



So you have some good prints! **What now??**

Mounting...?



What do you want to do with them?

Matting...?



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Display them? Share them? Sell them??!! BCC competitions?

Framing...?



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I have sold this print quite a lot because I mounted it, matted it and framed it and displayed it in Annapolis.

Preparing prints For:

FUN, FAME & FORTUNE

and or BCC competitions



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“ A clear vision, backed by definite plans, gives you a tremendous feeling of confidence and personal power” – Brian Tracy
NEEDS ACTION TO BE REAL!!

What we are going to review in this presentation

PRINT OPTIONS – types of paper to use

MOUNTING OPTIONS - Both archival and cost effective options

TOOLS NEEDED – place to work / matt cutter / other tools

MATTING OPTIONS

FRAMING OPTIONS

DISPLAYING OPTIONS - how to sell and display your work

COSTS - Places to get supplies

SOME PHOTOGRAPHY BASICS:

Learn to use your camera – not sure ask
Color balance your screen
Color balance your printers
Learn the basics of Post Processing

Find what you like to take pictures of

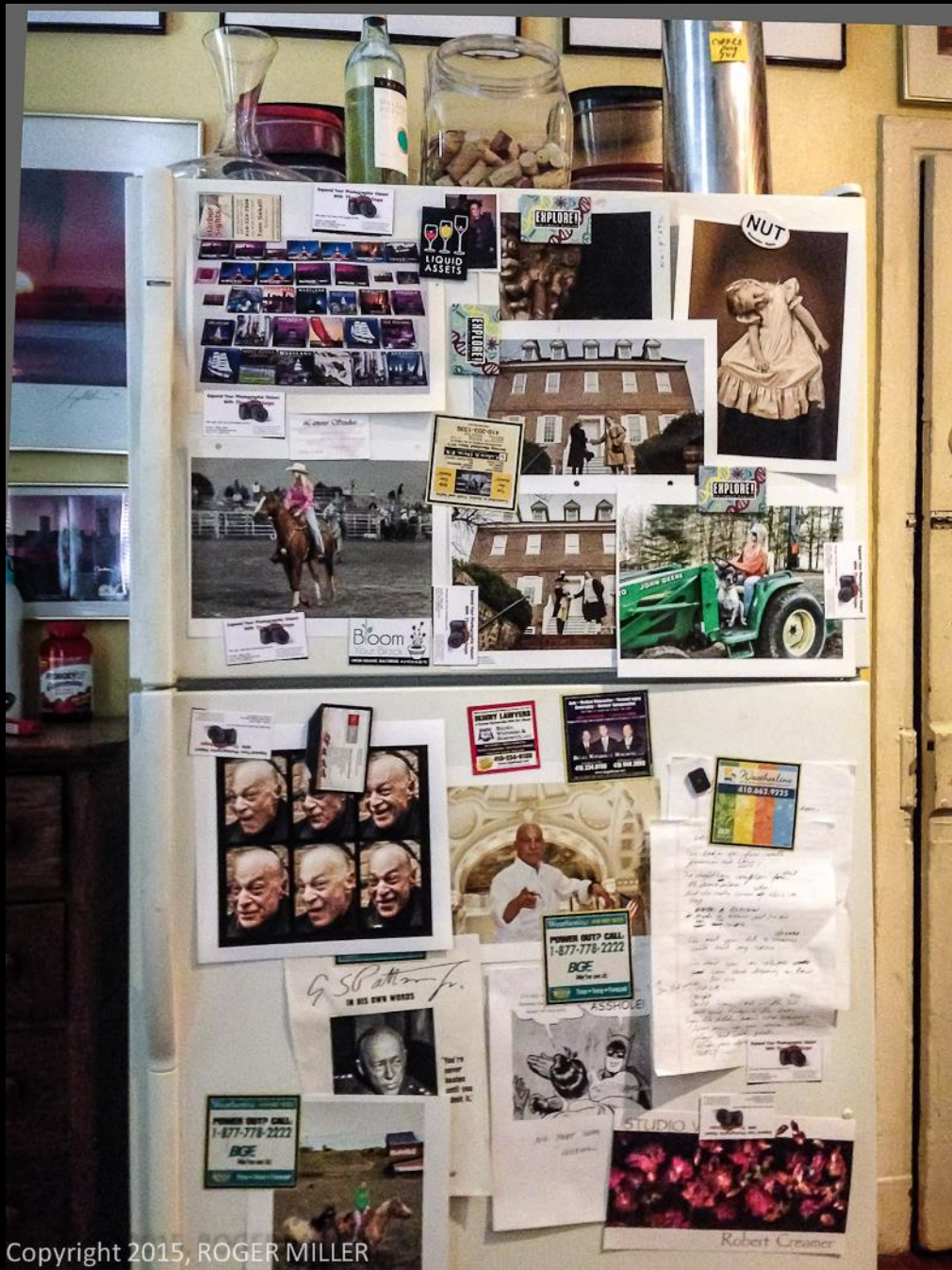
SHOOT – PRACTICE – PRACTICE!!!

“You miss 100% of the shots you don’t take”. Wayne Gretzky in 31 Days to Overcome Your Fear of Street Photography by Eric Kim



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Displaying and sharing your work can be a blast!



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“A room hung with pictures is a room hung with thoughts.” Joshua Reynolds



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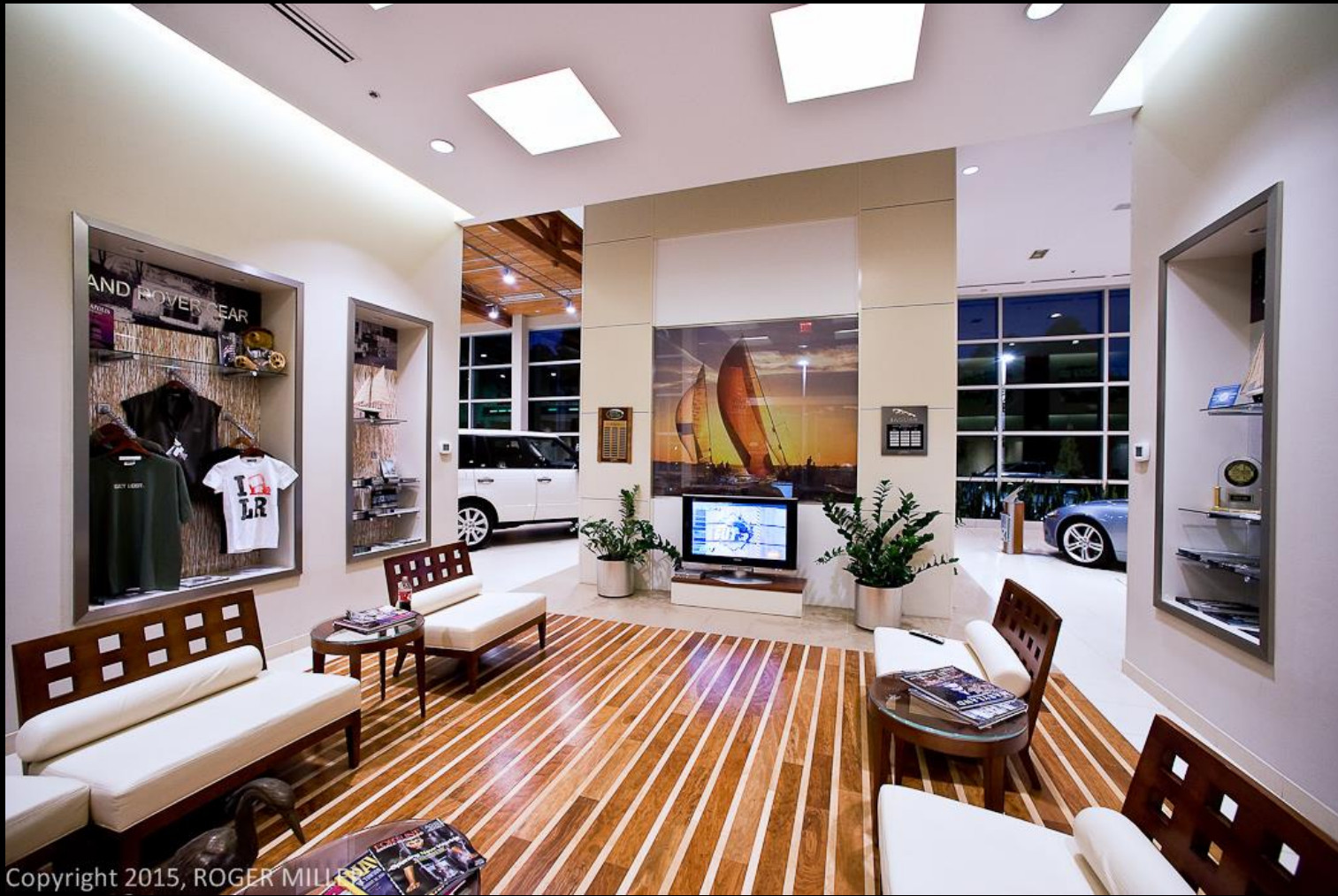
Good photography is a conversation; it sparks curiosity and questions. -- *Susan Barnett*



Some display options.....



DELGATE PRESS
DELGATE CAMPUS



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PAPER OPTIONS — for prints

Glossy- my favorite

Satin- most popular

Matte — my new favorite



8.5 x 11 prints are “notes” for me- I use a cheap paper – Inkpress Pro Gloss



**ANNAPOLIS
SAILING CAPITAL OF MARYLAND**

Welcome to Annapolis. This is Roger Miller's fourth look on Annapolis. In the pages that follow you will be treated to some of the best that Maryland's capital has to offer. Roger spent more than two years photographing Annapolis and has over eight hundred photos to choose from which are available in this book. The words enhance your experience with greatly enhance your understanding of these photos. We will also explore Annapolis' numerous historic sites and sail with some of the great sailors of Annapolis. Then we'll explore the town's restaurants and some of the places to go to see contemporary Annapolis. The book is a must-read for anyone who loves Annapolis with a look at the Academy of Sailing and your

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Mounting Prints...

