

## Appendix 3

Please note that the following section contains a comprehensive (but not exhaustive) list of fine craft galleries in the United States. This information was sourced from the following study: *Marketing Guide for Fine Contemporary Craft in the United States, Government of Canada, 2002.*

(Note: The information contained in this Appendix was current as of June 2002 and may have changed.)

**Alabama...****Gallery: Gallerie Alegria**

Address: 600 Olde English Lane, Suite 128

Birmingham, AL 35223

Phone: 205-868-9320

Fax: 205-868-9323

Email: [rjaffe9614@aol.com](mailto:rjaffe9614@aol.com)

Web site: <http://www.galleriealegria.com>

Contact: Richard and Sue Jaffe

Gallery Focus: Contemporary art glass and studio art glass.

Sales Focus: 100% one-of-a-kind objects from \$200. - \$40,000.

Representing: Artists at all stage of their careers. Currently represent Canadians.

New Artists: They attend shows, follow up recommendations from artists they represent, and review portfolio submissions to find new artists.

Submission: Prints, Slides, CV, Artist Statement, Biography, Price List (retail and wholesale), and a SASE.

Terms: Consignment only, a contract is provided if required. Payment: 50% of retail to the artist and 50% to the gallery. The artist will be paid whenever all money for the piece is received. Gallery provides insurance on-site, pays return shipping and insurance. Shipping arrangements to the gallery will be made with the artist upon acceptance. Gallery requests exclusivity.

**Arizona...****Gallery: Duley-Jones Gallery**

Address: 7100 East Main Street

Scottsdale, AZ 85251

Phone: 480-945-8475

Fax: 480-945-6640

Email: [duleyjones@msm.com](mailto:duleyjones@msm.com)

Web site: N/A

Contact: Kathy Duley

Gallery Focus: Sculptural Objects: Glass, Fibre, and Metal.

Sales Focus: 75% one-of-a-kind objects from \$300 - \$5,000

25% limited-production objects from \$150 - \$2,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows, look at magazines, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site and insurance for return shipping. Artist pays shipping and insurance to gallery. Gallery requests exclusivity.

Comments: While the gallery does carry wood products, they will not accept work from out of state because the climate differences are hard on the wood. They have represented Canadians, but experienced some difficulties with Customs and shipping procedures.

**Gallery gallerymateria**

Address: 4222 North Marshall Way

Scottsdale, AZ 85251

Phone: 480-949-1262

Fax: 480-949-6050

Email: [http://gallerymateria@uswest.net](mailto:gallerymateria@uswest.net)

Web site: <http://www.gallerymateria.com>

Contact: Betsy Rosenmiller

Gallery Focus: Sculptural Objects: Clay, Glass, Fibre, Metal, and Wood.

Functional Objects: Clay, Wood, and Jewelry.

Sales Focus: 100% one-of-a-kind objects from \$1,000 - \$50,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, conferences, follow up recommendations from artists they represent and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist's Statement, and a SASE.

Terms: Consignment only, a contract is provided. Terms will be discussed upon acceptance of work. Payment to the artist is made within 45 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance through courier. Artist pays shipping and Gallery requests exclusivity.

Gallery: **Obsidian Gallery**

Address: 40 N. Campbell Avenue, Suite 90

Tucson, AZ 85718

Phone: 520-577-3598

Fax: 520-577-9018

Email: [obsidiagal@earthlink.net](mailto:obsidiagal@earthlink.net)

Web site: N/A

Contact: Elouise Rusk

Gallery Focus: Sculptural and Functional Objects: Clay, Glass, Fibre, Mixed Media, Metal, and Wood.

Sales Focus: Primarily one-of-a-kind objects from \$50 - \$5,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows (ACC), follow up recommendations from artists they represent, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE. Artists are requested to contact the gallery before sending portfolio submissions.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site and insurance for return shipping. Artist pays insurance and shipping to the gallery. Gallery requests exclusivity.

Comments: They have represented Canadians, but experienced some difficulties with Customs and shipping procedures.

Gallery: **Philabaum Glass Gallery**

Address: 711 South Sixth Avenue

Tucson, AZ 85701

Phone: 520-884-7404

Fax: 520-884-0679

Email: [philabaumgallery@quest.net](mailto:philabaumgallery@quest.net)

Web site: N/A

Contact: Nancy Wilson or Tom Philabaum

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 60% one-of-a-kind objects from \$50 - \$3,000

40% limited-production objects from \$7 - \$1,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, follow up recommendations and personal connections, and review portfolio submissions to find new artists.

Submissions: Slides, CV, SASE, and a cover letter addressed to Tom Philabaum.

Terms: Consignment only, a consignment agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid at the end of each month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

## California...

### Gallery: **Braunstein/Quay Gallery**

Address: 430 Clementina Street

San Francisco, CA 94103

Phone: 415-278-9850

Fax: 415-278-9841

Email: [bquayq@pacbell.net](mailto:bquayq@pacbell.net)

Web site: N/A

Contact: Ruth Braunstein or Shannon Trimble

Gallery Focus: Contemporary Sculptural Objects: Clay, Glass, Mixed Media and Wood.

Sales Focus: 99% one-of-a-kind objects from \$300 - \$100,000

Representing: Emerging and nationally recognized artists. Willing to represent Canadians, but it's contingent on who the artist is.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist's Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site and splits the shipping costs, 50/50, with the artist.

Gallery requests exclusivity.

Comments: "Shipping of larger pieces has been problematic."

### Gallery: **CODA Gallery**

Address: 73 - 151 El Paseo

Palm Desert, CA 92260-4225

Phone: 760-346-4661 or 800-700-4661

Fax: 760-776-4010

Email: [codaart@aol.com](mailto:codaart@aol.com)

Web site: <http://www.codagallery.com>

Contact: David Katz or Barbara Hill Stanley

Gallery Focus: Contemporary Sculptural Objects: Mixed Media and Glass. Some functional glass.

Sales Focus: 100% one-of-a-kind objects from \$35 - \$85,000

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Prints, CV, and a SASE.

Terms: Terms of consignment and payment will be discussed upon acceptance. No contract is provided. Gallery provides insurance on-site and for return shipping. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

### Gallery: **Compositions Gallery**

Address: 317 Sutter Street

San Francisco, CA 94108

Phone: 415-693-9111

Fax: 415-693-9344

Email: [info@compositionsgallery.com](mailto:info@compositionsgallery.com)

Web site: <http://www.compositionsgallery.com>

Contact: Siegfried Ehrmann

Gallery Focus: Contemporary Sculptural Glass.

Sales Focus: 100% one-of-a-kind objects from \$1,000 - \$25,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, look at magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, SASE or via the Internet/e-mail.

Terms: Consignment only, contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist is responsible for shipping and insurance to the gallery. Gallery requests exclusivity.

### Gallery **Concepts**

Address: P.O. Box 301

Sixth and Mission Streets

Carmel, CA 93921  
 Phone: 831-624-0661  
 Fax: 831-625-8684  
 Email: N/A  
 Web site: N/A  
 Contact: Jacqueline Steakley  
 Gallery Focus: Sculptural and Functional Objects: Clay, Glass, Jewelry, Metal and Wood.  
 Sales Focus: 50% one-of-a-kind objects from \$400 - \$25,000  
 50% limited-production objects from \$100 - \$11,000  
 Representing: Artists at all stages of their careers.  
 New Artists: They attend shows (ACC), to find new artists. Representation through portfolio submissions is very limited.  
 Submissions: Slides, CV, Artist Statement, SASE and via the Internet.  
 Mornings are the best time to make contact.  
 Terms: Terms of consignment and payment schedules will be discussed upon acceptance of the work. Gallery provides insurance on-site, pays return shipping, but insurance on shipping varies. Artist pays shipping and insurance to gallery. Gallery requests exclusivity.  
 Comments: Carmel is a very small tourist town, therefore saturation is achieved very quickly.

**Gallery Culture Shop**

Address: 1511A Montana Avenue  
 Santa Monica, CA 90403  
 Phone: 310-656-2656  
 Fax: 310-394-7087  
 Email: [cultureshop@netzero.net](mailto:cultureshop@netzero.net)  
 Web site: N/A  
 Contact: Sand Brim  
 Gallery Focus: Functional Art and some 2-D work. Functional Objects: Clay, Glass, Jewelry, Mixed Media assemblages, Metal, and Furniture.  
 Sales Focus: 25% one-of-a-kind objects from \$1,000 - \$7,000  
 75% limited-production objects from \$100 - \$200  
 Representing: Internationally recognized artists. Currently represent 8 or 9 Canadians.  
 New Artists: They attend shows, look at Web sites, and review portfolio submissions to find new artists.  
 Submissions: Prints, Slides, CV, Artist Statement and a SASE, or via Internet/e-mail.  
 Terms: Consignment on the higher priced objects, usually 50% of retail to the artist and 50% to the gallery. Smaller objects are bought outright - and represent about 95% of what is carried in the gallery. A consignment agreement is provided. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within the immediate area.

**Gallery: del Mano Gallery**

Address: 11981 San Vincente Blvd.  
 Los Angeles, CA 90049  
 Phone: 310-476-8508 or 1-800-335-6266  
 Fax: 310-471-0897  
 Email: [galler@delmano.com](mailto:galler@delmano.com)  
 Web site: <http://www.delmano.com>  
 Contact: Jan Peters  
 Sculptural and Functional Objects: Clay, Glass, Fibre, Jewelry, Mixed Media, Metal, and Wood.  
 Sales Focus: 40% one-of-a-kind objects up to \$50,000; 40% limited-production objects (prices vary). 20% production objects (prices vary).  
 Representing: Artists at all stages of their careers.  
 New Artists: They attend shows, look at magazines, follow up recommendations from artists, and review portfolio submissions to find new artists.  
 Submissions: Prints, Slides, CV, Artist Statement, Price List, Biographical Statement, and a SASE.  
 Terms: Consignment only, an agreement with the gallery is provided. Payment: ranges from 50% of retail to the artist and 50% to the gallery, to 40% of retail to the artist and 60% to the gallery.  
 Gallery provides insurance on-site, pays return shipping and insurance. No earthquake insurance!

Artist pays shipping and insurance to gallery. Exclusivity depends on the objects.

**Gallery: Frank Lloyd Gallery**

Address: 2525 Michigan Avenue, B5b

Santa Monica, CA 90404

Phone: 310-264-3866

Fax: 310-264-3868

Email: N/A

Web site: N/A

Contact: Frank Lloyd

Gallery Focus: Sculptural and Functional Ceramics.

Sales Focus: 100% one-of-a-kind objects from \$200 - \$150,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment terms and percentages will be discussed upon acceptance to the gallery.

Gallery provides insurance on-site, terms for insurance for return shipping will be discussed. Artist

pays shipping and insurance to the gallery. A contract is provided.

Comments: Presently represent a stable of 34 artists.

**Gallery: Free Hand**

Address: 8413 West Third Street

Los Angeles, CA 90048

Phone: 323-655-2607

Fax: 323-655-7241

Email: [email@freehand.com](mailto:email@freehand.com)

Web site: <http://www.freehand.com>

Contact: Carol Sauvion

Gallery Focus: Functional Craft: Clay, Glass, Fibre, Jewelry, and Wood.

Sales Focus: 50% one-of-a-kind objects from \$40 - \$5,000

50% limited-production objects from \$25 - \$1,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows to find new artists, and artists personally bring their work into the gallery.

Submissions: Prefer to see the work in person if possible, in order to respond to it and decide if they would like to carry the work in the gallery.

Terms: Consignment only, a consignment sheet is provided.

Payment: 50% of retail to the artist and 50% to the gallery, paid on the first of each month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Gallery Alexander**

Address: 7925 Girard Avenue

LaJolla, CA 92037

Phone: 858-459-9433

Fax: 858-459-0080

Email: [galalex@aol.com](mailto:galalex@aol.com)

Web site: <http://www.galleryalexander.com>

Contact: Lisa Metzger

Gallery Focus: Contemporary Craft Gallery. Sculptural and Functional Objects: Clay, Glass, Jewelry, Mixed Media, Metal, Wood, and Judaica.

Sales Focus: 20% one-of-a-kind objects up to \$2,000

80% limited-production objects up to \$1,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, work with agents, follow up recommendations from artists, respond to walk-ins, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Price List (retail and wholesale), and a SASE.

Terms: Consignment only, a consignment agreement is provided.

Payment: 50% of retail to the artist and 50% to the gallery, paid the first of the month, 2 months after the piece is sold. Customers are given a 30 day money back guarantee. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Have represented Canadians, but experienced some difficulties with Customs and shipping (breakage).

**Gallery Gallery Eight**

Address: 7464 Girard Avenue

La Jolla, CA 92037

Phone: 858-454-9781

Fax: 858-454-0804

Email: N/A

Web site: N/A

Contact: Shere Stuggard

Gallery Focus: Sculptural & Functional Objects: Clay, Glass, Jewelry, Metal, and Wood.

Sales Focus: The percentage of one-of-a-kind and production work was not available. Price points from \$12 - \$1,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery: Imago Galleries**

Address: 45 - 450 Highway 74

Palm Desert, CA 92260

Phone: 760-776-9890

Fax: 760-776-9891

Email: [info@imagogalleries.com](mailto:info@imagogalleries.com)

Web site: <http://www.imagogalleries.com>

Contact: David or Lisa Austin

Gallery Focus: Sculptural Objects: Clay, Glass, Mixed Media, Metal & Wood.

Sales Focus: 100% one-of-a-kind objects from \$2,000 - \$375,000

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, SASE or E-mail.

Terms: Consignment, payment, insurance, shipping and contracts will be discussed upon acceptance of work.

**Gallery Jenkins Johnson Gallery**

Address: 464 Sutter Street

San Francisco, CA 94108

Phone: 415-677-0770

Fax: 415-677-0780

Email: [art@jenkinsjohnsongallery.com](mailto:art@jenkinsjohnsongallery.com)

Web site: <http://www.jenkinsjohnsongallery.com>

Contact: Karen Jenkins

Gallery Focus: Sculptural Glass.

Sales Focus: One of a kind objects from \$1,000 - \$70,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows, look at magazines, seek out artists they are interested in, follow up recommendations from artists they represent, and review portfolio submissions to find new artists (but only about 2% of these are represented in the gallery).

Submissions: Slides, Transparencies, Biography, CV, Artist Statement, magazine articles and a SASE.

Terms: Consignment percentages, contracts and payment schedules vary, will be discussed upon acceptance. Gallery provides insurance on-site, but all other shipping and insurance details are varied. Exclusivity is varied from artist to artist.

