by the existing sales, made directly to consumers, by the company's existing roster of photographers. "We are constantly expanding our collection and we add new proven, best selling images to our collection every single month—sometimes even every week. Almost every single image that is uploaded on our site already has an extensive sales history to consumers online, so we go with proven pre-existing winners almost exclusively.

"Our photographers are constantly out shooting to expand the range and scope out the locales that our collections cover. We are happy, in many cases, to hop on a plane on very short notice and fill in any hole in a collection that a client desires, to fulfill a need, provided the size of the project makes sense. As one of the founders, I'll even short-stop that promise, and fly out myself and shoot what's needed in a pinch."

The company, getlocal photography.com, also values their artists and works hard to re-invest in their portfolios, helping them to build and grow. "Our core team are a young set of professionals in their 30s and 40s and we are trying to change the world and make being a fine art photographer as a career, a

profitable career path."

One of these artists is Clifton Haley, co-founder of getlocalphotography.com. "When I first stumbled into

"In just a few short months of applying what I was learning—the strategies, the mindset shifts, the community support—everything started to

me with an opportunity I never saw coming—he asked me to come on staff as the head of coaching for the entire academy. It's been one of the greatest honors of my life."

Seeing the community that was being built became a catalyst for the development of the company, getlocalphotography.com.

"Since stepping into that role of instructor, I've had the privilege of walking alongside hundreds of incredible artists—photographers and creators of every kind—helping them reach milestones they once thought were out of reach. Together, our students have celebrated over 5,000 online sales on Etsy alone, and we're just getting started.

"As for my own business? I went from 43 sales to over 850 fine art sales in just two and a half years," Mr. Haley says. "My work is thriving. My brand is growing. And most importantly, I wake up every day excited about what's possible—not just for myself, but for the entire creative community we're building."

From this ever-growing community, the company getlocalphotography.com was born. The company will ship a physical copy of their catalogue, as well as, a trio of canvases worth more than \$1,000 total, completely free as a starter kit that galleries and frameshops can display, to attract attention and drive future orders. For further information, visit the website located at: www.getlocalphotography.com.



"Blue Angels" by Clifton Haley.

the Thriving Artist Academy, I was at a crossroads," he says. "I loved

change," Mr. Haley says. "My confidence grew. My systems became stronger.



"Dodgers Stadium" by Clifton Haley.

photography—it was my passion and my dream—but no matter how hard I worked; the sales just weren't there. At the time, I had made only 43 fine art sales. It felt like I was spinning my wheels, pouring my heart into my craft without ever gaining real traction. Then I found Craig Alexander and the Thriving Artist Academy.

My sales started rolling in. For the first time, I had a roadmap and real momentum."

As Mr. Haley's successes grew, so did his enthusiasm. "Craig took notice. He saw the progress I was making and the passion I had for helping others along the way. That's when he approached



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ART PRINT RENAISSANCE

NARRATIVE DRIVES PRINT MARKET RESILIENCE

by **Barney Davey**

The print market's emphasis on backstories is more than a passing trend; it is a fundamental driver in the industry's dynamics. Narratives keep the audience engaged and interested in the print market. Staying informed about such trends is vital because knowledge and insights are highly valued attributes in the art industry.

The Strategic Role of Prints

In last month's column, I explored how galleries can reframe prints not as low-margin distractions but as strategic entry points for cultivating long-term collector relationships. That perspective remains crucial in 2025, and this month's focus on market insights reveals a deeper driver of print performance: narrative.

Redefining Value

A recent MyArtBroker Market Report confirms that collectors respond most to works with meaning in our current cautious and evolving art economy. Cultural resonance, historical relevance, and strong storytelling are as crucial as edition size or provenance. This shift isn't a trend—it's a redefinition of value.

When Meaning Outpaces Medium

Consider Warhol's *Endangered Species* series, which set a new auction record at £3.4 million. Its

tion to contemporary themes of empowerment and gender identity. Keith Haring's *Pyramids*, long undervalued, surged back into prominence by aligning with cultural memory and activism from the HIV/AIDS era.

medium or name recognition—it's narrative power. As MyArtBroker's Sheena Carrington put it, "The prints that excelled in 2024 were those embedded with meaningful narratives." When a work tells a story, collectors can connect emotionally, politically, or socially; it transcends fluctuating market conditions. Such market-driven dynamics have implications across the art print ecosystem.