MOUNTING PRINTS

Is the process of adhering prints to a ridged boards – material
This is done to display prints, make them safer or frame.

Options for Mounting

- Rubber Cement – good
- Spray Glue – good – better
- Self Adhesive Foam Core – only good for flush mounting
- Dry mounting prints – hot press – I use
- Dry mounting prints – cold press – expensive equipment
- Hinge mount- archival material

First three options are None-Archival – good for 25 to 50 years

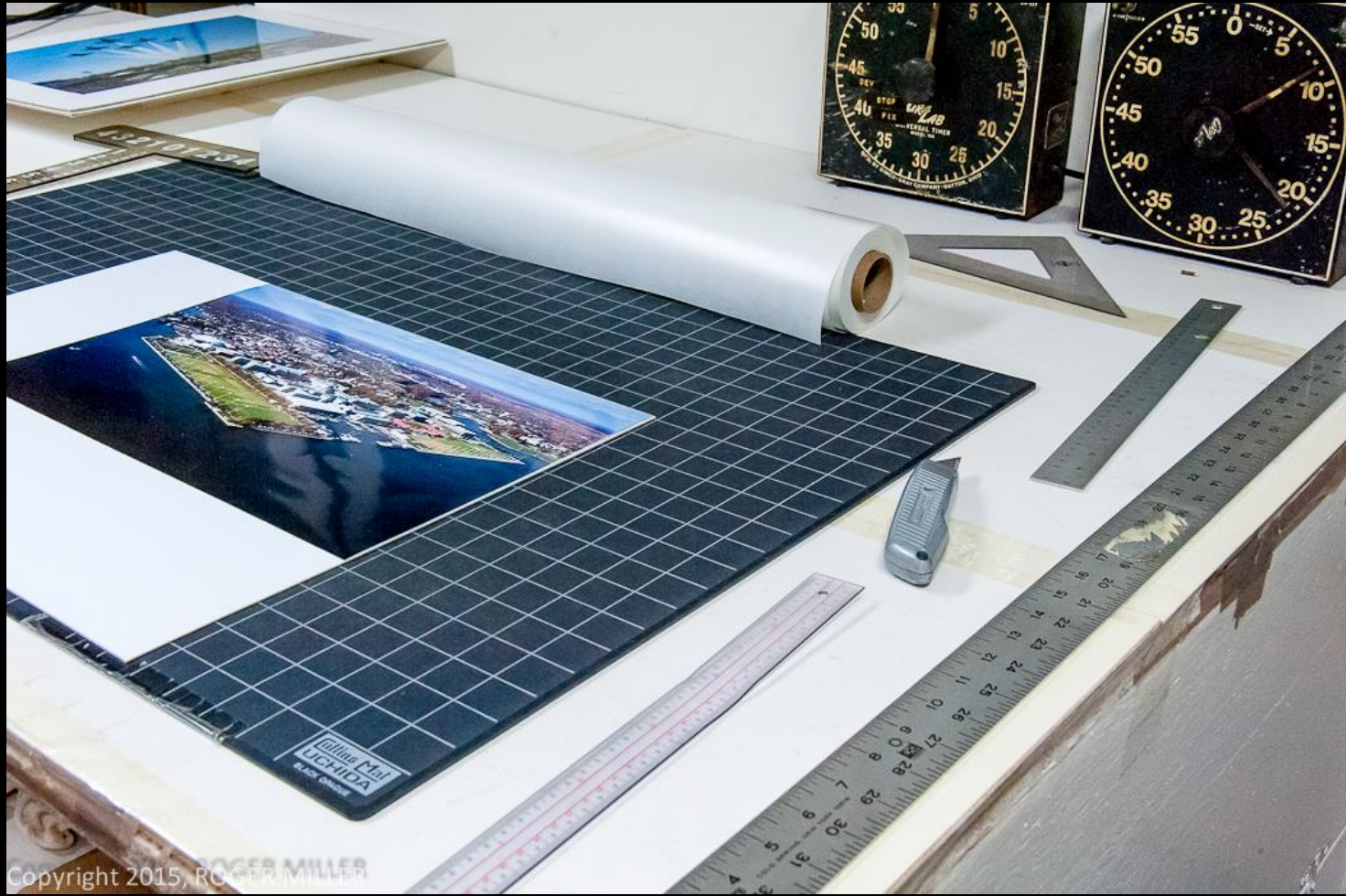
Second three are Archival if done on archival boards.

What do you want to do with your prints???

Basic tools you will need....

BASIC TOOLS

- a place to work
- Self healing cutting board
- Matt knives - matt knife blades
- matt cutter – most important tool I have gotten in the last 25 years
- cover your work tables with mount boards
- metal rulers – cutting
- plastic rulers – measuring
- pencils
- triangle 45-45-90
- positioning t-square -



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GEORGE ST.
 ANNAPOLIS, MD 21402
 USNA STORE
 410-293-8116

Destination (B) Point
 Shipping Point

FAX to: 410-233-1241

Attn: ROGER MILLER

Send UPC Labels Send UPC Tags

To:
 Address:

Discount Term

PLEASE CALL
 BEFORE A

USNA STORE STYLE NUMBER	DESCRIPTION	Item UPC/Size	QTY	UNIT	UNIT COST
6072630001	BRIGADE ON FOOTBALL FIELD 15X20 PHOTO	/			
6072640001	NAVY CHAPEL INSIDE 15X20 PHOTO	/			
6072650001	BANCROFT AT DUSK 15X20 PHOTO	/			
6072660001	NAVY CHAPEL WITH FLOWERS 15X20 PHOTO	/			
6072670001	USNA AERIAL 15X20 PHOTO	/			
6072690001	BANCROFT/STRIBLING WITH FLOWERS 15X20 PHOTO	/			
			X 2	EA	\$30.000
			X 4	EA	\$30.000
			X 3	EA	\$30.000
			X 2	EA	\$30.000
			X 3	EA	\$30.000
			X 2	EA	\$30.000

16

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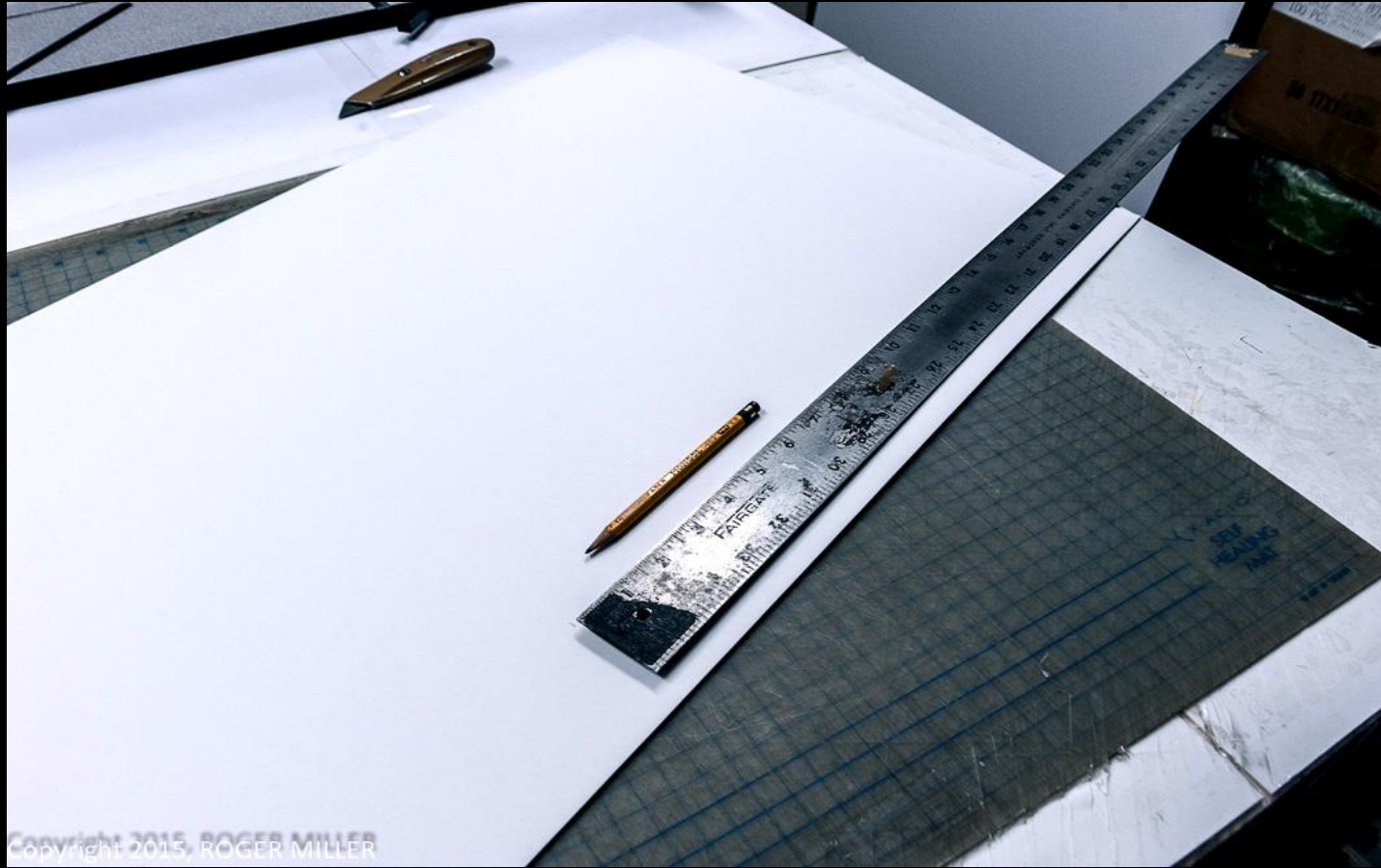


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CUTTING BOARDS **WITHOUT MAT CUTTER**