Comments: The gallery is looking for abstract and conceptual work in glass.

**Gallery L.H. Selman Ltd.**

Address: 123 Locust Street  
 Santa Cruz, CA 95060  
 Phone: 831-427-1177  
 Fax: 831-427-0111

Email: [larry@paperweight.com](mailto:larry@paperweight.com)

Web site: <http://www.theglassgallery.com>

Contact: Larry Selman

Gallery Focus: Studio glass and paperweights. Sculptural and Functional Glass.

Sales Focus: 50% one-of-a-kind objects from \$200 - \$50,000

50% limited-production objects from \$100 - \$5,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and conferences, look at magazines, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Request that artists call first to make verbal contact, before sending any materials or information.

Terms: Consignment only, a contract is provided if required. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays insurance and return shipping. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: "Do your research and talk with someone from the gallery, to see if the direction of your work meets the gallery's needs."

**Gallery La Jolla Fibre Arts**

Address: 7644 Girard Avenue  
 La Jolla, CA 92037  
 Phone: 858-454-6732  
 Fax: 858-454-6641

Email: [info@lajollafiberarts.com](mailto:info@lajollafiberarts.com)

Web site: <http://www.lajollafiberarts.com>

Contact: Lynn Noble

Gallery Focus: Fibre Arts: Sculptural and Functional.

Sales Focus: 80% one-of-a-kind objects from \$25 - \$2,000

20% limited-production objects from \$25 - \$600

Representing: Emerging and nationally recognized artists. Currently represent Canadians.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement and a SASE.

Terms: Consignment only, a consignment agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site.

Shipping to and from the gallery depends on arrangements made with the artist. Gallery requests exclusivity for the San Diego area.

**Gallery Sculpture To Wear**

Address: Bergamot Station Arts Center  
 2525 Michigan Avenue, C2  
 Santa Monica, CA 90404  
 Phone: 310-829-9960  
 Fax: 310-829-9860

Email: [lisa@sculpturetowear.com](mailto:lisa@sculpturetowear.com)

Web site: <http://www.sculpturetowear.com>

Contact: Lisa Berman

Gallery Focus: Art Jewelry and Wearable Art. Shoulder and Neck Adornment. Fibre - woven shoulder pieces, using alternative materials - no constructed garments.

Sales Focus: 75% one-of-a-kind objects from \$200 - \$15,000

25% limited-production objects from \$100 - \$900

Representing: Focus is on internationally recognized artists, who make up 75% of the gallery's stable of artists. Some emerging and nationally recognized artists are represented. Currently represent Canadians.

New Artists: They attend shows, look at Web sites and magazines, travel, and follow up recommendations to find new artists.

Submissions: Like to see digital images initially, then will request slides or samples, if interested.

Terms: Consignment makes up 90% of their inventory. The rate is 50% of retail to the artist and 50% to the gallery, but varies from exhibition to exhibition. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity during an exhibition, however if an on going relationship with the gallery is struck, exclusivity is not necessary.

Comments: The more the artist knows about the business aspect - shipping, insurance, contracts, etc. - the more successful the artist will be. Knowing more about the business would create a better relationship with the gallery, a mutual respect."

#### Gallery **Seekers Glass Gallery**

Address: 4090 Burton Drive  
Cambria, CA 93428  
Phone: 805-927-4352 or 800-841-5250  
Fax: 805-927-5984

Email: [ams@seekersglass.com](mailto:ams@seekersglass.com)

Web site: <http://www.seekersglass.com>

Contact: Mike Adelson

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 50% one-of-a-kind objects from \$750 - \$7,500

50% limited-production objects from \$5 - \$750

Representing: Artists at all stages of their careers.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV's, E-mails, Samples, Price List, plus any additional information to:

Mike Adelson, 2450 Main St. Cambria, CA 93428. Ph. 805-927-8626

Terms: Will only buy outright. No consignment. Gallery requests exclusivity.

Comments: Have represented Canadians but experienced some difficulties with Customs and shipping procedures.

#### Gallery **Tercera Gallery**

Address: 534 Ramona Street  
Palo Alto, CA 94301  
Phone: 650-322-5320  
Fax: 650-322-5639

Email: [pa@terceragallery.com](mailto:pa@terceragallery.com)

Web site: <http://www.terceragallery.com>

Contact: Seb Hamamjian

Gallery Focus: Contemporary Art and Studio Furniture. Sculptural and Functional Objects: Clay and Jewelry. Studio Furniture: Metal, Wood, and Mixed Media.

Sales Focus: 90% one-of-a-kind objects in all price ranges.

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, SASE and any other pertinent information.

Terms: Consignment terms and contract will be discussed upon acceptance. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### Gallery **Tercera Gallery**

Address: 550 Sutter Street  
San Francisco, CA 94102  
Phone: 415-773-0303  
Fax: 415-773-0306

Email: [sf@terceragallery.com](mailto:sf@terceragallery.com)

Web site: <http://www.terceragallery.com>

Contact: Seb Hamamjian

Gallery Focus: Contemporary Art and Studio Furniture. Sculptural and Functional Furniture: Metal, Wood and Mixed Media

Sales Focus 100% one-of-a-kind objects from \$4,000 - \$30,000

Representing: Nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review

portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement and a SASE.

Terms: Consignment terms and contract will be discussed upon acceptance. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Tercera Gallery**

Address: 24 North Santa Cruz Avenue

Los Gatos, CA 95030

Phone: 408-354-9484

Fax: 408-354-0965

Email: [lg@terceragallery.com](mailto:lg@terceragallery.com)

Web site: <http://www.terceragallery.com>

Contact: Seb Hamamjian

Gallery Focus: Contemporary Art and Studio Furniture; Sculptural and Functional: Clay and Jewelry.

Sales Focus: 90% one-of-a-kind objects in all price ranges.

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, occasionally work through agents, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV and a SASE.

Terms: Consignment terms and contract will be discussed upon acceptance. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery The Rafael's**

Address: 643 Market Street

San Francisco, CA 94105

Phone: 415-974-6772

Fax: 415-974-6773

Email: N/A

Web site: N/A

Contact: Carmel Rafael

Gallery Focus: Wearable Arts: Functional Fibre and Jewelry.

Sales Focus: 50% one-of-a-kind wear-able art from \$1,000 - \$10,000

50% limited-production wear-able art from \$1,000 - \$6,000

Representing: Nationally and internationally recognized artists. Currently represent Canadians.

New Artists: They attend shows, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV and a SASE. Prefer to see samples of the actual work.

Terms: Varies, depending on the work, buys outright and takes work on consignment. Consigned work is paid out every 60 days. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. A contract is provided if needed.

**Gallery: Velvet Da Vinci**

Address: 508 Hayes Street

San Francisco, CA 94102

Phone: 415-626-7478

Fax: 415-386-2492

Email: [info@velvetdavinci.com](mailto:info@velvetdavinci.com)

Web site: <http://www.velvetdavinci.com>

Contact: Mike Holmes

Gallery Focus: Art Jewelry: Sculptural and Functional.

Sales Focus: 70% one-of-a-kind objects from \$75 - \$6,000

30% limited-production objects from \$75 - \$6,000

Representing: Artists at all stages of their careers. 50% of the artists represented are local.

New Artists: They attend shows, travel and review portfolio submissions to find new artists - but have never identified anyone by this means.

Submissions Prints, Slides, and a SASE. Prefers to see the work in person.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to

the gallery, paid on the 15<sup>th</sup> of each month following the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Does not request exclusivity.

Comments: Have experienced some difficulties with Customs and shipping procedures.

**Gallery Virginia Breier Contemporary & Traditional Crafts**

Address: 3091 Sacramento Street

San Francisco, CA 94115

Phone: 415-929-7173

Fax: 415-929-7173

Email: [vbreir@earthlink.net](mailto:vbreir@earthlink.net)

Web site: <http://www.vbreircraftgallery.com>

Contact: Virginia Breier

Gallery Focus: Contemporary Sculptural and Functional Objects: Clay, Glass, Fibre, Jewelry, Metal and Wood.

Sales Focus: 100% one-of-a-kind objects from \$20 - \$10,000

Representing: Emerging and established artists.

New Artists: They attend SFIGS and ACC shows, look at magazines, and review portfolio submissions to find new artists.

Submissions Prints, other pertinent information, and a SASE.

Terms: Consignment only. A consignment sheet is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid every 30 days. Gallery provides insurance on-site, pays return shipping and insurance. They do not have earthquake insurance. Artist pays shipping and insurance to the gallery. Do not request exclusivity.

**Gallery William Zimmer Gallery**

Address: Kasten and Ukiah Streets

P.O. Box 263

Medocino, CA 95460

Phone: 707-937-5121

Fax: 707-937-2405

Email: [wzq@mcn.org](mailto:wzq@mcn.org)

Web site: <http://www.williamzimmergallery.com>

Contact: William Zimmer

Gallery Focus: Contemporary & Traditional Fine Art and Craft. Sculptural Objects: Clay, Glass, Metal (bronze). Functional Objects: Jewelry, Rugs, Studio Furniture.

Sales Focus: 90% one-of-a-kind objects from \$200 - \$20,000

Average sale: \$1,200. Average price point: \$1,000 - \$2,000

Representing: Artists at all stages of their careers.

New Artists: They attend SOFA, follow up recommendations, and review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, Wholesale Price List (include dimensions and medium), and a SASE.

Terms: Consignment only, no contract provided. Payment: 50% of retail to the artist and 50% to the gallery paid on everything except furniture and bronze pieces - the gallery charges less of a percentage. Paid on the 1st of every month. Gallery provides insurance on-site and requests exclusivity within a 50 mile radius.

Comments: They are booked three years in advance for shows. 30% of the gallery's yearly business occurs at SOFA, which gives them a national base of collectors to draw from.

**Colorado...**

**Gallery Carson Masuoka Gallery**

Address: 760 Santa Fe Drive

Denver, CO 80204

Phone: 303-573-8585

Fax: 303-573-8587

Email: [scarson@ecentral.com](mailto:scarson@ecentral.com)

Web site: N/A

Contact: Sandy Carson or Mark Masuoka

Gallery Focus: Contemporary Fine Art and Fine Craft. Sculptural Objects: Clay, Glass, Fibre, Mixed Media, Metal and Wood. Functional Objects: Wood.

Sales Focus: 90% one-of-a-kind objects from \$600 - \$20,000

10% limited-production objects from \$300 - \$2,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, follow up recommendations, and review portfolio submissions to find new artists.

Submissions Prints, Slides, Digital Images, CV, Artist Statement, Price List, Cover Letter, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity

#### Gallery **Hibberd McGrath Gallery**

Address: P.O. Box 7638

101 North Main Street

Breckenridge, CO 80424

Phone: 970-453-6391

Fax: 970-453-6391

Email: [hmgallery@hotmail.com](mailto:hmgallery@hotmail.com)

Web site: N/A

Contact: Martha Hibberd or Terry McGrath

Gallery Focus: Sculptural Objects: Clay, Glass, Fibre, Jewelry and Wood. Functional Objects: Clay, Glass, and Jewelry.

Sales Focus: 100% one-of-a-kind objects from \$175 - \$5,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows (SOFA), follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, Biography, Price List, and a SASE. Call early in the day, during the week .

Terms: Consignment only. An agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity, including Denver.

Comments: They mount 7 solo shows per year, 4 in the winter and 3 in the summer. Canadians. Have experienced some difficulties with Customs and shipping procedures.

#### Gallery **Pismo Art Furnishings**

Address: Market Square, 61 Avondale Lane, #10

Beaver Creek, CO 81620

Mailing address: P.O. Box 1996, Edwards, CO 81632

Phone: 970-949-9495

Fax: 970-949-9365

Email: [pismofurnishings@aol.com](mailto:pismofurnishings@aol.com)

Web site: <http://www.pismoartfurnishings.com>

Contact: Sandy Sardella

Gallery Focus: Furniture: All media and home accessories. Accessories: Textiles, Paper and Clay.

Sales Focus: 55% one-of-a-kind Furniture up to \$10,000; Accessories up to \$2,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists. They are often contacted directly by artists, who then submit slides.

Submissions Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Payment schedule is laid out in contract. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### Gallery **Pismo Contemporary Art Furniture**

Address 2727 East 3rd Ave.

Denver, CO 80206  
 Phone: 303-333-2879  
 Fax: 303-355-8132  
 Email: [pismofurniture@aol.com](mailto:pismofurniture@aol.com)  
 Web site: <http://www.pismoartfurnishings.com>  
 Contact: Sandy Sardella  
 Gallery Focus: Furniture: All Media. Accessories: Fibre, Paper and Clay.  
 Sales Focus: 55% one-of-a-kind Furniture up to \$10,000; Accessories up to \$2,000  
 Representing: Emerging and nationally recognized artists.  
 New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists. They are often contacted directly by artists, who then send slides.  
 Submissions Prints, Slides, CV, Artist Statement, and a SASE.  
 Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, payment schedule is laid out in contract. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping/insurance to the gallery. Gallery requests exclusivity.

**Gallery: Pismo Contemporary Art Glass**

Address: Cherry Creek North  
 235 Fillmore Street  
 Denver, CO 80206  
 Phone: 303-333-2879  
 Fax: 303-333-3523  
 Email: [pismoglass@aol.com](mailto:pismoglass@aol.com)  
 Web site: <http://www.pismoglass.com>  
 Contact: Sandy Sardella  
 Contemporary Sculptural Glass. Some functional glass objects and glass related jewelry - such as glass beads.  
 Sales Focus: 60% one-of-a-kind objects from \$6 - \$260,000  
 40% limited-production objects from \$6 - \$260,000  
 Representing: Artists at all stages of their careers. Currently represent Canadians.  
 New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions. Sometimes they are contacted directly by artists.  
 Submissions Prints, Slides, CV, Artist Statement, and a SASE.  
 Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid on the 15<sup>th</sup> of each month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Name Pismo Gallery**

Address: Gallery Location: Village Hall, Beaver Creek, CO  
 Mailing Address: P.O. Box 1996, Edwards, CO 81632  
 Phone: 970-949-0908  
 Fax: 970-949-1267  
 Email: [pismobeavercreek@aol.com](mailto:pismobeavercreek@aol.com)  
 Web site: <http://www.pismoglass.com>  
 Contact: Sandy Sardella  
 Gallery Focus: Contemporary Sculptural Glass. Gallery carries a limited amount of functional glass and glass related jewelry, such as glass beads.  
 Sales Focus: 60% one-of-a-kind objects from \$6 - \$260,000  
 40% limited-production objects from \$6 - \$260,000  
 Representing: Artists at all stages of their careers. Currently represent Canadians.  
 New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions. Sometimes they are contacted directly by artists.  
 Submissions Prints, Slides, CV, Artists Statement, and a SASE.  
 Terms: Consignment only, and a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid on the 15<sup>th</sup> of each month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Gallery: **The Rachael Collection**

Address: 433 E. Cooper Avenue

Aspen, CO 81611

Phone: 970-920-1313

Fax: 970-925-8039

Email: N/A

Web site: <http://www.rachaelcollection.com>

Contact: Penny Straka

Gallery Focus: Contemporary Glass Art. Sculptural and Functional Glass.