The Narrative-Driven Print Market

For artists, the key is creating editions that resonate with meaningful themes related to place, process, or personal history. Prints that convey intentional significance evoke strong emotional responses, making them more memorable and valuable.

Galleries can leverage storytelling as a selling strategy, presenting prints as narrative-rich works. Doing this involves using documented editions, thoughtful framing, and engaging curation to enhance the story behind each print.

Framers and display professionals are also essential, as proper conservation



success is about more than visual impact; it reflects growing global concern around conservation and biodiversity. Similarly, Lichtenstein's *Nudes* have seen renewed demand, not just for their formal qualities, but for their connec-

These examples highlight the narrative's enlightening and informative role in the success of specific prints, providing a deeper understanding of the art market.

What ties these results together is more than

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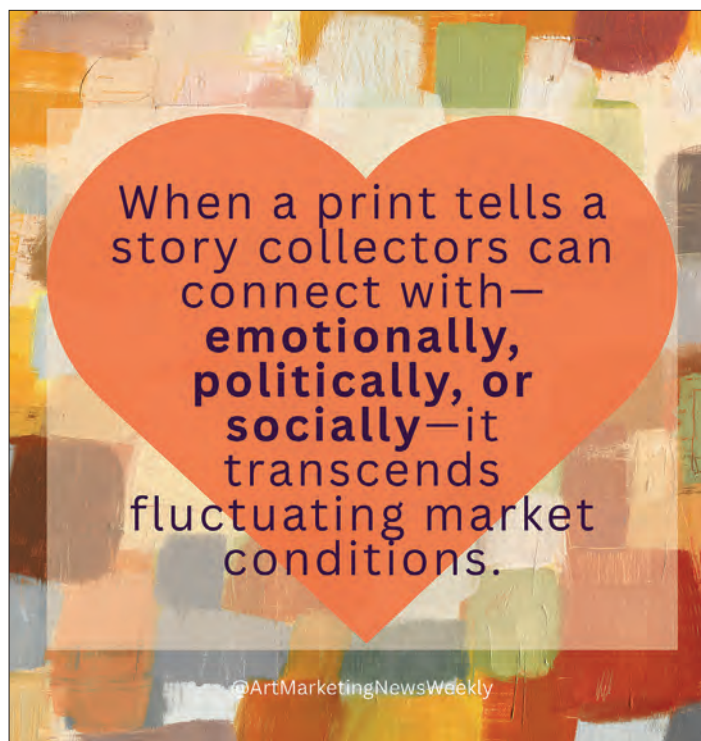
ART PRINT RENAISSANCE
continued from page 24

and presentation protect prints and elevate their perceived value. In a time when trust and transparency are crucial, effective presentation plays a significant role in encouraging buyers to invest in authentic, high-quality prints.

Why Narrative-Driven Prints Matter Now

A renewed interest in art prints has led me to publish the 20th-anniversary edition of *How to Profit from the Art Print Market* and the launch of "Art Print Insider," a resource for artists in the print space. Visit the website: www.artmarketingnews.com for more details on the book.

Today's print market is evolving into a more accessible and meaningful segment of the art world, driven by a focus on storytelling in printmaking. This shift is making prints more relatable to a broader audience.



audience.

As economic uncertainties continue and institutions adjust, the print market that prioritizes meaningful narratives thrives. This focus on storytelling represents a significant opportunity for artists, galleries, and collectors, fostering optimism for a future where narrative-driven prints take center stage in the art market.

Barney Davey has been a guiding light for artists since 1988. He is an influential creator, producing books, innovative marketing courses, and a complimentary, globally followed blog, Art Marketing News, since 2005. Dive into a world where your art thrives; explore the website at: www.artmarketingnews.com for more insights and empowerment.

sible and meaningful segment of the art world, shift is making prints more relatable to a broader



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CRAFTING A DISASTER PLAN: ARE YOU READY?