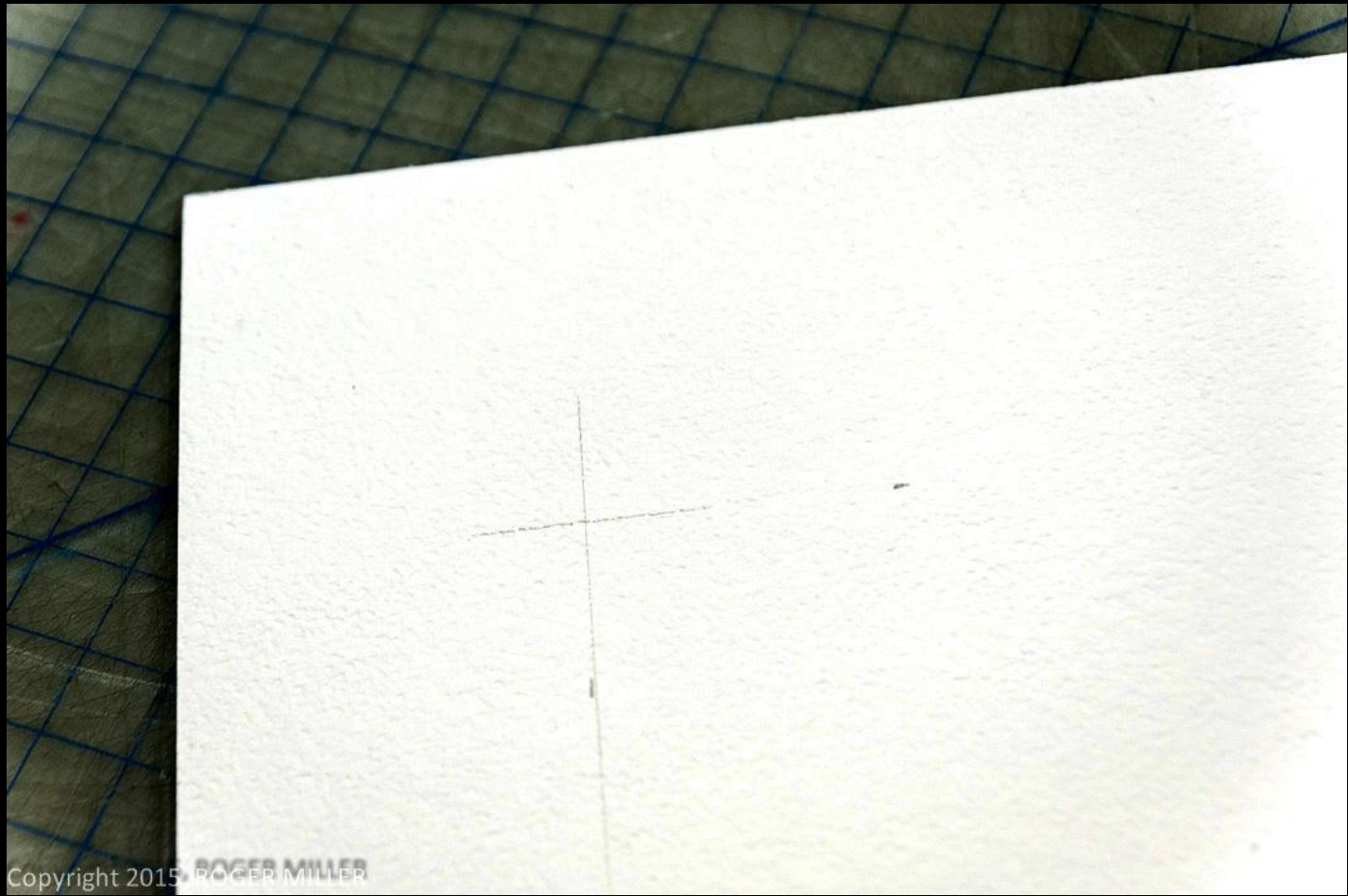
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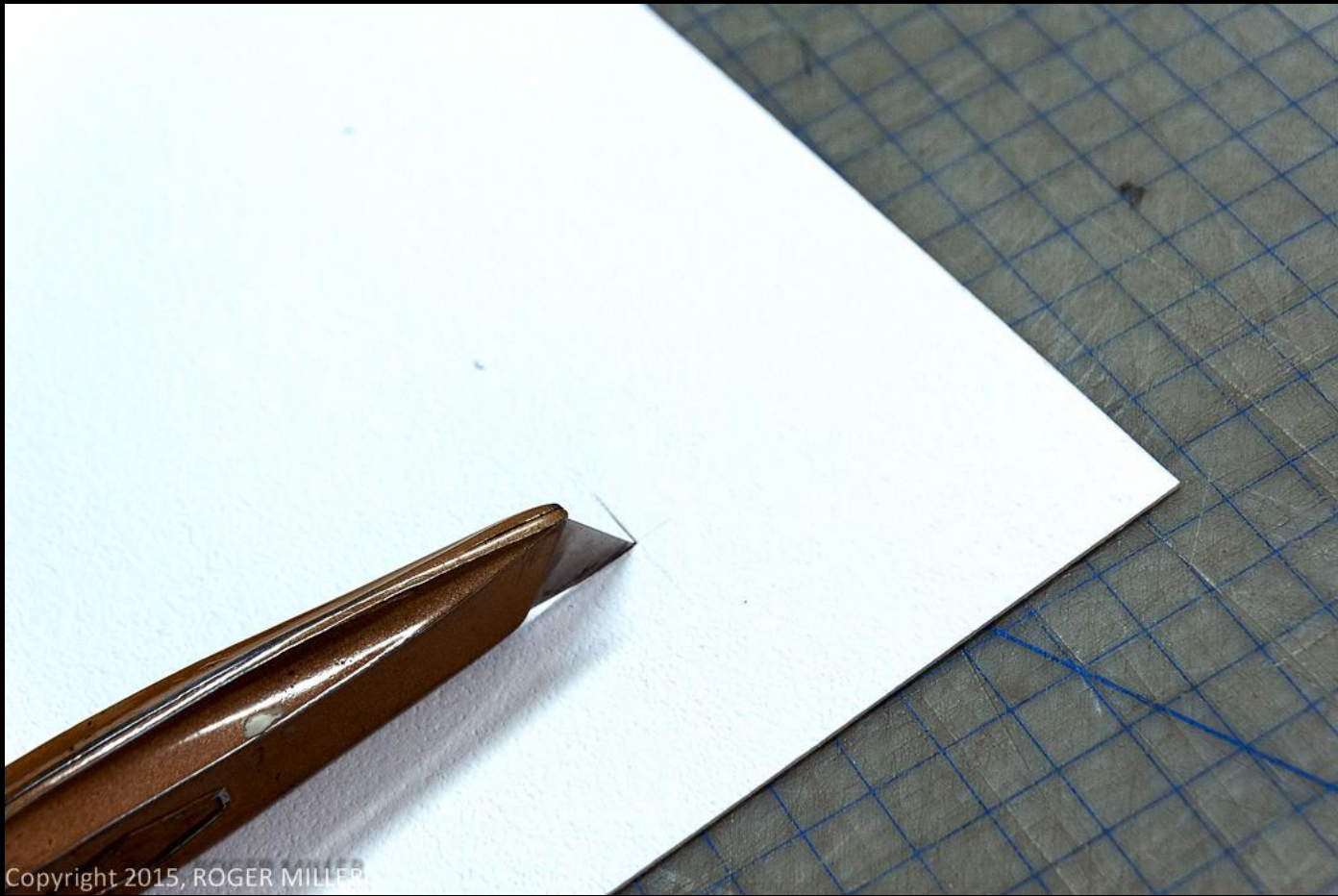
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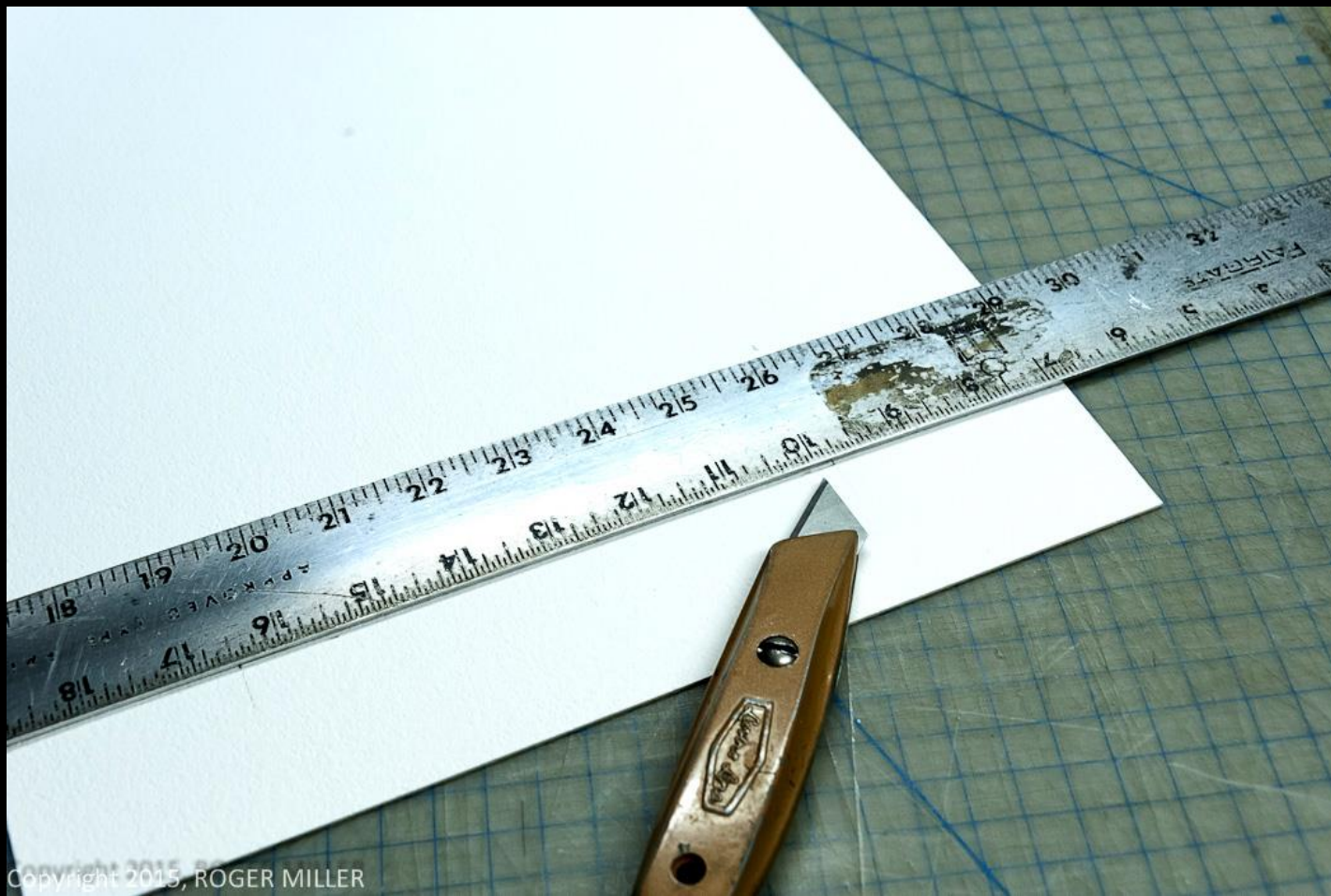
CUTTING MATS **WITHOUT A MATT CUTTER-**



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Notch corner with matt blade....