Sales Focus: 95% one-of-a-kind objects from \$3,000 - \$300,000

5% limited-production objects from \$2,500 upwards.

Representing: Nationally and internationally recognized artists. Currently represent Canadians.

New Artists: They attend shows and conferences, look at Web sites and magazines, work with agents, occasionally visit schools, and review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, E-mail, and a SASE.

Terms: Consignment only, a contract is not provided. Payment: 50% of retail to the artist and 50% to the gallery. Some exceptions may apply. Gallery does not provide on-site insurance, but does provide insurance on return shipping. The artist pays shipping and insurance to the gallery.

Exclusivity varies with each artist.

Comments: "We are only interested in artists who have established a profile."

### Connecticut...

Gallery **browngrotta arts**

Address: 276 Ridgefield Road

Wilton, CT 06897

Phone: 203-834-0623 or 1-800-666-0623

Fax: 203-762-5981

Email: [art@browngrotta.com](mailto:art@browngrotta.com)

Web site: <http://www.browngrotta.com>

Contact: Rhonda Brown

Gallery Focus: Contemporary Textiles and Basketry. Sculptural, abstract objects, of a specific aesthetic.

Sales Focus: 100% one-of-a-kind objects from \$400 - \$150,000

Representing: The gallery represents a stable of 85 fibre artists, that are nationally and internationally recognized. They rarely represent emerging artists.

New Artists: They review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, and a SASE. Note: " We are very slow returning portfolios."

Terms: Consignment only, a loose contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Gallery catalogues and chronicles each show, mounting three major shows per year. Some of their international shows travel, one major show went to MOMA. No figurative work! They strongly suggest that you research the gallery and make sure it is a suitable venue for your work. The gallery represents some of the best textile artists in the world.

### District Of Columbia...

Gallery **Jewelers' Werk Gallerie**

Address: 2000 Pennsylvania Avenue NW

Washington, DC 20006

Phone: 202-293-0249

Fax: 202-659-4149

Email: [ellenreiben@earthlink.net](mailto:ellenreiben@earthlink.net)

Web site: N/A

Contact: Ellen Reiben

Gallery Focus: Jewelry: Functional and Sculptural.

Sales Focus: Percentage of one-of-a-kind work compared to production work was not available.

Prices from \$30 - \$10,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists. Also they discover new artists when travelling and quite often new artists will find them.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment percentages are dependent on the artist.

Payment is made quarterly. Gallery provides insurance on-site, pays return shipping and insurance.

Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Small gallery. They are always willing to look at new work but are very selective and particular, given the size of the gallery.

Gallery: **Maurine Littleton Gallery**

Address: 1667 Wisconsin Avenue NW

Washington, DC 20007

Phone: 202-333-9307

Fax: 202-342-2004

Email: [littletongallery@aol.com](mailto:littletongallery@aol.com)

Web site: <http://www.littletongallery.com>

Contact: Michael Eaton

Gallery Focus: Primarily a Contemporary Glass Gallery. Sculptural and Functional Objects: Glass, Clay, Fibre and Metal.

Sales Focus: 95% one-of-a-kind objects from \$1,000 - \$150,000

Representing: Nationally and internationally recognized artists.

New Artists: They attend shows, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, no contract provided. Payment: 50% of retail to the artist and 50% to the gallery. Payment discussed upon acceptance. Gallery provides insurance on-site, pays return shipping and insurance. Artist responsible for shipping and insurance to the gallery. Gallery requests exclusivity within a 500 mile radius.

Comments: Have developed established relationships with a stable of artists over a very long period of time.

## Florida...

Gallery: **Elaine Baker Gallery**

Address: The Gallery Center

608 Banyan Trail

Boca Raton, FL 33431

Phone: 561-241-3050

Fax: 561-241-5976

Email: [ebakerart@aol.com](mailto:ebakerart@aol.com)

Web site: <http://www.gallerycenter.org>

Contact: Beverly Berner or Elaine Baker

Gallery Focus: Contemporary art gallery, from abstract to super realism.

Sculptural Objects: Clay, Bronze, and Aluminum.

Sales Focus Primarily one-of-a-kind objects. Price range varies.

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, Price List, and a SASE.

Terms: Consignment only, no contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Gallery: **Habatat Galleries**

Address: 608 Banyan Trail

Boca Raton, FL 33431

Phone: 561-241-4544

Fax: 561-241-5793

Email: [info@habatatgalleries.com](mailto:info@habatatgalleries.com)

Web site: <http://www.habatatgalleries.com>

Contact: Linda Boone

Gallery Focus: Contemporary Studio Glass: Sculptural and Functional.

Sales Focus: 90% one-of-a-kind objects up to \$350,000; 10% limited-production objects (series of 5) from \$5,000 - \$40,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, and review portfolio submissions to find new artists. The gallery represents a stable of well-established artists. New artists are constantly approaching the gallery. Submissions Prints, Slides, CV, Artist Statement, and a SASE. "The more information you submit the better."

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

## Georgia...

### Gallery **The Signature Shop & Gallery**

Address: 3267 Roswell Road, NW

Atlanta, GA 30305

Phone: 404-237-4426

Fax: 404-237-2382

Email: [sigshop@thesignatureshop.com](mailto:sigshop@thesignatureshop.com)

Web site <http://www.thesignatureshop.com>

Contact: Carr McCuistin

Gallery Focus: Contemporary Ceramics is the main focus. Sculptural and Functional Objects: Clay, Glass, Fibre, Jewelry, Mixed Media, Metal, and Wood.

Sales Focus: 85% one-of-a-kind objects from \$60 - \$10,000

15% limited-production objects from \$15 - \$2,500

Representing Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at magazines, follow up recommendations, and review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a verbal or informal contract is provided. Payment: 50% of retail to the artists and 50% to the gallery, paid at the end of the month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

## Idaho...

### Gallery **Gail Severn Gallery**

Address: 400 1st Ave. N.

P.O Box 1679

Ketchum, ID 83340-1679

Phone 208-726-5079

Fax: 208-726-5092

Email: [gseverngallery@svidaho.net](mailto:gseverngallery@svidaho.net)

Web site: <http://www.gailseverngallery.com>

Contact: Nikki Moosmam

Gallery Focus: Contemporary Sculptural Objects: Mixed Media, Metal, and Jewelry.

Sales Focus: 95% one-of-a-kind objects from \$500 - \$100,000

Representing: Internationally recognized artists.

New Artists: They attend shows, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment, payment schedules and contracts are contingent upon acceptance to the gallery. Gallery provides insurance on-site. Shipping to and from the gallery varies on an individual

basis.

**Gallery: Roland Gallery**

Address: 220 East Avenue

Ketchum, ID 83340

Phone: 208-726-2333

Fax: 208-726-6266

Email: [rolandgallery@aol.com](mailto:rolandgallery@aol.com)

Web site: <http://www.rolandgallery.com>

Gallery Focus: Sculptural and Functional Objects: Glass, Jewelry, Mixed Media & Metal.

Sales Focus: 75% one-of-a-kind objects from \$12 - \$1,000

25% limited-production objects from \$12 - \$1,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: All work is purchased outright. No consignment. Artist pays shipping to the gallery, if the work is accepted. They do not request exclusivity.

**Illinois...**

**Gallery: Ann Nathan Gallery**

Address: 218 West Superior

Chicago, IL 60610

Phone: 312-664-6622

Fax: 312-664-9392

Email: [nathangall@aol.com](mailto:nathangall@aol.com)

Web site: <http://www.annnathangallery.com>

Contact: Victor Armendariz or Ann Nathan

Gallery Focus: Contemporary. Sculptural and Functional: Clay, Metal, Furniture, and Painting.

Sales Focus: 100% one-of-a-kind objects from \$500 - \$50,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, review portfolio submissions and, to some extent, find new artists walk in the door.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only. Payment: 50% of retail to artist and 50% to the gallery. Payment schedule not available. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. A consignment agreement is provided. Gallery requests exclusivity.

**Gallery Aron Packer Gallery**

Address: 118 North Peoria

Chicago, IL 60607

Phone: 312-226-8984

Fax: 312-226-8985

Email: [aronpacker@excite.com](mailto:aronpacker@excite.com)

Web site: <http://www.aronpacker.com>

Contact: Aron Packer

Gallery Focus: Unusual and accessible art in all media. Sculptural Objects: Clay, Fibre, Mixed Media, and Wood (Furniture).

Sales Focus: 100% one-of-a-kind objects from \$500 - \$5,000

Representing: Emerging and mid-career artists.

New Artists: They follow up recommendations, are contacted directly by artists, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE. They are "not responsible for the return of unsolicited materials."

Terms: Consignment only, a verbal contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site and pays return shipping. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Habatat Galleries**

Address: 222 West Superior Street  
 Chicago, IL 60610  
 Phone: 312-440-0288  
 Fax: 312-440-0207

Email: [habatatchi@syrynet.com](mailto:habatatchi@syrynet.com)

Web site: <http://www.habatatchicago.com>

Contact: Ferdinand Hampson

Gallery Focus: Contemporary Studio Glass: Sculptural and Functional.

Sales Focus: 100% one-of-a-kind objects from \$2,500 - \$150,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows, look at magazines, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a consignment agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Marx Saunders Gallery**

Address: 230 W. Superior Street  
 Chicago, IL 60610  
 Phone: 312-573-1400  
 Fax: 312-573-0575

Email: [marxsaunders@earthlink.net](mailto:marxsaunders@earthlink.net)

Web site: <http://www.marxsaunders.com>

Contact: Ken Saunders

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 100% one-of-a-kind objects from \$3,000 - \$150,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, E-mail, and a SASE.

Terms: Consignment only. Payment, contracts, insurance and shipping will be discussed upon acceptance to the gallery. Gallery requests exclusivity.

**Gallery Perimeter Gallery, Inc.**

Address: 210 West Superior  
 Chicago, IL 60610  
 Phone: 312-266-9473  
 Fax: 312-266-7984

Email: [artchicago@aol.com](mailto:artchicago@aol.com)

Web site: <http://www.perimetergallery.com>

Contact: Frank Paluch

Gallery Focus: Sculptural Objects: Masters in Clay and Fibre.

Sales Focus 80% one-of-a-kind objects from \$1,000 - \$175,000

20% limited-production objects from \$1,000 - \$40,000

Representing: Emerging and established national artists.

New Artists: They follow up recommendations from other dealers, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, no contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Collectors receive a 10% discount, which is split with the artist. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery: Portals, Ltd.**

Address: 742 North Wells  
 Chicago, IL 60610  
 Phone: 312-642-1066

Fax: 312-642-2991

Email: [artisnow@aol.com](mailto:artisnow@aol.com)

Web site: N/A

Contact: Dubhe Carreno

Gallery Focus: Sculptural Objects: Glass, Metal (Steel and Bronze).

Sales Focus: 95% one-of-a-kind objects from \$2,500 - \$30,000

5% limited-production objects from \$2,500 - \$30,000

Representing: Nationally and internationally recognized artists.

New Artists: They review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### Gallery **Portia Gallery**

Address: 207 W. Superior Street

Chicago, IL 60610

Phone: 312-932-9500

Fax: 312-932-9501

Email: [portia2@interaccess.com](mailto:portia2@interaccess.com)

Web site: <http://www.portiagallery.com>

Contact: Amy O'Daniel

Gallery Focus: Contemporary Sculptural Glass.

Sales Focus: 95% one-of-a-kind objects from \$800 - \$180,000

5% limited-production objects from \$100 - \$800

Representing: Internationally recognized artists, but will occasionally represent emerging artists. Currently represent Canadians.

New Artists: They attend shows (SOFA) and conferences, look at magazines, occasionally work through agents, and review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, Retail Price List, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### **Kentucky...**

##### Gallery **Marta Hewett Gallery**

Address: 815 West Market Street

Louisville, KY 40202

Phone: 502-584-4510

Fax: 502-584-9414

Email: [marta@louisvilleglassworks.com](mailto:marta@louisvilleglassworks.com)

Web site: <http://www.martahewettgallery.com>

Contact: Marta Hewett

Gallery Focus: Contemporary Studio Glass: Sculptural and Functional.

Sales Focus: 100% one-of-a-kind objects from \$1,500 - \$40,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows, conferences, look at Web sites and magazines, network, and review portfolio submissions to find new artists.

Submissions Send 10-12 Slides, CV, Artist Statement, Price List, and a SASE.

Terms Consignment only, contract agreements are varied. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: "When submitting work or portfolios make sure the material is as concise, clean and professional as you possibly can. Be straight forward and well organized."

##### Gallery: **Objects of Desire Gallery**

Address: 3704 Lexington Road

Louisville, KY 40207

Phone: 502-896-2398

Fax: 502-896-9389

Email: [objectsd@bellsouth.net](mailto:objectsd@bellsouth.net)

Web site: <http://www.objectsofdesire.com>

Contact: Julia Comer

Gallery Focus: Contemporary Art Jewelry. Sculptural Objects: Glass, Metal, Mixed Media, and Wood. Functional Objects: Mixed Media, Jewelry, Metal, and Wood.

Sales Focus 40% one-of-a-kind; 60% limited-production objects. Jewelry: \$10 - \$5,000; Glass: \$1,200 - \$6,000; Wood: \$5,000 - \$20,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, look at magazines, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 - 45 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within city limits.

Comments: Very interested in international fine craft.

### Louisiana...

Gallery Name **Thomas Mann Gallery**

Address: 1804 Magazine Street

New Orleans, LA 70130

Phone: 504-581-2113

Fax: 504-568-1416

Email: [tmd@thomasmann.com](mailto:tmd@thomasmann.com)

Web site: <http://www.thomasmanngallery.com>

Contact: Tom Mann

Gallery Focus: Jewelry.

Sales Focus: 10% one-of-a-kind objects from \$50 - \$600,000

90% limited-production objects from \$250 - \$2,000

Representing: Nationally recognized artists.

New Artists: They attend shows, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artists Statement, and a SASE.