By Sheila McCumby

On November 30, 2018, the icy dawn revealed that my once beautiful shop was now a post-earthquake disaster. I wept in the parking lot as I surveyed the shattered windows and ruined Christmas displays, everything I had worked so hard to build was smashed on the floor. I calculated about \$30,000 in damage in my head as panic set in: How could I financially recover with Christmas just weeks away? After the initial shock, catching my breath and regaining my composure, a wave of gratitude surfaced. My family, my employees, my home, we were all safe and relatively unscathed. Everyone that really mattered in my life was unhurt, and I knew things could be so much worse. "It's just a store, you can fix this," I whispered to myself.

My attitude shifted and I knew I had the strength and support to recover from this setback. Disasters happen and mercilessly hit small businesses hard. We can't control catastrophes, but we can control our response. A solid disaster plan isn't just a good idea; it's essential. We can naively hide our heads in the sand and think "it won't happen to me," or we can plan now and develop preparations that will be a lifeline, helping you navigate

the chaos and rebuild.

Why a Disaster Plan is Crucial

Think of your disaster plan as an insurance policy for your business' survival. It outlines the steps you'll take before, during and after a disaster to protect your employees, customers, assets and reputation. A solid plan can mean the difference be-



tween a temporary setback and a permanent closure. It also demonstrates to your employees and customers that you're prepared and committed to their safety.

Building Your Disaster Plan: A Step-by-Step Guide

1. Identify Potential Threats: Start by brainstorming the types of disasters that could impact your business. This might include natural disasters like earthquakes, floods, wildfires or hurricanes, as well as human-made disasters like

fires, cyberattacks or civil unrest. Consider your geographic location and the specific risks associated with it.

2. Conduct a Business Impact Analysis (BIA): A BIA helps you understand the potential consequences of a disaster on your business operations. Identify your critical business functions, the resources required to sup-

port them and the maximum tolerable downtime for each. This will help you prioritize your recovery efforts.

3. Develop Prevention and Mitigation Strategies: Once you know your risks, implement measures to prevent or mitigate them. This could include installing fire suppression systems, video cameras, an alarm system, backing up data regularly, securing your premises or developing cybersecurity protocols. Set up a schedule to regularly check emergency supplies:

recharge fire extinguishers, replenish emergency drinking water and food stores, replace smoke detector batteries, etc.

4. Create a Response Plan: Outline the immediate actions you'll take during a disaster. This should include:

- **Emergency Contact List:** Maintain an updated list of employee contact information, emergency services numbers and key suppliers.

- **Evacuation Procedures:** Develop clear evacuation plans, including designated assembly points and alternate routes. Conduct regular drills to ensure everyone knows what to do. Make sure every new employee is familiar with these procedures during onboarding.

- **Communication Plan:** Establish how you'll communicate with employees, customers and stakeholders during and after a disaster. Consider using social media, email or a dedicated emergency hotline. In more remote locations, consider using a satellite phone or internet service to ensure you can communicate with the outside world.

- **Shelter-in-Place Procedures:** If evacuation isn't possible, outline procedures

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ART IN BLOOM:

Fresh Growth in the Art Print Market

Profitable Strategies for
Creators, Framers & Galleries



- Plant the seeds of a broader collector base
- Nurture new revenue streams through strategic offerings
- Cross pollinate between originals and prints
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BUSINESS STRATEGIES *continued from page 26*

for sheltering in place. Ensure you have adequate stores of food, water, blankets and first-aid supplies.

5. Develop a Recovery Plan: How will you get your business back up and running after a disaster? Be sure to include:

- **Data Backup and Recovery:** Detail your data backup procedures and how you'll restore your systems. Consider cloud-based backup solutions for added security. You may also want to have an additional hard drive or other external device to back up data; keep your backups off site.

- **Alternate Workspaces:** Identify temporary locations where your employees can work if your primary shop is inaccessible.

- **Supplier and Vendor Communication:** Keep your vendor contact information updated regularly. Establish communication channels with your key suppliers and vendors to ensure you can resume operations quickly.

- **Insurance Coverage:** Review your insurance policies regularly to ensure they adequately cover your business against potential disasters. Check to see if you're covered with business interruption insurance; this replenishes income lost during the cleanup and rebuilding process.