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Cut carefully between corners.....

PREPERATION OF MATERIALS



Cutting boards with a matt cutter- easy, fast and exact!



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BASIC SKILLS NEEDED

CRAFTSMENSHIP

- CONCERN FOR QUALITY
- DEVELOPMENT SKILLS

EYE HAND COORDINATION

ORGANIZATION

- SCHEDULE WORK
- SORT PRINTS

BCC PRINT RULES

All prints need to be mounted

Minimum size mounted 8" x 10 "

Maximum size mounted is 16" x 20"

Back of the print upper left corner

Name

Title of print

Class – N-novice, U-unlimited

date of entry

Nothing Sharpe or sticky on the back

No name or identification on the front

Mounting with Rubber Cement –Spray Glue

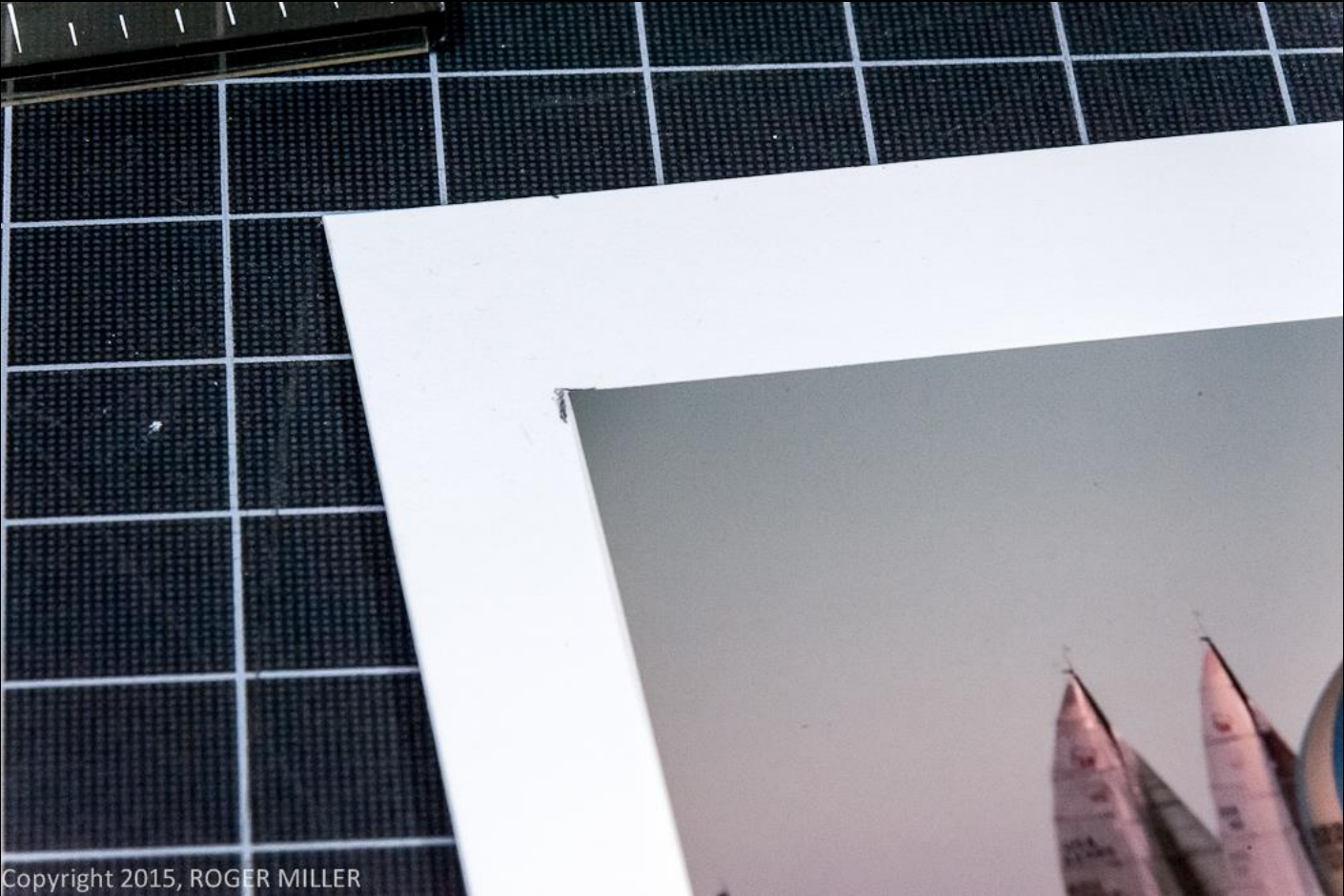


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1 2 3 4



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OSNA (prints)