Terms Consignment only, no contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

### Maryland...

Gallery **The Glass Gallery**

Address: 4720 Hampden Lane

Bethesda, MD 20814

Phone: 301-657-3478

Fax: 301-657-3478

Email: [salgall@worldnet.att.net](mailto:salgall@worldnet.att.net)

Web site: <http://www.theglassgallery-usa.com>

Contact: Sally Hansen

Gallery Focus: Contemporary Sculptural Glass.

Sales Focus: 98% one-of-a-kind objects from \$500 - \$50,000

Representing: Emerging and nationally recognized artists.

New Artists: They follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping

and insurance. Artist pays insurance and shipping to the gallery. Gallery requests exclusivity.  
Comments: Have experienced some difficulties with Customs and shipping procedures.

### Massachusetts...

#### Gallery **Chappell Gallery**

Address: 14 Newbury Street

Boston, MA 02116

Phone: 617-236-2255

Fax: 617-236-5522

Email: [amchappell@aol.com](mailto:amchappell@aol.com)

Web site: <http://www.chappellgallery.com>

Contact: Ms. Alice Chappell

Gallery Focus: Contemporary Glass Sculpture.

Sales Focus: 100% one-of-a-kind objects from \$1,000 - \$20,000

Representing: Artists at all stages of their careers. They have mounted two emerging artist shows, with Canadian students.

New Artists: They attend SOFA, Wheaton Village, the Glass Art Society Conference, follow up recommendations, will meet face-to-face, and review portfolio submissions to find new artists.

Gallery often works with museums.

Submissions Prints, Slides, CV, Artist Statement, and a SASE. Prefers to be contacted in the early summer, after SOFA, NY.

Terms: Consignment only; contract is sometimes provided. Payment: 50% to the artist and 50% to the gallery. The gallery asks artists to share the first 10% of any discounts given to collectors or adjust their prices to accommodate this policy. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

Comments: They typically mount 5 solo and 5 group shows per year. Word of mouth and personal contact is very important in this business." Galleries will often ask artists to share the costs of catalogues, advertising and other promotional efforts. Artists need to consider this, as they can be very profitable marketing tools.

#### Gallery: **Ferrin Gallery**

Address: 56 Housatonic Street

Lenox, MA 01241

Phone: 914-271-9362

Fax: 914-271-0047

Email: [leslie@ferringallery.com](mailto:leslie@ferringallery.com)

Web site: <http://www.ferringallery.com>

Contact: Ms. Leslie Ferrin

Gallery Focus: Contemporary Ceramics: Sculptural & Functional. Sculptural Mixed Media.

Sales Focus: 80% one-of-a-kind objects from \$500 - \$20,000; 20% limited-production objects from \$500 - \$5,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, conferences (NCECA), work with agents, follow up recommendations, and review portfolios to find new artists.

Submissions Photographs and or Slides (labeled - dimensions, title, year and price), CV, Artist Statement, E-mail, and a SASE.

Terms: Consignment only. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the gallery is completely paid. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Typically the gallery requests exclusivity.

Comments: They mount 15 solo and 3 group shows per year.

#### Gallery **Grand Central Gallery**

Address: 133 Commonwealth

Boston, MA 02116

Phone: 617-267-2074

Fax: 617-267-2530

Email: [info@grandcentralgallery.com](mailto:info@grandcentralgallery.com)

Web site: <http://www.grandcentralgallery.com>

Contact: Jacqueline Franks  
 Gallery Focus Contemporary Studio Glass: Sculptural Glass. Contemporary Painting.  
 Sales Focus 99% one-of-a-kind objects from \$4,000 - \$40,000  
 Representing: Emerging and established nationally recognized artists.  
 New Artists: They attend shows and conferences, look at Web sites and magazines, work through e-mail, and review portfolio submissions to find new artists.  
 Submissions: Slides, strong digital images via E-mail, CD's, CV, Artist Statement, SASE.  
 Terms: Consignment percentages and payment schedules vary. A contract is provided. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Gallery: **Habatat Galleries**

Address: 117 State Road 7  
 Great Barrington, MA 01230  
 Phone: 413-528-9123  
 Fax: 413-644-9981  
 Email: [info@habatatgalleries.com](mailto:info@habatatgalleries.com)  
 Web site: <http://www.habatatgalleries.com>  
 Contact: Linda Boon

Gallery Focus: Contemporary Studio Glass: Sculptural and Functional.  
 Sales Focus: 90% one-of-a-kind objects up to \$350,000 range. 10% limited-production (series of 5) objects from \$5,000 - \$40,000  
 Representing: Artists at all stages of their careers.  
 New Artists: They attend shows, follow up recommendations, and review portfolio submissions to find new artists. Have been in business for 30 years and developed a solid reputation and a stable of artists that they represent.  
 Submissions: Prints, Slides, CV, Artist Statement, and a SASE. Suggest that "the more information, the better."  
 Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.  
 Comments: Have experienced some difficulty with Customs and shipping procedures, sometimes pieces arrived broken.

Gallery **Holsten Galleries**

Address: 3 Elm Street  
 Stockbridge, MA 01262  
 Phone: 413-298-3044  
 Fax: 413-298-3275  
 Email: [artglass@holstengalleries.com](mailto:artglass@holstengalleries.com)  
 Web site: <http://www.holstengalleries.com>  
 Contact: Kenn Holsten

Gallery Focus: Contemporary Glass Sculpture.  
 Sales Focus: 75% one-of-a-kind objects from \$1,500 up. 25% limited-production objects from \$2,500 - \$6,000  
 Representing: Some emerging artists, but mainly internationally recognized artists. Currently represent Canadians.  
 New Artists: They attend shows and look at magazines to find new artists.  
 Submissions Slides, CV, Artist Statement, and a SASE.  
 Terms: Consignment only, no contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid monthly as the sale occurs. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Gallery **Mobilia Gallery**

Address: 358 Huron Avenue  
 Cambridge, MA 02138  
 Phone: 617-876-2109  
 Fax: 617-876-2109

Email: [mobiliaart@aol.com](mailto:mobiliaart@aol.com)

Web site: <http://www.mobilia-gallery.com>

Gallery Focus Contemporary Decorative Art and Studio Jewelry.

Sales Focus: 100% one-of-a-kind objects in all price ranges.

Representing: Artists at all stages of their careers.

New Artists: They attend museum exhibitions, look at magazines, and review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, and E-mail.

Terms: Consignment percentages will be discussed upon acceptance. A contract is provided.

Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Gallery: **Sienna Gallery**

Address: 80 Main Street

Lennox, MA 01240

Phone: 413-637-8386

Fax: 413-637-8387

Email: [sienna@berkshire.net](mailto:sienna@berkshire.net)

Web site: <http://www.siennagallery.com>

Contact: Sienna Patti

Gallery Focus: Contemporary Art Jewelry.

Sales Focus: 100% one-of-a-kind objects from \$100 - \$15,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows and conferences, look at Web sites and magazines, will occasionally work through agents, and review portfolio submissions to find new artists.

Submissions Prints, Slides, CV, Artist Statement, and a SASE. Suggest that "the more information, the better."

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Paid every 15 days June through Sept., and every 30 days during the rest of the year.

Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

## Michigan...

Gallery **Gallery: Functional Art**

Address: 21 North Saginaw Street

Pontiac, MI 48342-2111

Phone: 248-333-0333

Fax: 248-333-2685

Email: [serge-1er@msn.com](mailto:serge-1er@msn.com)

Web site: <http://www.functionart.com>

Contact: Scott Patria

Gallery Focus: Fine Contemporary Craft, Studio Furniture and Glass. Accepts all media.

Sales Focus: 75% one-of-a-kind objects from \$200 - \$20,000

25% limited-production objects from \$10 - \$150,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend conferences such as SOFA, and review portfolio submissions to find new artists.

Submissions: E-mail initial portfolio - jpeg images followed by small thumbnails. Do not send large electronic files. Send retail price list in U.S. currency.

Terms: Consignment terms and percentages discussed upon acceptance. The artist is paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

Comments: Have experienced some difficulties with Customs and shipping procedures. They mount 4 major group exhibitions per year, one each for glass, furniture, vessels, boxes and baskets.

**Gallery Habatat Galleries**

Address: 7 North Saginaw Street

Pontiac, MI 48342

Phone: 248-333-2060

Fax: 248-333-2717

Email: [habatatmi@aol.com](mailto:habatatmi@aol.com)

Web site: <http://www.habatat.com>

Contact: Ferdinand Hampson

Gallery Focus: Contemporary Studio Glass: Sculptural and Functional.

Sales Focus: 100% one-of-a-kind objects from \$2,500 - \$150,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, look at magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a consignment agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Sandra Collins**

Address: 470 North Old Woodward Avenue

Birmingham, MI 48009-5372

Phone: 248-642-4795

Fax: 248-642-4892

Email: [scgallery@earthlink.com](mailto:scgallery@earthlink.com)

Web site: N/A

Gallery Focus: Specialize in Art Knives and Decorative Arts. Sculptural and Functional Objects: Clay, Glass, Fibre and Jewelry.

Sales Focus: 100% one-of-a-kind objects from \$500 - \$50,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: All work is purchased outright, no consignment. Gallery requests exclusivity.

**Gallery The Sybaris Gallery**

Address: 202 East Third Street

Royal Oak, MI 48067

Phone: 248-544-3388

Fax: 248-544-8101

Email: [sybarisgallery@msn.com](mailto:sybarisgallery@msn.com)

Web site: N/A

Contact: Arlene Selik

Gallery Focus: Contemporary Art and Studio Jewelry. Sculptural Objects: Clay, Fibre, Jewelry, Mixed Media, Metal, and Wood.

Sales Focus: 99% one-of-a-kind objects from \$250 - \$25,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, look at magazines and publications, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Will split collector's discount with artist. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within a 75 mile radius.

**Gallery Yaw Gallery**

Address: 550 North Old Woodward  
 Birmingham, MI 48009  
 Phone: 248-647-5470  
 Fax: 248-647-3715

Email: [yawgallery@email.msncom](mailto:yawgallery@email.msncom)

Web site: <http://www.yawgallery.com>

Contact: Nancy Yaw

Gallery Focus: Nationally and internationally recognized Gold and Silversmiths.

Sales Focus: 85% one-of-a-kind objects from \$2,000 - \$50,000

15% limited-production objects from \$500 - \$2,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They review portfolio submissions to find new artists.

Submissions: See full-page ads in Metalsmith magazine - Call for Entry will provide submission details.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid when the gallery receives payment. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: They mount two large international shows each year.

**Missouri...****Gallery R.Duane Reed Gallery**

Address: 7513 Forsyth Blvd.  
 St. Louis, MO 63105  
 Phone: 314-862-2333  
 Fax: 314-862-8557

Email: [reedart@primary.net](mailto:reedart@primary.net)

Web site: <http://www.RDuaneReedGallery.com>

Contact: Kate Anderson

Gallery Focus: Sculptural Objects: Clay, Glass, Fibre, Jewelry, Mixed Media, Metal, Wood.

Sales Focus: 100% one-of-a-kind objects, average price \$8,000

Representing: Artists at all stages of their careers, but rarely represent emerging artists.

New Artists: They attend shows and conferences, and follow up recommendations to find new artists. Rarely find new artists to represent through portfolio submissions.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE. NO E-MAIL

Terms: Consignment only, no contract is provided. Payment: usually 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, return shipping and insurance will be subject to approval. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Have experienced some difficulties with Customs and shipping procedures. Prefer to work with "nice, easy-going artists."

**Gallery Sherry Leedy Contemporary Art**

Address: 2004 Baltimore Avenue  
 Kansas City, MO 64108  
 Phone: 816-221-2626  
 Fax: 816-221-8689

Email: [sherryleedy@sherryleedy.com](mailto:sherryleedy@sherryleedy.com)

Web site: <http://www.sherryleedy.com>

Contact: Marcus Cain

Gallery Focus Contemporary. Sculptural Objects: Clay and Glass.

Sales Focus: 100% one-of-a-kind objects from \$200 - \$100,000

Representing: Regionally and internationally recognized artists, at all stages of their careers.

New Artists: They attend shows, look at magazines, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within a 50-mile radius.

### New Jersey...

#### Gallery **Mostly Glass Gallery**

Address: 3 East Palisade Avenue

Englewood, NJ 07631

Phone: 201-816-1222

Fax: 201-816-9582

Email: [info@mostlyglass.com](mailto:info@mostlyglass.com)

Web site: <http://www.mostlyglass.com>

Contact: Charles Thinehardt or Sami Harawi

Gallery Focus: Mostly Sculptural and Functional Glass, with some Clay and Wood.

Sales Focus: 75% one-of-a-kind objects from \$20 - \$20,000

25% limited-production objects in all price ranges.

Representing: Emerging and internationally recognized artists.

New Artists: They review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid when the work is sold. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: The gallery typically mounts 3 solo and 3 group shows per year.

### New Mexico...

#### Gallery **Gerald Peters Gallery**

Address: 1011 Paseo de Peralta

Santa Fe, NM 87501

Phone: 505-954-5700

Fax: 505-954-5754

Email: N/A

Web site: N/A

Contact: Donna Davies

Gallery Focus: Sculptural Objects: Glass and Bronze.

Sales Focus: Percentage of one-of-a-kind and limited-production, not available. Prices range from \$1,000 up.

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Send 8 Slides, CV, Artist Statement, Price List, and a SASE.

Portfolios are only reviewed in January.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after sale. Consignment percentages varies with artist and medium.

Gallery provides insurance on-site. Artist is responsible for shipping and insurance to and from the gallery. Gallery requests exclusivity.

#### Gallery **Handsel Gallery**

Address: 112 Don Gaspar

Santa Fe, NM 87501

Phone: 505-988-4030

Fax: N/A

Email: [art@handselgallery.com](mailto:art@handselgallery.com)

Web site: <http://www.handselgallery.com>

Contact: Michael Matassa

Gallery Focus: Mainly Contemporary Painting.

Sculptural Objects: Clay and Glass.

Sales Focus: 99% one-of-a-kind objects from \$1,000 - \$15,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Retail Prices and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery will sometimes provide insurance on-site, but does

not pay for return shipping and insurance. Artist pays shipping and insurance to and from the gallery. Gallery requests exclusivity.

**Gallery LewAllen Contemporary**

Address: 129 West Palace Avenue

Santa Fe, NM 87501

Phone: 505-988-8997

Fax: 505-989-8702

Email: [LewContemp@aol.com](mailto:LewContemp@aol.com)

Web site: <http://www.LewAllenArt.com>

Contact: Arlene LewAllen

Gallery Focus: Contemporary Sculptural Objects: Clay, Glass, Fibre, Metal, and Stone. Functional Objects: Metal.