6. Manage your finances:

Savvy business owners have at least two savings accounts:

- **A repair and replacement reserve**—equipment, computers, software, fixtures, etc. will always need annual maintenance, repairs and upgrades. As this fund grows, talk with an investment expert and see if you can invest these funds to make extra income.

- **A contingency reserve:** This is your rainy-day account. Unforeseen emergencies and accidents happen. It helps to have a

overly complex plans. Focus on the most critical aspects of your business and prioritize the most likely threats.

- **Involve Your Employees:** Engage your employees in the planning process. They can provide valuable insights and will be more likely to follow the plan if they've been involved in its creation.

- **Check in with your neighbors:** Visit businesses nearby and find out what they're doing to prepare.

needed based on the specific circumstances.

- **Make Lemonade out of Lemons:** During the earthquake hundreds of people in our town had their artwork damaged or destroyed. We advertised our glass replacement and repair services. Our business received an influx of new customers who had never set foot in our shop before. The extra repair work carried over into the new year and helped us increase our customer base and our profits long-term. Look for those unique marketing opportunities.

Don't wait until it's too late. Start developing your disaster plan today. It's an investment in the future of your business and the well-being of your employees and customers.

Sheila McCumby, owner of Strategies for Success, a small business consulting firm, connects with audiences worldwide as a popular speaker, writer, mentor and teacher. Her podcast, 'The Framing Chronicles' focuses on challenges faced by independent companies in the art and framing industry. With decades of experience as a picture framer and shop owner (since the early 90s), she's dedicated to helping small businesses boost profits and streamline operations. To learn more details, visit her website located at: www.mystrategies4success.com.



cushion to get your business through those tough times.

7. Test and Review Your Plan Regularly: A disaster plan is only effective if it's up-to-date and everyone understands it. Conduct regular drills and simulations to test your plan and identify any weaknesses. Review and update your plan at least annually, or more frequently if your business undergoes significant changes.

Key Considerations for Small Businesses

- **Keep it Simple:** Avoid

You may gain information on steps they are taking to prepare, as well as share your ideas with them. Creating community is always helpful, especially in times of need. And checking in with neighbors is also a good way to network.

- **Document Everything:** Keep your disaster plan in a safe and accessible location, both physically and digitally. Ensure key personnel have copies of the plan.

- **Stay Flexible:** Disasters are unpredictable. Be prepared to adapt your plan as

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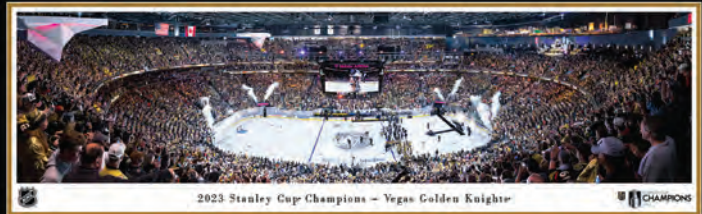
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Suwanee, GA-based Larson-Juhl introduces its Kyoto Collection. This line features innovative bamboo styling in genuine oak veneer and has textured overlapping veneers and simulated bamboo nodes in two curved profiles. Kyoto is available in three finishes: black, grey and natural and all are made in Italy. For further information, telephone (800) 438-5031, or visit the company's website located at: www.larsonjuhl.com.

Framerica Expands Restoration



Yaphank, NY-based Framerica presents Light Brown Oak, from its Restoration Collection, featuring classic "Scandinavian" finishing and modern, select stock graining. Designers at Framerica were inspired by today's leading furniture and artwork color schemes. The entire collection will be available in profiles ranging to three inches. For more details, phone (800) 372-6422 or visit: www.framerica.com.

Michelangelo Moulding's 787 Series



Michelangelo Moulding, Mableton, GA, adds the 787 series to its Avant-Garde collection. These elegant models, available in gold, stainless steel and silver with black outer back, are a modern collection of moulding that combines contemporary design with classic elegance. For more details, telephone (877) 422-8812, or go to the company's website at: www.michelangelomoulding.com.

Framing Fabrics' Updated Sample Book

Framing Fabrics from Neuberg & Neuberg Importers Group Inc., Los Angeles, offers its updated fabric sample book, which can be purchased for \$60 and contains more than 300 swatches of specially selected fabrics, including silk, linen, suedes and more.