copy

Dry Mounting Print

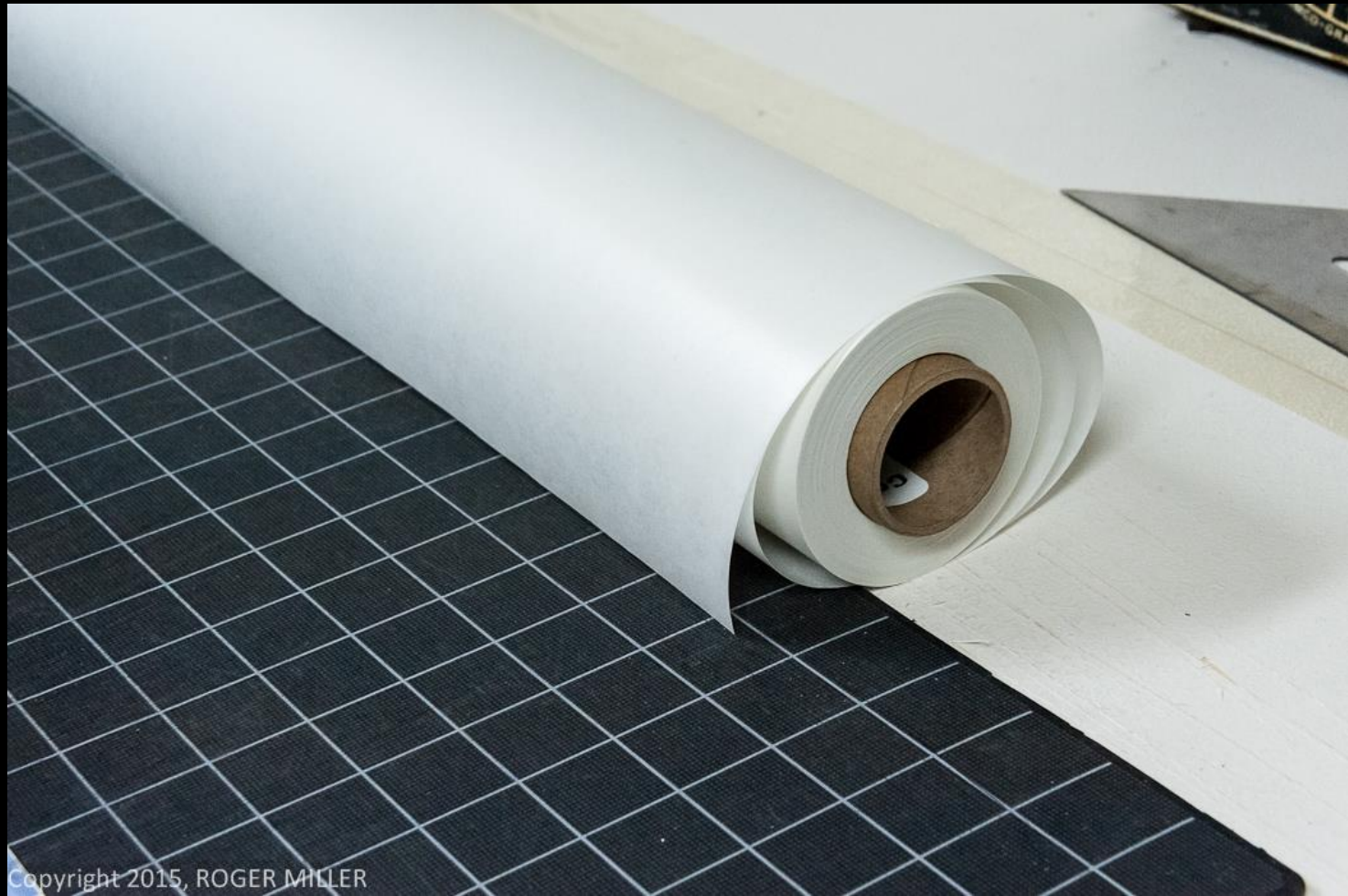
Equipment for dry mounting

- dry mount press
- tacking iron
- dry mount tissue

Positioning

Placing your print on Mount Boards

* positioning is for any adhesion process



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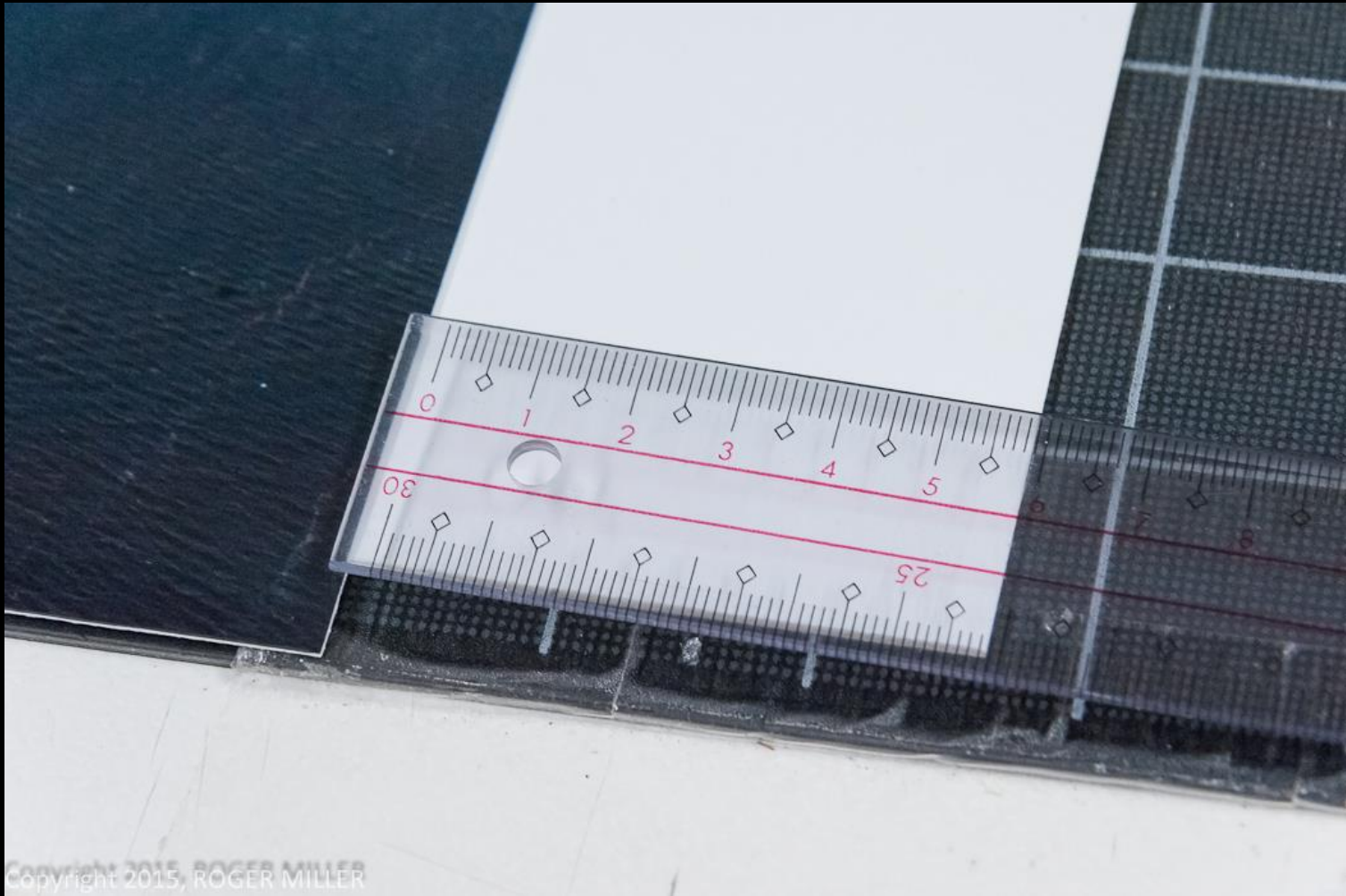
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POSITIONING YOUR PRINT



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01234



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Archival Print Mounting - Best

Hinge mounted prints

Only archival if archival material are used

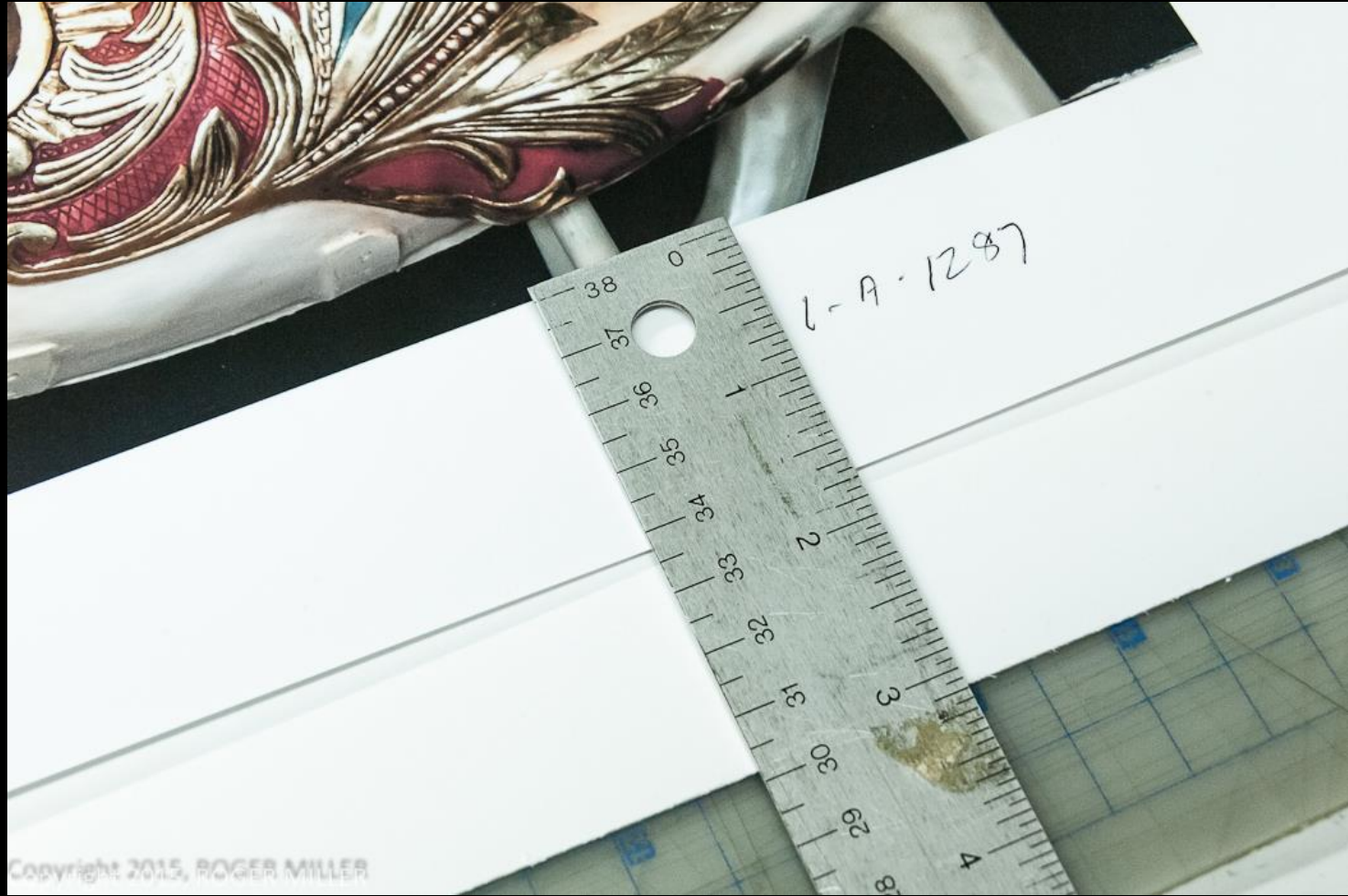
Acid free boards are used



ARCHIVAL HINGE MOUNT



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Acid-Free
Sans acide
Sin ácido



Pressure Sensitive Adhesive. Remove With Mineral Spirits
Adhésif acrylique à pression, s'enlève à l'aide de solvant minéral
Adhesivo por presión, quitar con aguarrás

Item: LS33-1015
Size: 1.25 in x 35 ft
(3,175 cm x 10,66 m)

Self-Adhesive LINEN HINGING TAPE

- Ruban de montage en toile autocollant
- Cinta autoadhesiva de lino para bisagra

Main Use:
Hinging Window Mat
to Mounting Mat

Size: 1.25 in x 35 ft
(3,175 cm x 10,66 m)

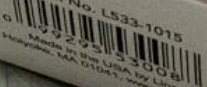
LINENCO



Safe, easy to use.



Item No. LS33-1015



Made in the USA by Linenco
Houston, TX 77041 • www.linenco.com





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PRINT AND MOUNT SIZES

- For the sake of sanity I have standard sizes

- 8.5" x 11" print – mount on 11" x 14" or 14" x 17"

- 10" x 16" print – mount on 15" x 20" –use for BCC

- 14" x 20" print – mount on 22" x 28"

- 16" x 24" print – mount on 24" x 30"

- 20" x 30" print – mount on 30" x 40"

STANDARD SIZES KEEPS THING SIMPLE

- Can calculate board sizes
- Can calculate prices – costs?
- order frames
- calculate profit and loss
- You can at the same time do other sizes –
but it is at an extra cost

Matting Prints..

Matting Prints

Matting is cutting a decorative overlay board
for your prints and mounts.