Sales Focus: 90% one-of-a-kind objects from \$2,500 - \$60,000

10% limited-production objects from \$500 - \$5,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at magazines, follow up recommendations and personal contacts, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment percentages will be decided upon acceptance. No contract is provided.

Gallery provides insurance on-site, pays return shipping. Artist pays shipping and insurance to the gallery. Requests exclusivity within Santa Fe.

**Gallery Mariposa Gallery**

Address: 3500 Central SE

Albuquerque, NM 87104

Phone: 505-268-6828

Fax: 505-268-6825

Email: [fay@mariposa-gallery.com](mailto:fay@mariposa-gallery.com)

Web site: <http://www.mariposa-gallery.com>

Contact: Fay Abrams

Gallery Focus: Contemporary Craft. Sculptural and Functional Objects: Clay, Glass, Fibre, Jewelry, Metal, and Wood.

Sales Focus: One-of-a-kind and limited-production objects from \$15 - \$3,500

Representing: 90% of the artists they represent are from New Mexico. Currently represent Canadians.

New Artists: They look at Web sites and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is negotiable. Payment: 50% of retail to the artist and 50% to the gallery, paid on the 10th of the month following the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

**Gallery Patina Gallery**

Address: 131 West Palace Avenue

Santa Fe, NM 87501

Phone: 505-986-3432

Fax: 505-986-1879

Email: [info@patina-gallery.com](mailto:info@patina-gallery.com)

Web site: <http://www.patina-gallery.com>

Contact: Ivan Barnett

Gallery Focus: Sculptural and Functional Objects: Clay, Glass, Fibre, Jewelry, and Wood.

Sales Focus: 75% one-of-a-kind objects from \$500 - \$15,000

25% limited-production objects from \$500 - \$10,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, Retail Price List, and a SASE.

Terms Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 15 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity. Comments: "The more professional an artist is when submitting their portfolio, the better their chance of getting into the gallery."

**Gallery: Running Ridge Gallery**

Address: 640 Canyon Road

Santa Fe, NM 87501

Phone: 505-988-2515

Fax: 505-988-7692

Email: [running@nets.com](mailto:running@nets.com)

Web site: <http://www.runningridgegallery.com>

Contact: Patt Abbott

Gallery Focus: Fine Contemporary Craft.

Sculptural and Functional Objects: Clay, Glass, and Jewelry.

Sales Focus: 75% one-of-a-kind objects from \$1,000 - \$8,000

25% limited-production objects from \$100 - \$3,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows such as the ACC Show and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery: Thirteen Moons Gallery**

Address: 652 Canyon Road

Santa Fe, NM 87501

Phone: 505-995-8513

Fax: 505-995-8507

Email: [thirteenmoonsgallery@earthlink.net](mailto:thirteenmoonsgallery@earthlink.net)

Web site: <http://www.thirteenmoonsgallery.com>

Contact: Janice Jonsin

Gallery Focus: Contemporary Fibre and Fibre/Mixed Media: Sculptural and Functional.

Sales Focus: 100% one-of-a-kind objects from \$250 - \$40,000

Representing: Nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, work with agents, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid on the 25th of the month after gallery is paid. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within Santa Fe.

Comments: Be sure to provide all information asked for when submitting, they request both prints and slides.

**Gallery Weyrich Gallery/The Rare Vision Art Galerie**

Address: 2935-D Louisiana N.E.

Albuquerque, NM 87110

Phone: 505-883-7410

Fax: 505-298-2370

Email: vtibbart@hotmail.com

Web site: <http://www.collectorsguide.com/weyrich>

Contact: Valerie Tibbetts

Gallery Focus: Eclectic, Primitive, Contemporary Fine Craft. Sculptural Objects: Clay, Glass, and Furniture. Functional Objects: Fibre, Jewelry and Furniture.

Sales Focus: 70% one-of-a-kind objects from \$100 - \$1,500

30% limited-production objects from \$50 - \$1,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and conferences, and review portfolio submissions to find new

artists.

Submissions: Prints, Slides, CV, Artist Statement, Price List, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery usually provides insurance on-site, especially for international work. Artist pays shipping and insurance to and from the gallery. Suggest the artist include these costs into the price of the work. Gallery requests exclusivity.

## **New York...**

### **Gallery Aaron Faber Gallery**

Address: 666 Fifth Avenue

New York, NY 10103

Phone: 212-586-8411

Fax: 212-582-0205

Email: [info@aaronfaber.com](mailto:info@aaronfaber.com)

Web site: <http://www.aaronfaber.com>

Contact: Erika Rosenbaum

Gallery Focus: Sculptural and Functional Jewelry. Designer Jewelry from 1900 - present. Niches are: studio art jewelry, complex techniques in gold, and classic estate jewelry and watches.

Sales Focus: Mostly one-of-a-kind objects, but also carry the work of a few limited-production artists. The price range varies accordingly.

Representing: Artists at all stages of their careers. Emerging artists will be accepted if they employ unusual, highly complex techniques in gold.

New Artists: They attend SOFA, look at Web sites, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Terms of payment, shipping, and insurance will be discussed upon acceptance to the gallery. Gallery requests exclusivity.

Comments: They typically mount 2-3 solo and 5-7 group shows per year. Will occasionally highlight new work on a monthly basis to see how well it sells. Do your homework. Know your galleries before approaching them, and contact the director to book an appointment. Every gallery is always looking for new artists if the work is right. The galleries want the artist to be successful and if they like the artist and their work, they'll give them good recommendations and suggest other options, even if the work is not right for them.

### **Gallery Barry Friedman Ltd.**

Address: 32 East 67th Street

New York, NY 10021

Phone: 212-794-8950

Fax: 212-794-8889

Email: [contact@barryfriedmanltd.com](mailto:contact@barryfriedmanltd.com)

Web site: <http://www.barryfriedmanltd.com>

Contact: Carole Hochman

Gallery Focus: Main focus is glass, and historical furniture from the 20<sup>th</sup> century.

Sculptural Objects: Glass, Metal, and Wood.

Sales Focus: 100% one-of-a-kind objects from \$3,000 - \$40,000

Representing: Internationally recognized artists.

New Artists: They attend SOFA, NY, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: The gallery will often buy work outright. Consignment terms vary from artist to artist. Gallery provides insurance on-site, and pays return shipping. Artist pays shipping and insurance to gallery. Gallery requests exclusivity.

Comments: Advice to artists: Research the gallery to see if your work is appropriate, since they are very busy.

### **Gallery Chappell Gallery**

Address: 526 West 26th Street

New York, NY 10001

Phone: 212-414-2673

Fax: 212-414-2678

Email: [amchappell@aol.com](mailto:amchappell@aol.com)

Web site: <http://www.chappellgallery.com>

Contact: Alice Chappell

Gallery Focus: Contemporary Glass Sculpture.

Sales Focus: 100% one-of-a-kind objects from \$1,000 - \$20,000

Representing Artists at all stages of their careers. They have shown Canadian students' work.

New Artists: They attend SOFA and the Glass Art Society conference, visit Wheaton Village, follow up recommendations, have face-to-face meetings, and review portfolio submissions to find new artists. Gallery often works with museums.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE. Prefers to be contacted in the early summer, after SOFA, NY.

Terms: Consignment only, a contract is sometimes provided. Payment: 50% of retail to the artist and 50% to the gallery. The gallery asks artists to share the first 10% of discounts given to collectors or the artist should be prepared to adjust their prices. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

Comments: The gallery typically mounts 5 solo and 5 group shows per year. Recommendations and personal contacts are very important in this business.

Gallery: **Charles Cowles Gallery**

Address: 420 West Broadway

New York, NY 10012

Phone: 212-925-3500

Fax: 212-925-3501

Email: [info@cowlesgallery.com](mailto:info@cowlesgallery.com)

Web site: <http://www.cowlesgallery.com>

Contact: Michael Sweeney

Gallery Focus: Primarily a fine-art gallery, with some sculptural clay.

Sales Focus: 100% one-of-a-kind objects from \$1,500 - \$100,000

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Payment schedules, insurance, contracts, and shipping terms will be discussed upon acceptance.

Comments: The gallery typically mounts 8 solo and 2 group shows per year.

Gallery **Charon Kransen Arts**

Address: 357 West 19th Street

New York, NY 10011

Phone: 212-627-5073

Fax: 212-633-9026

Email: [chakran@earthlink.net](mailto:chakran@earthlink.net)

Web site: N/A

Contact: Charon Kransen

Gallery Focus: Dealer and curator of innovative, contemporary jewelry, using non-traditional materials.

Sales Focus: 75% one-of-a-kind objects from \$300 - \$30,000

25% limited-production objects from \$200 - \$2,500

Representing: Artists at all stages of their careers.

New Artists: They attend shows (SOFA) and conferences, look at Web sites, travel - which includes studio visits and art shows, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is usually provided. Payment: 50% of retail to the artist and 50% to the gallery, paid by foreign draft, 3 months after every art fair. Dealer provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the dealer.

Dealer requests exclusivity.

Gallery: **CODA Gallery**

Address: 472 Broome St.

New York, NY 10013

Phone: 212-334-0407

Fax: 646-613-0152

Email: [codaart@aol.com](mailto:codaart@aol.com)

Web site: <http://www.codagallery.com>

Contact: Virginia Martin

Gallery Focus: Contemporary Sculptural Objects: Mixed Media, Glass and Painting. Some functional glass.

Sales Focus: 100% one-of-a-kind objects from \$200 - \$40,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows (SOFA), follow up recommendations and review portfolio submissions to find new artists.

Submissions: Prints, CV, and a SASE.

Terms: Terms of consignment and payment will be discussed upon acceptance. No contract is provided. Gallery provides insurance on-site and for return shipping. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Gallery **Franklin Parrasch Gallery, Inc.**

Address: 20 West 57th Street

New York, NY 10019

Phone: 212-246-5360

Fax: 212-246-5391

Email: [franklin@franklinparraschgallery.com](mailto:franklin@franklinparraschgallery.com)

Web site: <http://www.franklinparraschgallery.com>

Contact: Allison Stites

Gallery Focus: Contemporary Sculpture: Clay, Glass, Metal, and Wood.

Sales Focus: 100% one-of-a-kind objects from \$4,000 - \$65,000

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists. Generally artists find them, they do not need to search for new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE. A portfolio either grabs their attention right away, or goes back into the envelope.

Terms: Consignment only, a contract is sometimes provided. Payment: 50% of retail to the artist and 50% to the gallery, payment schedule varies. Gallery provides insurance on-site. Artist pays insurance and shipping to the gallery. Gallery requests exclusivity.

Comments: They mount 6 solo and 6 group shows per year. "Being good natured, as an artist, goes a long way." Artists must understand and appreciate the role of the gallery. "There are enough great artists around that galleries can turn down someone who is just too difficult to deal with."

Gallery **Gallery Henoeh**

Address: 555 West 25th Street

New York, NY 10001

Phone: 917-305-0003

Fax: 917-305-0018

Email: [ghenoeh@earthlink.net](mailto:ghenoeh@earthlink.net)

Web site: <http://www.galleryhenoch.com>

Contact: George Henoeh Schectman

Gallery Focus: Mainly a fine-art gallery, specializing in representational art.

Also carry the work of one fine-furniture maker and one ceramic artist.

Sales Focus: 100% one-of-a-kind objects from \$1,500 - \$70,000

Representing: Nationally and internationally recognized artists.

New Artists: They attend shows (ACC), visit the American Craft Museum, look at magazines, follow up recommendations from artists they represent, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, Web site info, and a SASE. Prefers to be contacted in the summer.

Terms: Consignment only. No contract. Payment: 60% of retail to the artist and 40% to the gallery, paid as soon as the gallery is paid. Gallery provides insurance on-site, pays return shipping and

insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.  
 Comments: They mount 6 solo and 6 group shows each year. Are interested in representing overseas artists as long as there are no hassles with Customs and shipping procedures. The work must be delivered to the gallery's door. "It is difficult for craft artists to find representation in fine-art galleries, since those galleries are not as used to dealing with the nuances of shipping and handling fragile 3-D work."

**Gallery Garth Clark Gallery**

Address: 24 West 57th Street

New York, NY 10019

Phone: 212-246-2205

Fax: 212-489-5168

Email: [info@garthclark.com](mailto:info@garthclark.com)

Web site: <http://www.garthclarkgallery.com>

Contact: Contact the gallery.

Gallery Focus: Sculptural Ceramics. Must be "professional, the finest quality, and growing".

Sales Focus: 100% one-of-a-kind objects from \$2,500 - \$500,000

Representing: Artists at all stages of their careers.

New Artists: They attend conferences, look at magazines, travel for international jurying, network, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, and Artist Statement. "Keep it simple", send only 12 images. Gallery looks only at the work at first, and if they like it, will review the rest of the portfolio. "The work should speak for itself."

Terms: Gallery provides insurance on-site and a contract. Other terms of insurance, shipping and payment will be discussed upon acceptance. Exclusivity varies from artist to artist.

Comments: They mount 16 solo and 2 group shows per year.

**Gallery Heller Gallery**

Address: 420 West 14th Street

New York, NY 10014

Phone: 212-414-4014

Fax: 212-414-2636

Email: [info@hellergallery.com](mailto:info@hellergallery.com)

Web site: <http://www.hellergallery.com>

Contact: Douglas Heller or Katya Heller

Gallery Focus: Sculptural Glass and Wood.

Sales Focus: 100 % one-of-a-kind objects from \$1,000 - \$40,000

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Send 1 Sheet of Slides (labeled with technique, dimension and price), condensed CV, brief Artist Statement, and a SASE. Keep the package lean and effective. Do not appreciate puffed-up presentations.

Terms: Consignment only, a contract is sometimes provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: They mount 11 or more solo and 1 group show each year, plus one standing collection show.

**Gallery: John Elder Gallery**

Address: 529 West 20th Street, 7th Floor

New York, NY 10011

Phone: 212-462-2600

Fax: 212-462-2510

Email: [mail@johnelder.com](mailto:mail@johnelder.com)

Web site: <http://www.johnelder.com>

Contact: John Elder or Don Thomas

Gallery Focus Contemporary Art Furniture, Ceramics and Sculpture.

Sales Focus: 100% one-of-a-kind objects from \$300 - \$40,000  
 Representing: Artists at all stages of their careers.  
 New Artists They review portfolio submissions to find new artists.  
 Submissions: Slides, CV, Artist Statement, and a SASE.  
 Prefer to be contacted in January or February.  
 Terms: Consignment only, a consignment agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 45 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.  
 Comments: They mount 21 solo and 2 group shows each year.