Framing Fabrics also offers high quality custom wrapping mat and liner services with over 40 liner shapes, such as bevel, scoop and tapered. In addition, fabric corner samples can be purchased individually or in sets. Call (800) 832-2742 for further information, or go to the company's website located at: www.framingfabrics.com.

NEW FRAMING PRODUCTS

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Studio Moulding in Carson, CA, presents the Grove Collection, a masterful blend of European heritage and contemporary elegance. Hand-crafted by artisans, this collection features wood finishes meticulously applied to timeless profiles, delivering visual impact and sophistication. Grove also features the FSC® label which guarantees that its materials come from well-managed, FSC®-certified forests and other controlled sources. Call (800) 262-4174 or go to: www.studiomoulding.com.



Giò Designs Presents Photo Frames

Giò Designs in Carrollton, GA, offers photo frames made from 80% recycled polystyrene. There are no minimum order requirements on the in-stock collection. Each photo frame can be positioned horizontally or vertically using the attached easel back. Photo frames are available in 3 by 3 inches, 3 by 7 inches, 3 1/2 by 9 inches, 4 by 6 inches, 5 by 5 inches, 5 by 7 inches and 8 by 10 inches. Custom sizes and styles are also available in container quantities. For more details, phone (800) 674-3344, or visit the website at: www.giodesigns.com.




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ARTEXPO NY HIGHLIGHTS



At the Maria Elena Beneito Art booth, is Maria Elena Beneito who also serves as a Director of Bienal de Argentina. Art presentations and readings were some of the events held at the booth during Artexpo New York.



Award-winning artist and gallerist Mostafa Fotovat is pictured at the Fotovat Atelier booth where the Ft Lauderdale, FL-based gallery presented a collection of Persian miniature paintings that are a living connection to history, culture and beauty.



Patricia van Leeuwen of Van Leeuwen Art has exhibited at the show for the past three years, and this year presented works by Francesco Cusumano, Judy Michel, Christoph Pauschenwein, Delphine Sellem, Véronique Vigneron and CRAITR.



Painter and sculptor Alejandro Baruch of Mexico City was awarded Best Sculpture at this year's Artexpo Awards for one of his newest pieces titled "Capicua," a bronze sculpture, which was on display along with many others from his new collection.

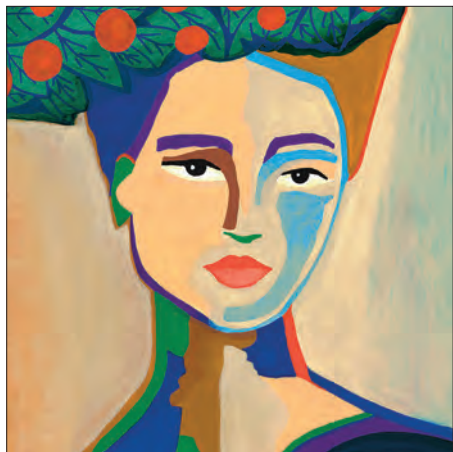


[SOLO] exhibitor, Chloe Victoria of London, England, presented her newest geometric and cubist style of acrylic on canvas and mixed media on canvas work, including her most recent New York City-inspired pieces.



At the San Diego-based ArtnwordZ booth are, from left, artists Micha Kuechenhoff and Grant Rosen who placed some 60 pieces of their work, ranging from prints at \$40 to originals at \$2,700 to \$8,500.

WHAT'S HOT IN OPEN EDITIONS



10 Kumkwats

Studio EL, Emeryville, CA, debuts Maria Lobo's "10 Kumkwats," available as a giclée on paper and canvas, as well as clear acrylic, brushed aluminum, Baltic birchwood, glossy laminate on acrylic in various sizes. Phone (800) 228-0928 for more details, or go to the website located at: www.studioel.com.