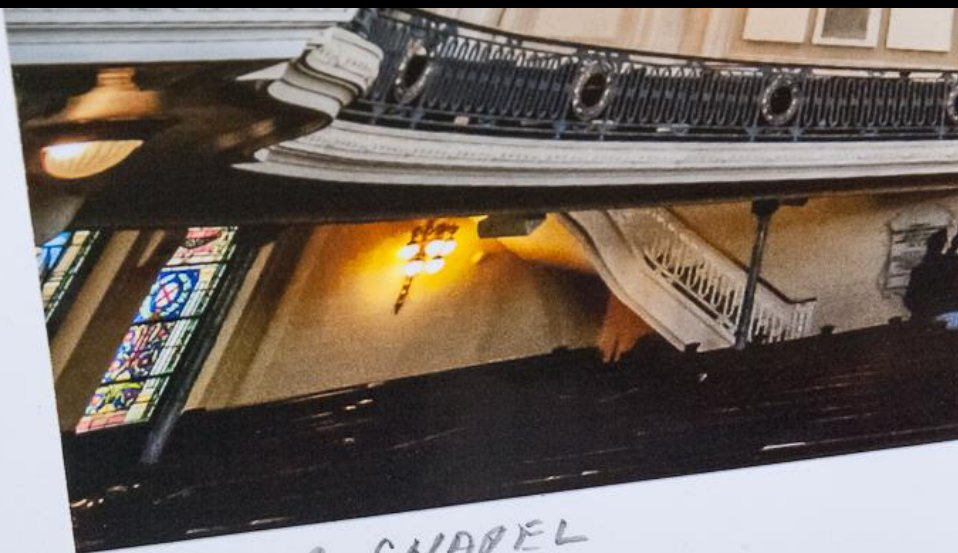
- can be white or colored
- textured or plain
- can be multi layer
- protects framed prints from
sticking to glass



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MARYLAND STATE HOUSE - ANNAPOLIS



USNA CHAPEL



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HERNDON PARADEMENT - 1995



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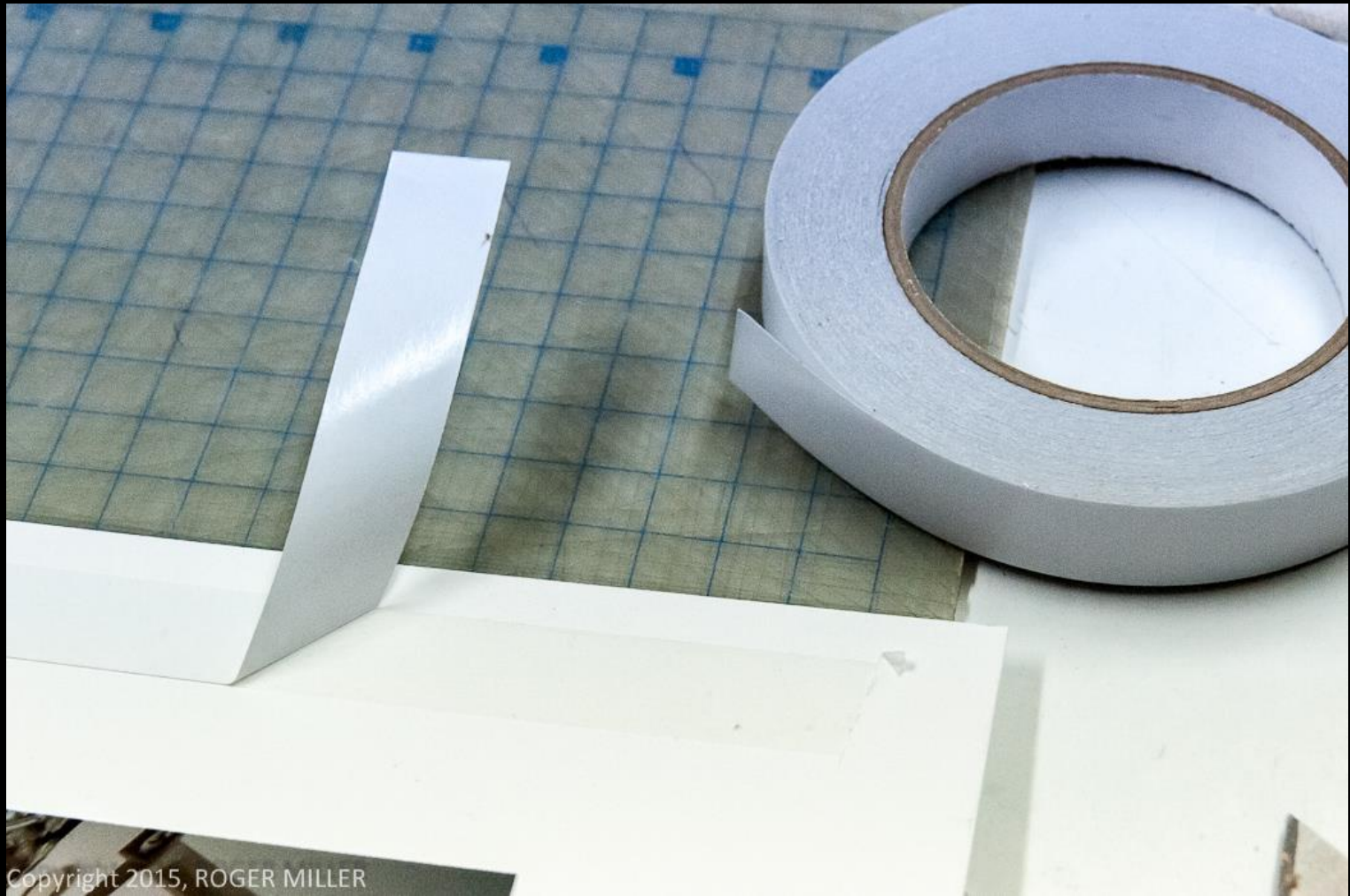
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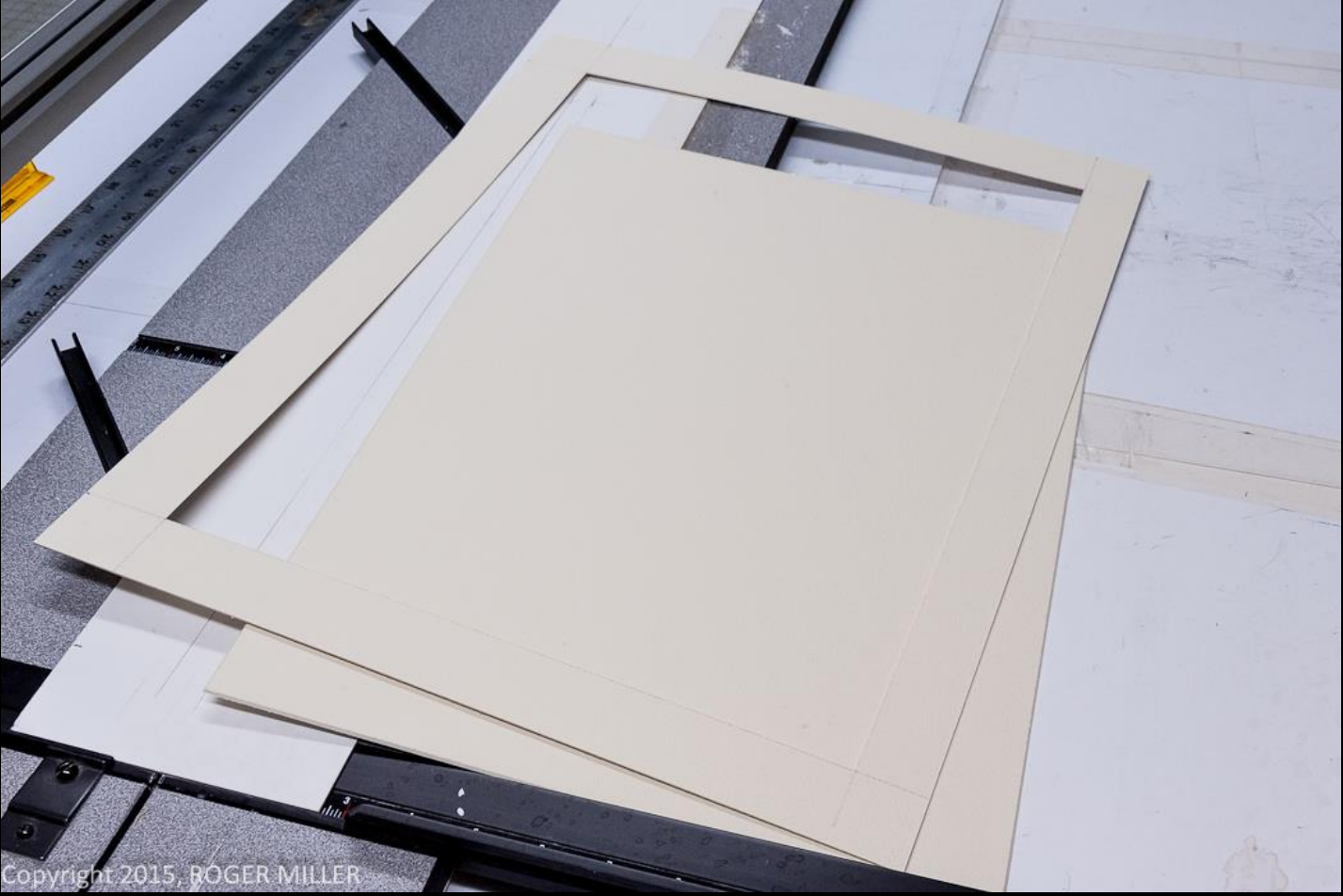
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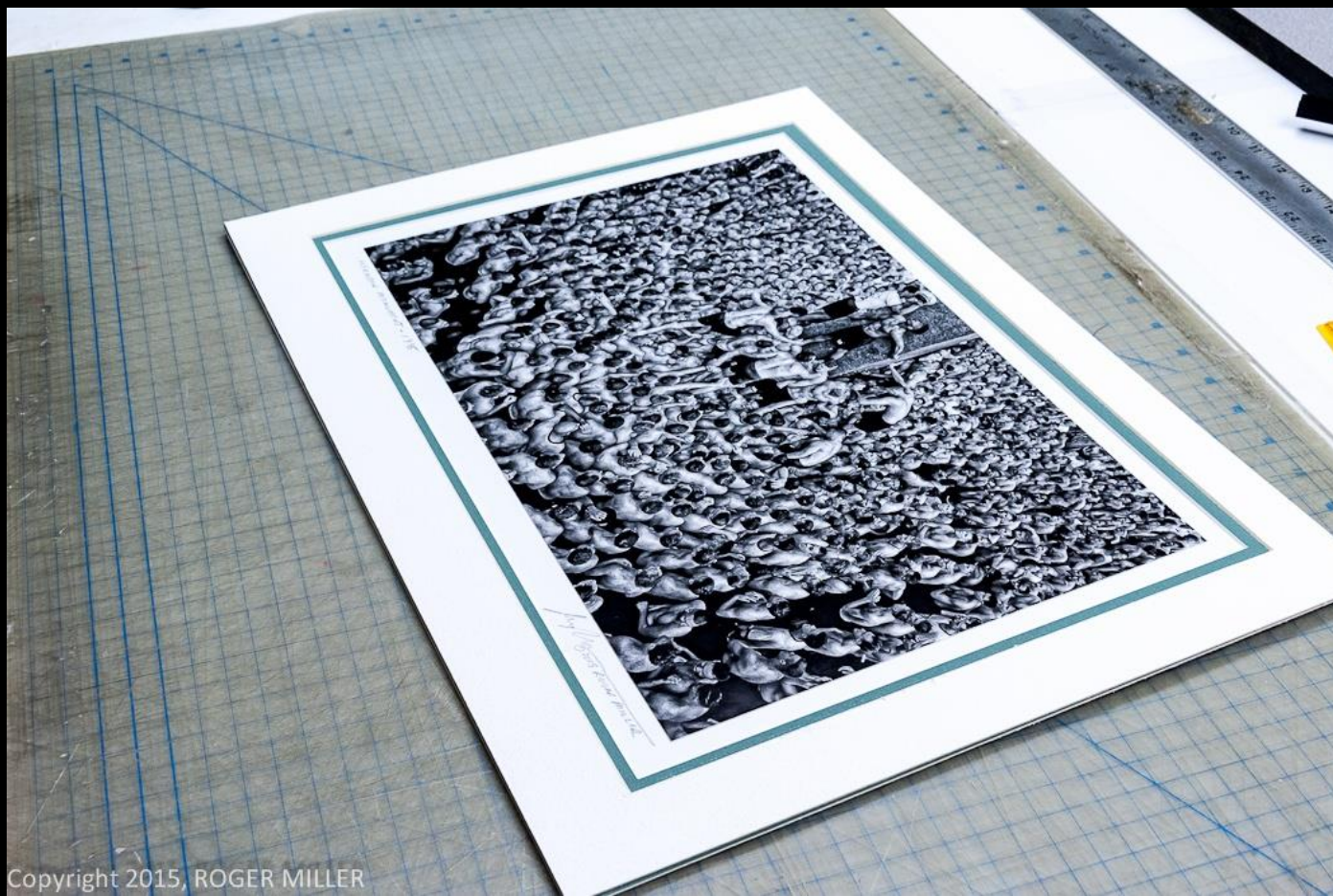
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RIGID PROTECTED DISPLAY PRINT or RPDP's