**Gallery Leo Kaplan Modern**

Address: The Fuller Building, 7th Floor  
 41 East 57th Street  
 New York, NY 10022  
 Phone: 212-872-1616  
 Fax: 212-872-1617

Email: [lkm@lkmodern.com](mailto:lkm@lkmodern.com)

Web site: <http://www.lkmodern.com>

Contact: Scott Jacobson, Terry Davidson or Lynn Leff

Gallery Focus: Studio Furniture and Contemporary Sculptural Glass.

Sales Focus: 100% one-of-a-kind objects from \$10,000 up.

Representing: Nationally and internationally recognized artists; will sometimes represent emerging artists. Currently represent Canadians.

New Artists: They follow up recommendations from collectors, and review portfolio submissions to find new artists.

Submissions: Slides, CD's, Laser Prints - 4 x 5's, CV, Artist Statement, and a SASE.

Terms: Consignment only. No contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: They mount one furniture show and one glass show each month.

**Gallery Loveed Fine Arts**

Address: 575 Madison Avenue, Suite 1006  
 New York, NY 10022-2511  
 Phone: 212-605-0591  
 Fax: 212-605-0592

Email: N/A

Web site: N/A

Contact: Daniel Hamparsumyan or Ron Kuchta

Gallery Focus: Contemporary Sculptural Clay: "Ceramic Works of Art."

Sales Focus: 100% one of a kind objects from \$1,000 - \$40,000

Average price point: \$15,000

Representing: Artists at all stages of their careers.

New Artists: They attend SOFA and NCECA, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Like to keep portfolios on file.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Exclusivity varies from artist to artist.

Comments: Not a gallery in the normal sense; by appointment only. Mainly sell to corporate and museum collections.

**Gallery Nancy Margolis Gallery**

Address: 560 Broadway  
 New York, NY 10012  
 Phone: 212-343-9523  
 Fax: 212-343-9524

Email: [margolisny@aol.com](mailto:margolisny@aol.com)

Web site <http://margolisny@aol.com>

Gallery Focus Mostly Sculptural Clay with some Sculptural Fibre.

Sales Focus: 100% one-of-a-kind objects from \$1,000 - \$20,000  
 Representing Established and mid-career artists.  
 New Artists: They read magazines, attend exhibitions, and review portfolio submissions to find new artists, but it is rare for them to find new artists this way.  
 Submissions: Slides, CV, Artist Statement, Price List, Reviews and Publications.  
 Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.  
 Comments: They mount 12 shows per year. Suggest that artists try to do as much homework as possible to know what the focus of the gallery is, otherwise the artists may be wasting their time.

**Gallery Pritam & Eames**

Address: 29 Race Lane  
 East Hampton, NY 11937-2445  
 Phone: 631-324-7111  
 Fax: 631-324-4942

Email: [pritimeame@aol.com](mailto:pritimeame@aol.com)

Web site: N/A

Contact: Bebe Johnson

Gallery Focus: Studio Furniture.

Sales Focus: 80% one-of-a-kind objects from \$875 - \$75,000  
 20% limited-production objects in all price ranges.

Representing: Emerging and internationally recognized artists.

New Artists: They review portfolio submissions to identify new artists

Submissions: Slides, CV, Artist Statement, and a SASE. Prefer to be contacted from November through February. Are slow to look at portfolios, but do get around to it.

Terms: Consignment only, a letter of agreement is provided. Payment: 60% of retail to the artist and 40% to the gallery, paid promptly. Gallery provides insurance on-site. Artist is responsible for shipping and insurance to and from the gallery. Gallery requests exclusivity.

Comments: They mount 4 or 5 group shows per year. Suggest that artists become acquainted with gallery's focus via magazines, or by visiting the gallery.

**Gallery Thea Burger**

Address: 39 - Fifth Ave, Suite 3B  
 New York, NY 10003  
 Phone: 212-353-8560  
 Fax: 212-358-1535

Email: [burgerthea@aol.com](mailto:burgerthea@aol.com)

Web site: N/A

Contact: Thea Burger

Gallery Focus: Contemporary Sculptural Ceramics; with some Sculptural Fibre and Mixed Media.

Sales Focus: 100% one-of-a-kind objects from \$5,000 - \$125,000

Representing: Nationally and internationally recognized artists. No emerging artists.

New Artists: They attend shows and review portfolio submissions to find new artists. Portfolios are pre-screened by an assistant, and one out of 25 submissions is put on the "maybe" pile.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only. No contract, a good-faith handshake is the norm. Payment: Percentages are negotiable, paid as soon as payment is received. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Exclusivity is not required.

Comments: Often need work immediately, so border issues must be made easy. "Enter shows and competitions as often as possible and the galleries will find you this way."

### North Carolina...

#### Gallery **Bellagio**

Address: Biltmore Village

5 Biltmore Plaza

Asheville, NC 28803

Phone: 828-277-8100

Fax: 828-274-2851

Email: [bellagio98@hotmail.com](mailto:bellagio98@hotmail.com)

Web site: <http://www.bellagioartwear.com>

Contact: Matt Chambers

Gallery Focus: Art to Wear - Wearable Art. Sculptural Objects: Glass and Wood. Functional Objects: Fibre and Jewelry.

Sales Focus: 25% one-of-a-kind objects from \$200 - \$15,000; 75% limited-production objects from \$14 - \$6,000; Jewelry: up to \$8,000.

Representing: Emerging and nationally recognized artists. Currently represent Canadians.

New Artists: They attend glass shows (Baltimore Gift Show and SOFA), follow up recommendations and leads, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment, and buy some work outright. Consignment: 50% of retail to the artist and 50% to the gallery, paid at the end of the month. Artist pays shipping to the gallery and return shipping is negotiable. Gallery requests exclusivity.

Comments: They mount six shows per year, in which the same group of artists are continually represented. Have experienced some difficulties with Customs and shipping procedures. If the gallery accepts your work, you will need to be ready to supply them with enough work. "Send really good images and as much information as possible."

#### Gallery **Gallery W.D.O.**

Address: Suite 610 - Atherton Mill

2000 South Boulevard

Charlotte, NC 28203

Phone: 704-333-9123

Fax: 704-376-9183

Email: [info@gallerywdo.com](mailto:info@gallerywdo.com)

Web site: <http://www.gallerywdo.com>

Contact: Rob Williams

Gallery Focus: Contemporary Ceramics with a focus on a clean, minimal esthetic. Sculptural Objects: Clay, Glass, Jewelry, Metal, Furniture, Turned Wood.

Sales Focus: 80% one-of-a-kind and 20% limited-production objects.

Clay: from \$400 - \$500; Glass: from \$8,000 - \$16,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend SOFA and NCECA, and approach artists that they want to represent.

Rarely select new artists via portfolio submissions.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

The gallery will respond within 2 weeks upon receiving submissions.

Terms: Consignment only. A contract is provided; one contract for shows and another for general consignment. Payment: 50% of retail to the artist and 50% to the gallery. Percentage increases if the artist is solicited by the gallery, paid on the 10<sup>th</sup> of the month, after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Are looking for integrity in both the work and in the dealings with the artists. They strive to develop a good relationship with the artist and suggest that it is the most important thing.

#### Gallery **New Morning Gallery**

Address: Biltmore Village

7 Boston Way

Asheville, NC 28803

Phone: 800-933-4438 or 828-274-2831

Fax: 828-274-2851

Email: [nmq@brinet.com](mailto:nmq@brinet.com)

Web site: <http://www.newmorningnc.com>

Contact: John Cram

Gallery Focus: "Art for Living." Clay and Glass: Sculptural and Functional. Metal and Wood Furniture, and Garden Art.

Sales Focus: 40% one-of-a-kind objects from \$2,000 up.

60% limited-production objects from \$50 up.

Representing: Nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid on the first of the month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### Gallery **Somerhill Gallery**

Address: 3 Eastgate, East Franklin Street

Chapel Hill, NC 27514

Phone: 919-968-8868

Fax: 919-967-1879

Email: [somerhill@mindspring.com](mailto:somerhill@mindspring.com)

Web site: N/A

Contact: Joseph Rowand

Gallery Focus: Sculptural Objects: Clay, Glass, Metal, and Stone.

Functional Objects: Clay, Glass, Jewelry, and Metal.

Sales Focus: 50% one-of-a-kind objects from \$500 - \$20,000

50% limited-production objects from \$10 - \$300

Representing: Emerging and nationally recognized artists.

New Artists: They attend gift shows, craft shows and conferences, look at Web sites and magazines, work with agents, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return insurance and shipping. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### **Ohio...**

##### Gallery: **Thomas R. Riley Galleries**

Address: 2026 Murray Hill Road

Cleveland, OH 44106

Phone: 216-421-1445

Fax: 216-421-1435

Email: [clevelandinfo@rileyhawk.com](mailto:clevelandinfo@rileyhawk.com)

Web site: <http://www.rileyhawk.com>

Contact: Tom Riley

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 80% one-of-a-kind objects from \$3,000 - \$200,000

20% limited-production objects from \$50 - \$2,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They look at some Web sites but mainly review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, contract information is not available. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

##### Gallery: **Thomas R. Riley Galleries**

Address: 642 North High Street

Columbus, OH 43215

Phone: 614-228-6554

Fax: 614-228-6550

Email: [columbusinfo@rileyhawk.com](mailto:columbusinfo@rileyhawk.com)

Web site <http://www.rileyhawk.com>

Contact: Tom Riley

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 80% one-of-a-kind objects from \$3,000 - \$200,000

20% limited-production objects from \$50 - \$2,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They look at some Web sites but mainly review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, contract information is not available. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

### Oregon...

#### Gallery **Changes**

Address: 927 Yamhill

Portland, OR 97205

Phone: 503-223-3737

Fax: 503-223-8675

Email: N/A

Web site: N/A

Contact: Jan Phillippi

Gallery Focus: Functional Fibre and Jewelry.

Sales Focus: 10% one-of-a-kind objects, in all price ranges.

90% limited-production objects from \$20 - \$1,500

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows, work with artist's representatives and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms Some consignment, a contract is provided. Payment: 55% of retail to the artist and 45% to the gallery, paid 30 days after the sale. They do purchase some inventory outright. Gallery provides insurance on-site, pays return shipping and insurance. Other shipping and insurance details are negotiated upon acceptance to the gallery. Do not request exclusivity.

#### Gallery **Contemporary Crafts Gallery**

Address: 3934 S.W. Corbett Avenue

Portland, OR 97201

Phone: 503-223-2659

Fax: 503-223-0190

Email: [ccg3934@aol.com](mailto:ccg3934@aol.com)

Web site: <http://www.geocities.com/ccgpdx>

Contact: Darcy Edgar or Ryan Griffiths

Gallery Focus: Fine Contemporary Craft: Sculptural and Functional Objects.

Sales Focus: 100% one-of-a-kind objects from \$15 - \$25,000

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They review portfolio submissions to identify new artists.

Submissions: Slides, CV, Artist Statement, Statement of Interest and a SASE.

Terms: Consignment only. Payment: 60% of retail to the artist and 40% to the gallery, paid on the 15th of the month, that the exhibition closes. Gallery provides insurance on-site. Other shipping arrangement to and from the gallery varies. Do not request exclusivity.

Comments: They mount 26 shows each year. They are a non-profit organization that encompasses a sales gallery, a cultural center, and a museum. Most "Calls for Submissions". Sales gallery inquiries should be made to Ryan Griffiths. Would suggest artists seek more information before submitting portfolios.

**Gallery Laura Russo Gallery**

Address: 805 NW 21st Avenue  
 Portland, OR 97209  
 Phone: 503-226-2754  
 Fax: 503-226-0706  
 Email: N/A

Web site: <http://www.laurarusso.com>

Contact: Laura Russo

Gallery Focus: Contemporary, Pacific Northwest Art.

Sculptural Objects: Clay, Mixed Media, Metal, Wood & Stone.

Sales Focus: 90% one-of-a-kind objects from \$500 - \$60,000

10% limited-production objects.

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

**Gallery Margo Jacobson Gallery**

Address: 1039 NW Gilsan  
 Portland, OR 97209  
 Phone: 503-224-7287  
 Fax: 503-224-4620

Email: [margo@margojacobsengallery.com](mailto:margo@margojacobsengallery.com)

Web site: <http://www.margojacobsengallery.com>

Contact: Margo Jacobson

Gallery Focus: Pacific Northwest Artists - Painting and Glass.

Sculptural Objects: Clay, Glass, and Metal (bronze).

Sales Focus: Percentages of one-of-a-kind work and limited-production are not available. Price points from \$1,200 - \$30,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment percentages, payment schedules and shipping is varied and will be confirmed upon acceptance. Insurance is provided on-site.

**Gallery The Bullseye Connection Gallery**

Address: 300 NW 13th Avenue  
 Portland, OR 97209  
 Phone: 503-227-0222  
 Fax: 503-227-0008

Email: [galler@bullseye-glass.com](mailto:galler@bullseye-glass.com)

Web site: <http://www.bullseyeconnectiongallery.com>

Contact: Lani McGregor

Gallery Focus: Sculptural and Functional Glass Objects made with Bullseye glass.

Sales Focus: 100% one-of-a-kind objects from \$800 - \$200,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and glass conferences, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement and a SASE.

Terms: Consignment terms and contracts vary. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: They will only represent artists who are using Bullseye glass in their work.

**Gallery The Real Mother Goose**

Address: 901 SW Yamhill  
 Portland, OR 97205  
 Phone: 503-223-9510 or 800-968-1070

Fax: 503-223-8675

Email: [info@therealmothergoose.com](mailto:info@therealmothergoose.com)

Web site: <http://www.therealmothergoose.com>

Contact: Kirstin Kurtz

Gallery Focus: Fine American Craft.

Functional Objects: Clay, Glass, Fibre (wearable art), Jewelry and Furniture. They also carry some sculptural clay.

Sales Focus: 40% one-of-a-kind objects from \$10 - \$10,000

60% limited-production objects from \$10 - \$10,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Small Samples, Price List (retail and wholesale), and a SASE.

Terms: No contract is provided. Payment on consignment is 45% of retail to the gallery and 55% to the artist. Furniture is on a sliding scale; paid on a monthly basis. Gallery shipping and insurance information was not available. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: They have three locations, represent 800 - 1000 artists, and have been in business for 30 years. Further, they have been recognized in the industry as a top retailer of craft. Portfolios are juried for consignment work in October and February. They do purchase some work outright, at 50%.