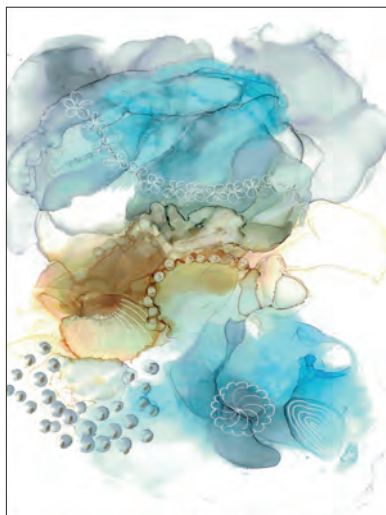
Ocean Whispers Alcohol Ink Abstract

"Ocean Whispers Alcohol Ink Abstract" by Julia Frost is a large format custom giclée on matte paper measuring 24 by 36 inches (\$102). Call A.D. Lines, located in Monroe, CT, at (800) 836-0994, or go to: www.ad-lines.com.



Whispers of the Tide II

"Whispers of the Tide II" by Julia Purinton measures from 8 by 6 inches to 76 by 57 inches and retails from \$20 to \$400. For further information, telephone Wild Apple, located in Woodstock, VT, at (800) 756-8359 or go to the website at: www.wildapple.com.



Blue Coastal Escape

"Blue Coastal Escape" by Lisa Audit measures 12 by 12 inches and retails for \$10. For more information, call Roaring Brook Art, Elmsford, NY, at (888) 779-9055, or visit the website at: www.roaringbrookart.com.

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Louisiana Heron



"Louisiana Heron" by John James Audubon is available as POD in various sizes. Phone World Art Group, located in Richmond, VA, at (804) 213-0600 or go to the website at: www.theworldartgroup.com.

Six Palms



"Six Palms" by Brook Page measures 24 by 36 inches and retails for \$52 on standard paper. Available on multiple substrates and multiple sizes. Call Image Conscious, located in San Francisco, at (800) 532-2333 for more details, or visit the website at: www.imageconscious.com.



Courtyard Gate

"Courtyard Gate" by Nan measures 30 by 40 inches and retails for \$40. For further information, telephone Galaxy of Graphics in Fair Lawn, NJ, at (201) 806-2100 or go to the website located at: www.galaxyofgraphics.com.

Pink Hydrangeas

"Pink Hydrangeas" by Opal Edison measures 24 by 24 inches and retails for \$25. For more information, call SunDance Graphics, Orlando, FL, at (800) 617-5532 or go to: www.sdgraphics.com.



Turtle

"Turtle" by Georgie Harrison is available from the Print-On-Demand collection in a variety of sizes and substrates. For further information, call Third & Wall Art Group, located in Seattle, at (877) 326-3925 or visit the company's website at: www.thirdandwall.com.

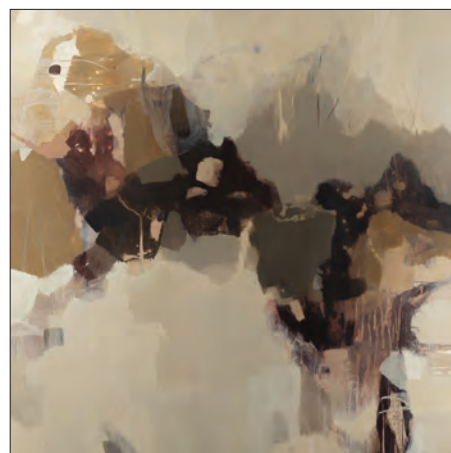
2025 NCAA National Champions—Florida Gators

"2025 NCAA National Champions—Florida Gators" by Christopher Gjevre measures 40 by 13 1/2 inches and retails for \$40. For details, call Blakeway Worldwide Panoramas Inc., Minneapolis, MN, at (800) 334-7266, or go to the website located at: www.panoramas.com.



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With Pleasure



"With Pleasure" by Rosalyn Raymont is available as POD, retailing from \$36 to \$435. For further information, telephone C Brand Studios, located in San Diego, at (858) 554-0102 or visit the company's website at: www.cbrandstudios.com.

Silent Growth



"Silent Growth" by Cloverfield & Co. measures 12 by 18 inches and retails for \$16. For more details, phone Penny Lane Fine Art & Licensing, New Carlisle, Ohio, at (800) 273-5263 or go to: www.pennylanefineart.com.

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