You have some prints mounted and matted

Someone want you to display them

But they do not want them framed

Display in a print stand – retail stores



ROGER MILLER, the legendary Publisher, Executive, Author, and Editor of *Photography Week*, has been named the most influential person in the industry for the past 25 years. His leadership and vision have shaped the industry and inspired a generation of photographers. His book, *Photography Week*, is a must-read for anyone interested in the industry. His work has been featured in numerous publications, including *Photography Week*, *Photography Week*, and *Photography Week*. His work has been featured in numerous publications, including *Photography Week*, *Photography Week*, and *Photography Week*. His work has been featured in numerous publications, including *Photography Week*, *Photography Week*, and *Photography Week*.

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ROGER MILLER, Photographer, Publisher, Teacher, Artist

Roger Miller has been a commercial photographer and book publisher for the more than 30 years. His assignments have taken him around the world 18 times. He is a source of stock photography in the Mid-Atlantic region with more than 650,000 photos in his files and three terabytes of digital files. He has produced 36 photography books to date. He has sold more than 186,000 copies.

With experience in a broad range of photography, Roger specializes in:

- stock photography in the Mid-Atlantic region and more than 40 other regions of the world.
- He has produced 36 photography books to date. He created the first full-color books on Baltimore, Annapolis and the State of Maryland. To date he has sold 186,000 copies.
- He has worked with numerous commercial installations. Locations include UMTRC, Jaguar Land Rover, Johns Hopkins Hospital, the Home-GuideSSy Building at UMAB, numerous buildings of UMTRC, Jaguar Land Rover, numerous commercial offices, and professional offices.
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For more information on his work, call him at 410-242-2254 or visit his website at www.rockemillerphoto.net.

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He has produced 36 photography books to date. He created the first full-color books on Baltimore, Annapolis and the State of Maryland. To date he has sold more than 186,000 copies that is over 400 tons of books.

With experience in a broad range of photography, Roger specializes in everything from romantic scenic landscapes to studio portraits and product photography. He has worked with numerous commercial clients including Baltimore Aircraft Company, Northrop Grumman, Maryland Port Administration, AMMB (BAA USA), Battelle, Raytheon Company, USGS North America, Bechtel, MDC/ITT Defense Systems and Teatron Systems.

Roger's photography is showcased in numerous commercial installations. Locations include BWI Airport, Johns Hopkins Hospital, the Homer Godelsky Building at UMAB, numerous buildings at UMBC, Jaguar Land Rover Annapolis showrooms and offices, the Anne Arundel Professional Center and numerous legal and professional offices.

Five years ago Roger has signed his books "Enjoy the beauty of..." If there is something, he wants you to remember about his work it is: ENJOY THE BEAUTY! Call him if you want to have a copy sent to your home or office.

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www.rogermillerphoto.net



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ROGER MILLER

After a career in the music industry, Roger Miller became a successful businessman and philanthropist. He was a pioneer in the development of the modern record industry and a major force in the creation of the modern music business. He was also a major force in the development of the modern record industry and a major force in the creation of the modern music business.

Miller's biography is a story of a man who was a pioneer in the development of the modern record industry and a major force in the creation of the modern music business. He was also a major force in the development of the modern record industry and a major force in the creation of the modern music business.

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Email: roger@rogermiller.com
www.rogermiller.com

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PRINT COSTS

***for a 15" x 20 inch mounted and matted print**

\$ 1.00 -Print paper 12 x 17 print – 100ft roll

\$ 0.25 -Estimated ink from 4900

\$ 0.75 - 30 " X 40" 1 x mount board \$3.00 $\frac{1}{4}$ \$0.75

\$ 1.25 -Matt board \$5.00 board $\frac{1}{4}$ - \$1.25

\$ 0.80 -Mount tissue at 150' 24" roll

\$ 0.75 - Acetate cover of final print

\$ 0.25 -cardboard \$1.00 $\frac{1}{4}$ - \$0.25

\$ 5.05 - Total Cost –YES!!

Sell them for \$50.00 at 40% discount that is \$30.00

***a 600% profit**



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... at US
... offices
... If there is somethi
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www.rogermillerphoto.net



ROGER MILLER PRINT
\$50.00
NUMBER #WP-192



RM
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ROGER MILLER PRINT
\$50.00
NUMBER # WP-143

ROGER MILLER



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WP-130 15X20 PRINT CADETS ON THE PLAIN \$ 50.00 10/10/2013 SOLD 10-1
 WP-131 15X20 PRINT QUARTERS 100- LEE ROOM \$ 50.00 10/10/2013
 15X20 PRINT CADETS ON THE PLAIN \$ 50.00 10/10/2013
 15X20 PRINT CANON FORT PUTNAM \$ 50.00 10/10/2013
 GRADUATES AT GRADUATION \$ 50.00 10/10/2013
 WEST POINT SWORD AND SASH \$ 50.00 10/10/2013 SOLD 10-14
 \$ 50.00 10/10/2013 SOLD 10-14
 \$ 50.00 10/10/2013 SOLD 10-14
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 \$ 50.00 10/10/2013 SOLD 03-15

WP-132 TOTAL OF NEW PRINTS 36-PRINTS DELIVERED 10-10-13
 WP-133 TOTAL PRINTS : 131 TOTAL SOLD
 WP-134 15X20 PRINT CADETS ON THE PLAIN
 WP-135 15 X 20 PRINT CADETS ON THE PLAIN
 15 X 20 PRINT CADETS ON THE PLAIN
 15 X 20 PRINT CADETS ON THE PLAIN

WP-136 15x20 6-27-15 SOLD TO DATE \$ 50.00 5/20/2015 Sold 5-2015
 WP-137 -15-20 WR - QUARTER 100 \$ 50.00 5/20/2015 sold 5-2015
 WP-138 -15x20 " " " " " " \$ 50.00 5/20/2015
 WP-139 15x20 ARMY-NAVY GAME \$ 50.00 5/20/2015
 WP-140 " " WASHINGTON-HALL \$ 50.00 5/20/2015
 WP-141 " " " " " " \$ 50.00 5/20/2015
 WP-142 " " " " " " \$ 50.00 5/20/2015
 WP-143 " " " " " " \$ 50.00 5/20/2015
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 WP-145 " " " " " " \$ 50.00 5/20/2015
 WP-146 " " " " " " \$ 50.00 5/20/2015