#### Gallery **White Bird Gallery**

Address: Box 502 N. Hemlock Street

Cannon Beach, OR 97110

Phone: 503-436-2681

Fax: 503-436-2681

Email: N/A

Web site: N/A

Contact: Dawn ReKate

Gallery Focus: Sculptural Objects: Clay, Glass, and Wood. Functional Objects: Clay, Glass, Jewelry, and Wood.

Sales Focus: 100% one-of-a-kind objects from \$35 - \$2,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and conferences, respond to walk-ins, and review portfolio submissions to find new artists.

Submissions: Prints, CV, Artist Statement, and a US Retail Price List.

Terms: Consignment only, an agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery; payment schedule not available. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within 60 miles.

Comments: In business 30 years. They do not carry representational bronze sculpture. Looking for good functional handmade pottery and unique, mid-range jewelry that retails from \$50. - \$100.

#### Gallery **Widney Moore Gallery**

Address: 202 NW 13th Avenue

Portland, OR 97209

Phone: 503-223-4278

Fax: 503-223-4279

Email: [widney@widneymoore.com](mailto:widney@widneymoore.com)

Web site: <http://www.widneymoore.com>

Contact: Widney Moore

Gallery Focus: Wearable Art: Garments and Jewelry.

Sales Focus: Hand-crafted objects. Mostly one-of-a-kind, with some limited-production work. Price points from \$100 - \$3,000

Representing: Primarily nationally recognized artists, and some internationally recognized artists.

New Artists: They attend shows (ACC) and conferences, look at Web sites, and review portfolio submissions to find new artists. Most new artists are identified by personal contact and follow up recommendations.

Submissions: Slides, CV, Artist Statement, Price List, and a SASE.

Terms: Consignment only, a consignment contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. They do not request exclusivity.

### **Pennsylvania...**

#### **Gallery Gallery 500**

Address: Church and Old York Roads

Elkins Park, PA 19027

Phone: 215-572-1203

Fax: 215-572-7609

Email: [gallery500@msn.com](mailto:gallery500@msn.com)

Web site: <http://www.gallery500.com>

Contact: Rita Greenfield

Gallery Focus: Contemporary Fine Art. Sculptural Objects: Clay, Glass, Fibre, Jewelry, Mixed Media, and Metal.

Sales Focus: 50% one-of-a-kind objects from \$600 - \$12,000

50% limited-production objects from \$100 - \$500

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, E-mail and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### **Gallery Helen Drutt: Philadelphia**

Address: 1721 Walnut Street

Philadelphia, PA 19103

Phone: 215-735-1625

Fax: 215-732-1382

Email: N/A

Web site: <http://www.helendrutt.com>

Contact: Helen Drutt

Gallery Focus: Contemporary Ceramics, Jewelry and Fibre: Sculptural and Functional.

Sales Focus: 100% one-of-a-kind objects.

Representing: Emerging and nationally recognized artists.

New Artists: They do not review portfolio submissions; would rather see the work in person and respond to it.

Submissions: They do not like to send slides or work back.

Terms: Consignment only, no contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 - 45 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

#### **Gallery Morgan Contemporary Glass Gallery**

Address: 5833 Ellsworth Avenue

Pittsburgh, PA 15232

Phone: 412-441-5200

Fax: 412-441-0655

Email: [morglass@sgi.net](mailto:morglass@sgi.net)

Web site: N/A

Contact: Amy Morgan

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 90% one-of-a-kind objects from \$1,000 up.

10% limited-production objects up to \$500

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to

the gallery, paid 30 - 45 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

**Gallery: The Clay Studio**

Address: 139 North Second Street

Philadelphia, PA 19106

Phone: 215-925-3453

Fax: 215-925-7774

Email: [claystudio@libertynet.org](mailto:claystudio@libertynet.org)

Web site: N/A

Contact: Jimmy Clark

Gallery Focus: Contemporary Ceramics: Sculptural and Functional.

Sales Focus: 70% one-of-a-kind and 30% limited-production. Prices from \$15 - \$15,000.

Representing: Artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows and conferences, look at Web sites and magazines, and review portfolio submissions to find new artists. They will often seek out an artist that they wish to represent.

Submissions: Slides, CV, Artist Statement, and a SASE. Portfolios for solo exhibitions are juried in May; artists should request submission forms in January.

Terms: Consignment only, an agreement is provided. Payment: 60% to the artist and 40% to the gallery. Gallery provides insurance on-site but not for return shipping, unless the artist was invited. Artist is generally responsible for shipping and insurance to and from the gallery. They do not request exclusivity.

Comments: The Clay Studio also operates a school, which results in the gallery selecting exhibitions that are educational, and often include emerging artists. The gallery has an international reputation, with space for 25 artists, and offers a visiting artist program. They are seeking work under \$200. Send information to the Gallery Manager.

**Gallery The Works Gallery**

Address: 303 Cherry Street

Philadelphia, PA 19106

Phone: 215-922-7775

Fax: 215-238-9351

Email: [frank@snyderman-works.com](mailto:frank@snyderman-works.com)

Web site: <http://www.snyderman-works.com>

Contact: Frank Hopson

Gallery Focus: Sculptural and Functional Objects: Clay, Fibre, and Jewelry.

Sales Focus: 80% one-of-a-kind objects from \$100 - \$10,000

20% limited-production objects from \$200 - \$500

Representing: Artists at all stages of their careers.

New Artists: They attend shows, look at Web sites and magazines, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: They mount 10 solo and 2 group shows each year.

**Gallery Topeo Gallery**

Address: 15 North Main Street

New Hope, PA 18938

Phone: 215-862-2750

Fax: 215-862-2744

Email: [topeo@topeo.com](mailto:topeo@topeo.com)

Web site: <http://www.topeo.com>

Contact: Walter Hazzarz or Andre Morin

Gallery Focus: Sculptural Objects: Clay, Bronze, and Wood (Furniture).

Functional Objects: Clay, Jewelry, and Leather.

Sales Focus: Price points from \$1,000 up.

Representing: Mainly nationally recognized artists.

New Artists: They attend shows and conferences, travel, and review portfolio submissions to find

new artists. Currently represent Canadians.

Submissions: Request that artists contact the gallery before portfolios are sent. Slides, CV, Artist Statement, E-mail, and a SASE.

Terms: All work is purchased outright. Gallery requests exclusivity.

Comments: They are striving for a continuing relationship with their artists, and have been dealing with some of the same artists for 15 years.

Gallery **Topeo Gallery**

Address: 35 North Main Street

New Hope, PA 18938

Phone: 215-862-2750

Fax: 215-862-2744

Email: [topeo@topeo.com](mailto:topeo@topeo.com)

Web site: <http://www.topeo.com>

Contact: Walter Hazzarz or Andre Morin

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 80% one-of-a-kind; 20% limited-production objects. Prices up to \$15,000

Representing 600 nationally recognized artists. Currently represent Canadians.

New Artists: They attend shows and conferences, travel, and review portfolio submissions to find new artists.

Submissions: Request that artists contact the gallery before portfolios are sent. Slides, CV, Artist Statement, E-mail and a SASE.

Terms: All work is purchased outright. Gallery requests exclusivity.

Comments: They are striving to develop a continuing relationship with their artists, and have been dealing with some of the same artists for 15 years.

Gallery: **Wexler Gallery**

Address: 201 North Third Street

Philadelphia, PA 19106

Phone: 215-923-7030

Fax: 215-923-7031

Email: [info@wexlergallery.com](mailto:info@wexlergallery.com)

Web site: <http://www.wexlergallery.com>

Contact: Lewis Wexler

Gallery Focus: Fine Art Glass; Contemporary and Vintage Furniture.

Sales Focus: 99% one-of-a-kind objects from \$300 - \$43,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and conferences, look at Web sites and magazines, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement and a SASE.

Terms: Consignment only, no contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site. Return shipping and insurance varies. Artist pays shipping and insurance to the gallery. They do not request exclusivity.

**Rhode Island...**

Gallery **Peck Gallery**

Address: 424 Wickenden Street

Providence, RI 02903

Phone: 401-751-0017

Fax: N/A

Email: [info@peckgallery.com](mailto:info@peckgallery.com)

Web site: <http://www.peckgallery.com>

Contact: Douglas Peck

Gallery Focus: Sculptural Ceramics, with some Functional Fibre.

Sales Focus: 100% one-of-a-kind objects from \$100 - \$5,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Cover Letter, Price List, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid as soon as possible after the sale. Gallery provides insurance on-site and pays

return shipping, unless the crates are large or from abroad. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.  
 Comments: The gallery mounts 7 shows a year. They are concerned about the possible difficulty of shipping work to and from and overseas artist.

### Tennessee...

#### Gallery **Prism Glass Gallery**

Address: Opry Mills  
 241 Opry Mills Drive  
 Nashville, TN 37214  
 Phone: 615-514-6018  
 Fax: 615-514-6019

Email: [pkglass@aol.com](mailto:pkglass@aol.com)

Web site: <http://www.prismglassgallery.com>

Contact: Lisa Sojka or Patti Kissinger

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 40% one-of-a-kind objects from \$500 - \$14,000

60% limited-production objects from \$10 - \$1,500

Representing: 110 artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows (ACC and Rosen), follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, an agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Offer demonstrations in their hot-shop, by visiting artists who are showing in the gallery. Winter is their strongest sales season.

#### Gallery **Prism Glass Gallery**

Address: Suite 121, Paddock Place  
 73 White Bridge Road  
 Nashville, TN 37205  
 Phone: 615-356-4950  
 Fax: 615-356-4696

Email: [pkglass@aol.com](mailto:pkglass@aol.com)

Web site: <http://www.prismglassgallery.com>

Contact: Lisa Sojka or Patti Kissinger

Gallery Focus Contemporary Glass: Sculptural and Functional.

Sales Focus: 40% one-of-a-kind objects from \$500 - \$14,000

60% limited-production objects from \$10 - \$1,500

Representing: 110 artists at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows (ACC and Rosen), follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, an agreement is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Offer demonstrations in their hot-shop, by visiting artists who are showing in the gallery. Winter is their strongest sales season.

### Texas...

#### Gallery **Gallery Vetro**

Address: 600 N. Presa at College St.  
 San Antonio, TX 78205  
 Phone: 210-354-0001  
 Fax: 210-475-0006

Email: N/A

Web site: <http://www.galleryvetro.com>

Contact: Phillip Schrank  
 Gallery Focus: Sculptural and Functional Glass.  
 Sales Focus Percentages of one-of-a-kind and production objects not available.  
 Representing: Artists at all stages of their careers. Currently represent Canadians.  
 New Artists: They attend shows (SOFA) and conferences (GAS), and review portfolio submissions to find new artists.  
 Submissions: Slides, CV, Artist Statement, and a SASE.  
 Terms: Terms will be negotiated upon acceptance into the gallery.

Gallery **Goldsberry Gallery**

Address: 2625 Colquitt  
 Houston, TX 77098  
 Phone: 713-528-0405  
 Fax: 713-528-0418

Email: [ingoldes@aol.com](mailto:ingoldes@aol.com)

Web site: N/A

Contact: Nancy Goldsberry or Oliver Goldsberry  
 Gallery Focus: 3-D Cutting Edge Contemporary.  
 Sculptural Objects: Clay, Glass, Metal, and Wood.  
 Sales Focus: 100% one-of-a-kind objects from \$300 - \$12,000  
 Representing: Emerging and nationally recognized artists. Currently represent Canadians.  
 New Artists: They attend SOFA, follow up recommendations from artists that they represent, and review portfolio submissions to find new artists.  
 Submissions: Prints, Slides, CV, Artist Statement, and a SASE.  
 Terms: Consignment only, a contract is negotiable. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.  
 Comments: Have experienced some difficulties with Customs and shipping procedures.

Gallery **Kittrell/Riffkind Art Glass**

Address: 5100 Belt Line Road #820  
 Dallas, TX 75240  
 Phone: 972-239-7957  
 Fax: 972-239-7998

Email: [artglass@Kittrell/Riffkind.com](mailto:artglass@Kittrell/Riffkind.com)

Web site: N/A

Contact: Michael Riffkind or Barbara Kittrell  
 Gallery Focus: Contemporary Glass: Sculptural and Functional.  
 Sales Focus: Percentages of one-of-a-kind and production objects not available. Price points from \$15 - \$7,000  
 Representing: Emerging and nationally recognized artists. Currently represent Canadians.  
 New Artists: They attend shows, follow up recommendations, and review portfolio submissions to find new artists.  
 Submissions: Slides, CV, Artist Statement, and a SASE.  
 Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid at the end of the month. Gallery provides insurance on-site, pays return shipping and insurance in most cases. Artist pays shipping and insurance to the gallery. Does not request exclusivity.

Gallery: **Sable V Gallery**

Address: On the Square  
 P.O. Box 1792  
 Wimberely, TX 78676  
 Phone: 512-847-8975  
 Fax: 512-847-6445

Email: [art@sablev.com](mailto:art@sablev.com)

Web site: <http://www.sablev.com>

Contact: Karen Boden  
 Gallery Focus: Sculptural and Functional Objects: Clay, Glass, Fibre, Metal, Wood, and Cast Paper.

Sales Focus: 95% one-of-a-kind objects from \$100 - \$10,000  
 5% limited-production objects from \$25 - \$200  
 Representing Over 300 artists, at all stages of their careers.  
 New Artists: They attend shows and review portfolios submissions to find new artists.  
 Submissions: Prints, Slides, CV, Price List, and a SASE.  
 Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.  
 Comments: They typically mount 8 thematic shows each year.

#### Gallery **Sable V Gallery**

Address: 2211 The Strand, Suite 105

Galveston, TX 77550

Phone: 409-750-8975

Fax: 409-750-9645

Email: [art@sablev.com](mailto:art@sablev.com)

Web site: <http://www.sablev.com>

Contact: Karen Boden

Gallery Focus: Sculptural and Functional Objects: Clay, Glass, Fibre, Metal, Wood, and Cast Paper.

Sales Focus: 95% one-of-a-kind objects from \$100 - \$10,000

5% limited-production objects from \$25 - \$200

Representing Over 300 artists, at all stages of their careers.

New Artists: They attend shows and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Price List, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

Comments: They typically mount 8 thematic shows a year.

#### Utah...

##### Gallery Name **CODA Gallery**

Address: 804 Main St.

P. O. Box 28002

Park City, UT 84060

Phone: 435-655-3803

Fax: 435-655-3805

Email: [codaart@aol.com](mailto:codaart@aol.com)

Web site: <http://www.codagalleryparkcity.com>

Contact: Linda Littell

Gallery Focus: Contemporary Sculptural Objects: Mixed Media, and Glass.  
 Some functional glass.

Sales Focus: 100% one-of-a-kind objects from \$40 - \$40,000

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Prints, CV, and a SASE.

Terms: Terms of consignment and payment will be discussed upon acceptance. No contract is provided. Gallery provides insurance on-site and pays return shipping. Artist pays return shipping and insurance. Gallery requests exclusivity.

#### Virginia...

##### Gallery **Kane Marie Fine Arts Gallery**

Address: 2865 Lynnhaven Drive, Suite C-3

Virginia Beach, VA 23451

Phone: 757-496-5567

Fax: 757-496-2836

Email: [kanemarie@aol.com](mailto:kanemarie@aol.com)

Web site: <http://www.kanemarie.com>

Contact: Gail Levine  
 Gallery Focus: Sculptural Objects: Clay, Glass, and Bronze.  
 Functional Objects: Glass and Jewelry.  
 Sales Focus: 50% one-of-a-kind objects from \$3,000 - \$50,000 (glass).  
 50% limited-production objects in all price ranges.  
 Representing: Artists at all stages of their careers.  
 New Artists: They attend shows and conferences, look at Web sites and magazines, occasionally work with agents, and review portfolio submissions to find new artists.  
 Submissions: Prints, Slides, CV, Artist Statement, Price List, and a SASE.  
 Terms Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.  
 Comments: They are striving for a long-term relationship with artists, which helps to create credibility for both parties.

### Washington...

#### Gallery: **Bryan Ohno Gallery**

Address: 155 South Main Street  
 Seattle, WA 98104  
 Phone: 206-667-9572  
 Fax: 206-667-9589  
 Email: N/A  
 Web site: N/A

Contact: Bryan Ohno

Gallery Focus: Contemporary Abstract Paintings and Mixed Media Sculpture.

Sculptural Objects: Clay, Glass, Fibre, Mixed Media, Metal, and Wood.

Sales Focus: 100% one-of-a-kind objects from \$800 up.

Representing: Artists at all stages of their careers.

New Artists: They follow up recommendations and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only, a "soft" contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid when the work sells. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays insurance and shipping to the gallery. Gallery requests exclusivity.

Comments: "Do your research to identify the most appropriate gallery!"

#### Gallery **EarthenWorks Gallery**

Address: 713 First Street  
 LaConner, WA 98257  
 Phone: 360-466-4422  
 Fax: 360-466-1320

Email: [earthenworksart@aol.com](mailto:earthenworksart@aol.com)

Web site: <http://www.earthenworksgallery.com>

Contact: Cynthia Hoskins and Donald Hoskins

Gallery Focus: Sculptural and Functional Objects. Clay, Glass, Fibre, Jewelry, Mixed Media, Metal, Wood, and Paper.

Sales Focus: 70% one-of-a-kind objects from \$1,000 - \$6,000

30% limited-production objects from \$75 - \$500

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, work with agents, and review portfolio submissions to find new artists.

Submission: Prints, Slides, CV, Artist Statement, Price List (retail and wholesale), a Consignment List - if applicable, and a SASE.

Terms: Consignment, a contract is provided. They do buy some work outright. Payment: 55% of retail to the artist and 45% to the gallery, paid at the end of the month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery.

Gallery requests exclusivity.

Comments: "The quality and work needs to be consistent with the gallery's focus."

#### Gallery **EarthenWorks Gallery**

Address: 702 Water Street

Port Townsend, WA 98368

Phone: 360-385-0328

Fax: 360-379-9954

Email: [earthenworksart@aol.com](mailto:earthenworksart@aol.com)

Web site: <http://www.earthenworksgallery.com>

Contact: Cynthia Hoskins and Donald Hoskins

Gallery Focus: Sculptural and Functional Objects: Clay, Glass, Fibre, Jewelry, Mixed Media, Metal, Wood, and Paper.

Sales Focus: 70% one-of-a-kind objects from \$1,000 - \$6,000

30% limited-production objects from \$75 - \$500

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows and conferences, look at Web sites and magazines, work with agents, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Price List (retail and wholesale), a Consignment List, and a SASE.

Terms: Consignment, a contract is provided. They do buy some work outright. Payment: 55% of retail to the artist and 45% to the gallery, paid at the end of the month. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

#### Gallery **Elliott-Brown Gallery**

Address: 215 Westlake Avenue North

Seattle, WA 98109

Phone: 206-340-8000

Fax: 206-340-8008

Email: [kate@elliottbrowngallery.com](mailto:kate@elliottbrowngallery.com)

Web site: <http://www.elliottbrowngallery.com>

Contact: Kate Elliott

Gallery Focus: Sculptural Objects: Glass, Mixed Media, and Photography.

Sales Focus: 100% one-of-a-kind objects from \$2,000 - \$60,000

Representing: Internationally recognized artists.

New Artists: They attend shows (SOFA), and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Cover Letter, and a SASE. Will e-mail guidelines, upon request.

Terms: Consignment, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery does not provide insurance on-site, but pays return shipping to the artist. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity in Washington, Idaho and Oregon.

Comments: They typically mount 8 solo and 4 group shows each year.

#### Gallery **Facere Jewelry Art Gallery**

Address: City Centre

1420 5th Avenue

Seattle, WA 98101

Phone: 206-624-6768

Fax: 206-624-2852

Email: [facereart@aol.com](mailto:facereart@aol.com)

Web site: <http://www.facerejewelryart.com>

Contact: Karen Lorene or Helen Brooks

Gallery Focus: Sculptural and Functional Jewelry.

Sales Focus: 100% one-of-a-kind objects from \$25 - \$30,000

Representing: Emerging and internationally recognized artists.

New Artists: They review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, CD's, and a SASE.

Request that no submissions be sent via Internet.

Terms: Consignment only, a contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid on the 10<sup>th</sup> of the month following the sale. No discounts are given. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

Comments: Gallery mounts 4-9 group shows per year. They recommend that artists visit the gallery if possible.

**Gallery Foster White Gallery**

Address: 311 Occidental Avenue, South  
Seattle, WA 98104

Phone: 206-622-2833

Fax: 206-622-7606

Email: [fosterwhite@juno.com](mailto:fosterwhite@juno.com)

Web site: <http://www.fosterwhite.com>

Contact: Bridget Young

Gallery Focus: Contemporary Painting and Sculpture.

Sculptural Glass and Clay.

Sales Focus: 80% one-of-a-kind objects from \$1,200 - \$25,000

20% limited-production objects from \$1,200 - \$25,000

Representing: Emerging, mid-career, and established artists from the Pacific Northwest. Currently represent Canadians.

New Artists: They attend shows, and review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, Price List, and a SASE.

Terms: Consignment only, a contract is negotiable. Payment: 50% of retail to the artist and 50% to the gallery. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Northwest Fine Woodworking**

Address: 101 South Jackson

Seattle, WA 98104

Phone: 206-625-0429

Fax: 206-382-1965

Email: [director@nwfinewoodworking.com](mailto:director@nwfinewoodworking.com)

Web site: <http://www.nwfinewoodworking.com>

Contact: Christopher Brookes

Gallery Focus: Furniture, Furnishings, and Home Accessories.

Sales Focus: 70% of sales from one-of-a-kind pieces. 30% of sales from limited-production pieces.

Items under \$2,000 are easier to sell; \$4,000 - \$6,000 pieces are harder to sell; and work in the \$10,000 range is harder still.

Representing: Many of the best woodworkers in North America. Currently represent Canadians.

New Artists: They attend shows (Rosen) and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, a small sample piece, and a SASE. Phone to request a jury package.

Terms Consignment. Rates vary depending on price points. Insurance, shipping, etc. will be discussed upon acceptance. Gallery requests exclusivity within Seattle.

Comments: Largest woodworking co-operative in the U.S. 30% of gallery's business is from commissioned work.

**Gallery: Ragazzi's Flying Shuttle**

Address: 607 First Avenue

Seattle, WA 98104

Phone: 206-343-9762

Fax: 206-343-3101

Email: N/A

Web site: N/A

Contact: Anna Williams

Gallery Focus: Contemporary Fibre (wearable art), and Jewelry.

Sales Focus: 95% one-of-a-kind objects up to \$2,800

5% limited-production objects from \$55 - \$1,200

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment percentages and payment schedule, not available. A contract is provided. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Thomas R. Riley Galleries**

Address: 16 Central Way

Kirkland, WA 98033

Phone: 425-576-0762

Fax: 425-576-0772

Email: [seattleinfo@rileyhawk.com](mailto:seattleinfo@rileyhawk.com)

Web site: <http://www.rileyhawk.com>

Contact: Tom Riley

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Sales Focus: 80% one-of-a-kind objects from \$3,000 - \$200,000

20% limited-production objects from \$50 - \$2,000

Representing: Artists at all stages of their careers.

New Artists: They review portfolio submissions to find new artists.

Submissions: Slides, CV, Artist Statement, and a SASE.

Terms: Consignment only. Payment: 50% of retail to the artist and 50% to the gallery, paid 30 days after the sale. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

**Gallery Simon Edwards Gallery**

Address: 811 West Yakima Avenue, Suite 101

Yakima, WA 98902

Phone: 509-453-7723

Fax: 509-453-7723

Email: [simonir@hotmail.com](mailto:simonir@hotmail.com)

Web site: N/A

Contact: Irene Simon

Gallery Focus: Contemporary Glass, Oil Painting, and Cast Bronze Sculpture.

Sales Focus: 97% one-of-a-kind objects and 3% limited edition bronzes.

Price points from \$300 - \$25,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, or Slides (include medium, dimensions, etc.), Artist Statement, Price List, and a SASE.

Terms: Consignment only, no contract is provided. Payment: 50% of retail to the artist and 50% to the gallery, paid after the show is finished. Gallery provides insurance on-site, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within city limits.

**Gallery The American Art Company**

Address: 1126 Broadway Plaza

Tacoma, WA 98402

Phone: 253-272-4327

Fax: 253-272-4907

Email: [rckg@americanartco.com](mailto:rckg@americanartco.com)

Web site: <http://www.americanartco.com>

Contact: Rick Gottas or Glen Nutt

Gallery Focus: Contemporary Sculptural and Functional Objects: Clay, Fibre, Mixed Media, Metal, and Wood.

Sales Focus: 100% one-of-a-kind objects from \$250 - \$20,000

Representing: Artists at all stages of their careers.

New Artists: They look at Web sites and review portfolio submissions to find new artists.

Submissions: Send letter of introduction before submitting a portfolio.  
 Slides, CV, Artist Statement, List of Awards, and a SASE.  
 Terms: Consignment terms, percentages and payments are discussed upon acceptance. Gallery provides insurance on-site and requests exclusivity.

**Gallery *The Wood Merchant***

Address: 709 S. First Street

P.O. Box 511

La Conner, WA 98257

Phone: 360-466-4741

Fax: 360-466-4741

Email: N/A

Web site: N/A

Contact: Stewart Hutt

Gallery Focus: Contemporary Furniture and Accessories. Represent 100 Northwest Woodworkers.

Sales Focus: 25% one-of-a-kind furniture from \$500 - \$15,000

75% limited-production objects from \$5 - \$1,000

Representing: Emerging and nationally recognized artists.

New Artists: They attend shows, look at magazines, follow up recommendations, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Price List, and a SASE.

Terms: Consignment, a contract is provided. Payment: Percentages vary, paid at the end of the month. Gallery provides insurance on-site. Shipping to and from the gallery varies. Gallery requests exclusivity within La Conner.

**Gallery *Vitri***

Address: 1408 First Avenue

Seattle, WA 98101

Phone: 206-667-9608

Fax: 206-621-9447

Email: [heather@vitrierglass.com](mailto:heather@vitrierglass.com)

Web site: <http://www.vitrierglass.com>

Contact: Heather Eslien

Gallery Focus: Contemporary Glass: Sculptural and Functional.

Everything from paperweights to very high-end sculpture.

Sales Focus: 75% one-of-a-kind objects from \$50 - \$10,000

25% limited-production objects from \$50 - \$850

Representing: Over 100 artists, at all stages of their careers. Currently represent Canadians.

New Artists: They attend shows, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, and a SASE. "The more information, the better."

Terms: Consignment only, verbal contract and consignment forms are provided. Payment: 50% of retail to the artist and 50% to the gallery, paid on the 15th of the month after the sale. Gallery provides insurance on-site, except for earthquake, and pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity within downtown Seattle.

Comments: The more professional the artist can be, the better chance for an interview.

Consistency in the work is important. They are looking for unique form or colour, work that is continually growing and changing. Have experienced some difficulties with Customs and shipping procedures. Vitri is the smaller of the William Traver Galleries.

**Gallery *William Traver Gallery***

Address: 110 Union Street, 2nd Floor

Seattle, WA 98101-2028

Phone: 206-587-6501

Fax: 206-587-6502

Email: [traver@travergallery.com](mailto:traver@travergallery.com)

Web site: <http://www.travergallery.com>

Contact: Daniel Kany or William Traver

Gallery Focus: Contemporary Sculptural Objects: Clay, Glass, Mixed Media, Metal, Wood, and Stone.

Sales Focus: 100% one-of-a-kind objects from \$200 - \$500,000

Representing: Artists at all stages of their careers.

New Artists: They attend shows and conferences, look at Web sites and magazines, work with agents, and review portfolio submissions to find new artists.

Submissions: Prints, Slides, CV, Artist Statement, Price List, Sales History, and a SASE.

Terms: Consignment, a contract is provided. Payment: Percentages vary, paid 30 - 60 days after the sale. Gallery provides insurance on-site, except earthquake, pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.

## Wisconsin...

Gallery **Katie Gingrass Gallery**

Address: 241 North Broadway

Milwaukee, WI 53202

Phone: 414-289-0855

Fax: 414-289-9255

Email: [katieg@excepc.com](mailto:katieg@excepc.com)

Web site: <http://www.gingrassgallery.com>

Contact Archie Johnston, Sarah or Katie Gingrass

Gallery Focus: Contemporary Craft and Furniture. Sculptural Objects: Clay, Glass, Fibre and Mixed Media. Functional Objects: Clay, Glass, and Fibre.

Sales Focus: Percentages of one-of-a-kind and production not available. Price points from \$200 - \$10,000. Gallery also makes corporate sales.

Representing: Information not available.

New Artists They attend shows, search guild.com, and review portfolio submissions to find new artists.

Submissions: Prints, CV, Artist Statement, and a SASE.

Terms: Consignment only, a contract is provided. Payment: 50% to the artist and 50% to the gallery, paid when the gallery receives payment. Gallery pays return shipping and insurance. Artist pays shipping and insurance to the gallery. Gallery requests exclusivity.