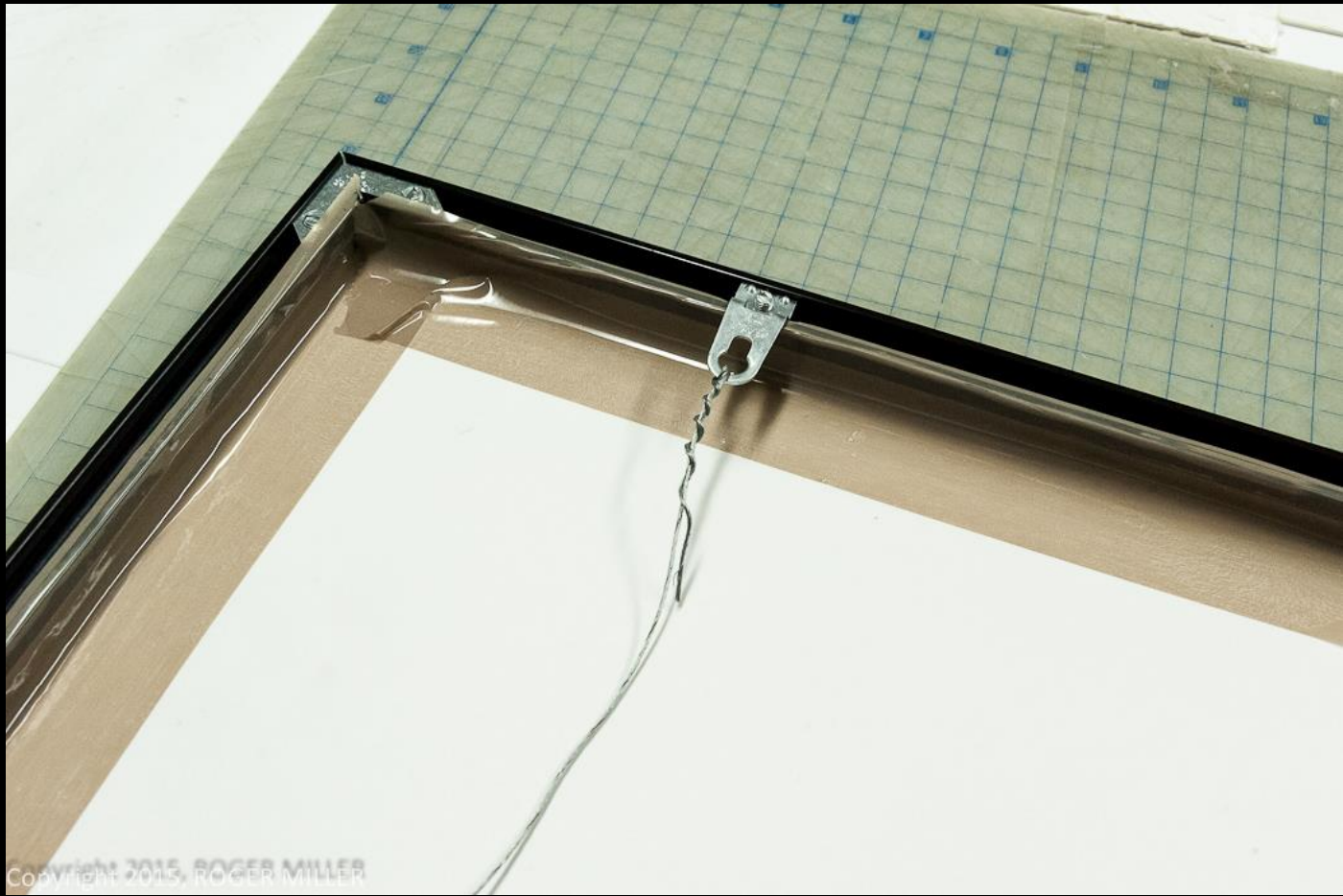
FRAMING PRINTS....

FRAMING OPTIONS....

- Metal Section Frames- I use most
- Wood Frames
- Flush Mounted Boxes
- Flush Mounted Glass Frames
- Canvas Mounted Prints
- Large Murals – on the wall
- Large Murals – mounted on rigid material
- Plexiglas Mounted Prints



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EXHIBITS- DISPLAYS

What is it all about??

For me it is all about showing my work!

If you do not show your work n

nobody sees it!

Promotes my work!

Sell some!

Promotes my books!



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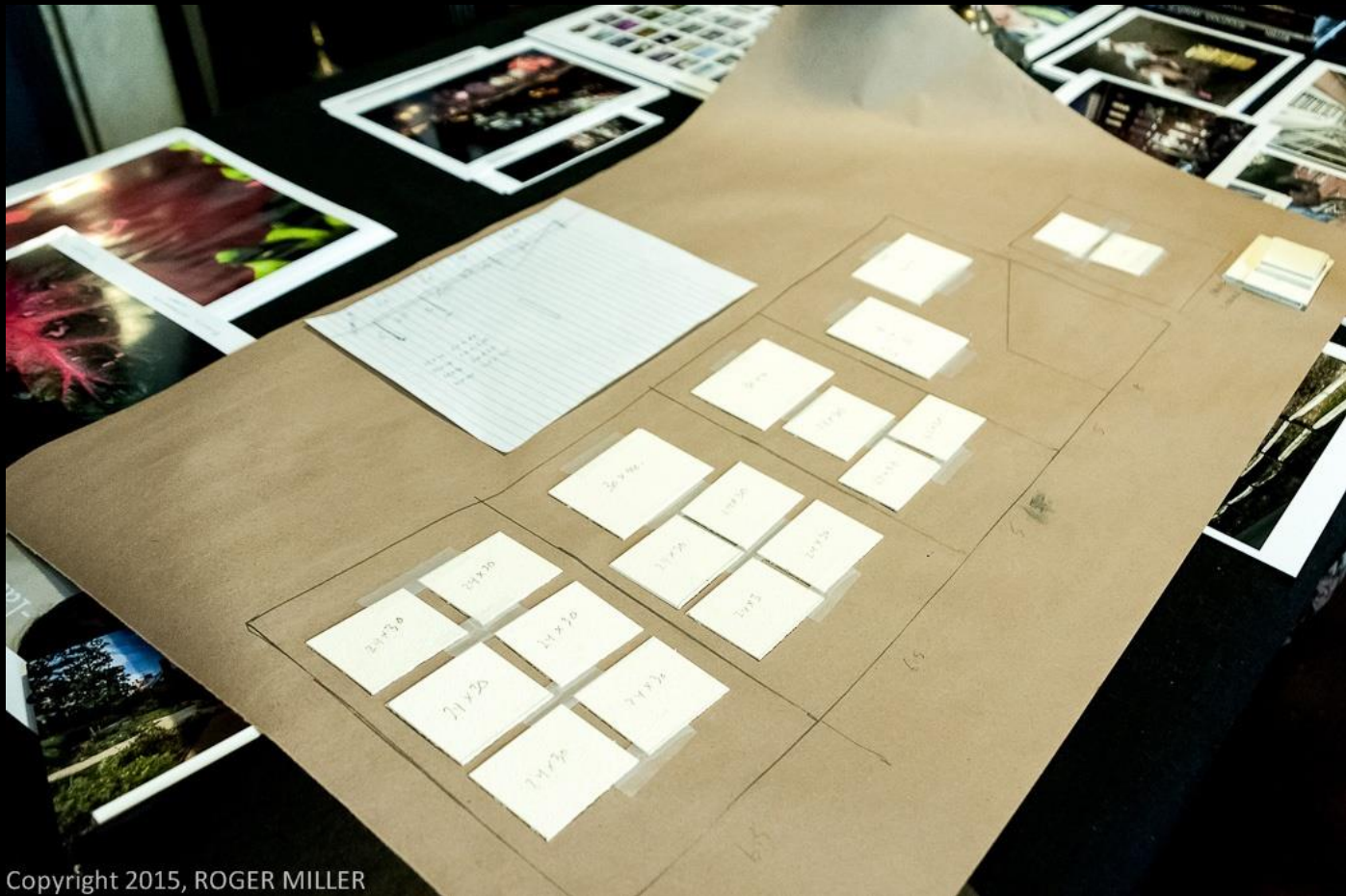
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5746
\$125



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102	202
103	203
104	204
105	205 Mark A. Wang, M.D.
106 Chesapeake Center of White Marsh	206 DeMiri-Chesapeake Sales
107 The Boulevard Sales & Spa	207 Marsh Capital Management
108	208
109	209
110	210
111	211
112	212
113	213 Mohamed Abdo, M.D.
114	214 Larrin Olofson, M.D., F.A.
115	215

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SUPPLIES GENERAL.....

SERVICE PHOTO

3838 Falls Road

Baltimore, MD 21211

410-235-6200

Burk Sims, Jack Rea

- Cameras Lens
- Paper
- Printers
- Ink
- Dry Mount Tissue
- Pre-cut Mats
- Spray Adhesive
- General Advice

BLICK ART SUPPLY

229 W. Chase Street

Baltimore, MD 21201

410-235-6200

- Mat Boards – expensive - limited
- Mount Boards – expensive - limited
- Tape
- Dry Mount Tissue
- Pre-cut Mats
- Spray Adhesive
- General Advice

FURST BROS. COMPANY

3500 Marmenco Court

Baltimore, MD 21230

410-752-0325

Mima

*Need to be a business

- Mat Boards – great selection
- Mount Boards – great selection
- Frames of all sorts
- Archival Mat Boards
- Archival Mount boards
- General Advice

MICA STORE

1200 Mt. Royal Avenue

Baltimore, MD 21217

410-225-2276

- Mat Boards – limited selection
- Mount Boards – limited selection
- Art Supplies
- Archival Mat Boards-limited
- Archival Mount boards-limited
- General Advice

PLAZA ARTIST MATERIALS

519 York Road

Towson, MD 21204

410-823-6406

- Mat Boards – limited selection
- Mount Boards – limited selection
- Art Supplies
- Archival Mat Boards-limited
- Archival Mount boards-limited
- General Advice

MARYLAND GLASS & MIRROR

710 W. Ostend Street

Baltimore, MD 21230

410-727-1050

- Need a business to buy there
- All Sizes of glass – great prices
- Case prices on glass
- UV Glass - costly

CONTEMPORARY FRAME, CO.

346 Scott Swamp Road

Farmington, CT 06032

860-677-7787

- Mat Boards
- Mount Boards
- Frames of all sorts
- Neilson Frames
- Neilson off brand black
- General Advice
- Good delivery

OPTIONS ARE UNLIMITED

THE REAL QUESTIONS IS....

WHAT ARE YOU GOING TO DO?

