
Walter Dufresne, Photographer: Assignment & Stock Services

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Assignment Photography:	Creative services and license fee:	\$1.00 per square foot for interiors, 75¢ per cubic foot for exteriors, 2400 square/cubic foot minimum
	Initial license for a single client: (add 33% to fee for each additional commissioning client)	marketing and publicity for a single client, from item seven of the terms & conditions

Assignment Photography, Digital Capture and/or Film and Processing Charges:	16.7 and 56 megapixels, per direct digital capture and processing: \$188.00
	135 and 120 formats, per roll/pack: color & b&w \$40.00, Polaroid \$30.00
	04x05 inch format, per sheet: color \$07.50, b&w \$06.00, Polaroid \$04.50
	08x10 inch format, per sheet: color \$25.00, b&w \$22.00, Polaroid \$18.00
	Contact proof prints of films: color \$50.00, b&w \$50.00
	001 to 100 megabyte file scans, converted and optimized: \$150.00

Assignment Photography, Other Production Charges (these rates are available only to clients who provide deposits against our written estimates):	Staff and free-lance assistance: \$225.00-\$350.00 per day
	Transport, lodging, sustenance, gratuities, equipment rentals, props: at cost
	Prints, slides, dupes, shipping, etc.: see Laboratory Services price list
	Consultations, written estimates and quotes, local scouting: no charge
	Surcharge on estimated charges un-paid upon completion of work: +20%
	Copyright Registration for Delivery of Photographs: \$50.00 per assignment
	NY State Sales and Use Tax is collected on certain transactions

Stock Photography Licensing Fees:	<u>Editorial:</u> (single insertion/language/printing in North America, up to 100,000 circulation): 2% of the equivalent advertising space rates, with minimum rates for <i>Cover</i> , any size, \$1000; up to <i>one page</i> , \$400; up to <i>1/2 page</i> , \$300; up to <i>1/4 page</i> , \$225
	<u>Marketing and Publicity:</u> (from a single project, including certain further editorial uses and editorial re-prints): <i>First picture</i> , \$500 for sixty months; <i>Additional pictures</i> from the same project, \$400 each for sixty months; <i>Stock Licensing Fee Cap for State- Licensed Designers and Architects</i> , \$2000 per project
	<u>Advertising:</u> 2% of the audited media buy (trade or consumer), \$1500 minimum (\$75,000 campaign) exercised within 180 days
	<u>Other Licenses:</u> will be quoted (minimum sale \$300)

Stock Photography, Other Production Charges:	Research and submission fee: \$150.00, including uploading
	Scans, prints, slides, dupes, shipping, etc.: see Laboratory Services price list
	NY State Sales and Use Tax is collected on certain transactions
	Subject to change: See Terms on Reverse Side

Walter Dufresne, Photographer: Terms & Conditions

Subject to change: See Rates on Obverse Side

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② Unless otherwise negotiated, copyrights for the photographs and ownership of all camera-original films are retained by Walter Dufresne, Photographer.

③ Licenses and rights for use are conveyed only by invoice, and such licenses are not transferable to other parties. All other rights are reserved by us. No licenses and no rights are granted without full payment of the invoices specifying those licenses and rights. Walter Dufresne, Photographer, is first secured in all financial transactions here. Our photographs often do not include property releases. We only own the copyrights to our photographs, and not any other kinds of property rights, includes trademarks and patents. If we do have any kind of release for a photograph (property release, trademark release, patent release, model release, et cetera), a copy will be included with the transmittal of the photographs. Architects and engineers obtain property releases from owners and developers because they are often included in, for example, AIA contract documents.

④ Editorial uses require a credit line (in the form of a copyright notice next to any reproduction) as a part of compensation. That adjacent credit line is vital in order to afford to make licensing possible at editorial rates. It is so vital that we demand an editor's signature on a transmittal recognizing its value and agreeing to a tripling of compensation in the event of failing to provide such credit line. (Editors are often overworked and sometimes have their editorial content dictated to them.) Credit lines for other uses are gratefully appreciated.

⑤ Credit lines (when appropriate) should read as follows:

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⑥ Written estimates are not exceeded by 10% without authorization, and may include production charge documentation with the subsequent invoice. Competitive bids and quotes are firm as to both the price and the number of views created, and do not include production charge documentation on subsequent invoices. There are no "reimbursables," only production charges.

⑦ *Editorial License* is a non-exclusive use, for publishing businesses only, to use and reproduce a photograph, and includes specific frequency, size, and edition limits, typically a single insertion in a single edition of the first printing of a publication. Subsequent re-printing ("Reprints") of editorial content is licensed at marketing and publicity rates. Editorial rates are keyed to a percentage of the publication's own space rate for advertising uses, typically two percent in honor of the strength of the editors' commitment to providing their readers with valuable content. *Marketing and Publicity License* is a sixty-month non-exclusive license for an organization ("our client") to use and reproduce a photograph, with specific limits. This use includes any "self-publishing" by the client, including "self-publishing" by both print and electronic methods. Our clients may freely distribute the tangible photographs or reproductions, but may not sell nor distribute such intangibles as use licenses and copyrights. This use excludes any advertising use ("paid placement") or sale of the photographs or sale of reproductions of the photographs or otherwise licensing others to use or reproduce the photographs ("third party use"), with the happy exception that we will freely license one-time editorial use by publishing businesses who agree to credit both our clients and ourselves. *Advertising License* includes marketing and publicity uses as above and use in spaces purchased from publishing businesses ("paid placement"), with specific frequency, size, and edition limits. These fees are usually a percentage of the "media buy," with certain minimums, most often 2% of the media buy (trade or consumer) with a \$1500.00 minimum (\$75,000 campaign).

⑧ New York State Sales and Use Taxes are collected on many transactions delivered in New York State. Exceptions are made for clients who submit re-sale or exemption or exempt use certificates. Exceptions are also made for clients who only reproduce the photographs after borrowing them. This is called a reproduction-rights only transaction, and my invoices are legally required to specify the return of the photographs, un-retouched.

⑨ Tax Identification Number: 11-3030149 (cited on all invoices)

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for copyright licensed customers

written confirmation required for orders over \$200

Duplicate Transparencies,		<u>first charge</u>	<u>additional charges</u>	
Copy Transparencies,	up to		1+	10+
Slides, and Print Films	35mm ("slides")	\$025	\$15	\$10
(from digital or analog data)	4x5 inch	\$125	\$80	\$50
	8x10 inch	\$300	\$125	\$75

Color Prints		<u>first charge</u>	<u>additional charges</u>					
type c ("color coupler"), from	up to		1+	5+	10+	25+	50+	100+
color negatives, color	8 ¹ / ₂ x11 inch	\$050	\$24	\$18	\$16	\$11	\$10	\$9
internegatives, copy negatives,	11x14 inch	\$065	\$31	\$28	\$22	\$18	\$13	\$11
color separation negatives, or	16x20 inch	\$100	\$45	\$36				
digital files; type i ("ink jet"),	20x24 inch	\$125	\$55	\$45				
from digital files	30x40 inch	\$195	\$95	\$75				
	color internegatives (copy negatives):		4x5 inch: \$35;	8x10 inch: \$60				

Scanning & Recording to		<u>first charge</u>	<u>compact disk (standard file format)</u>
Compact Disk Format	file sizes up to	for scans	ten-year archival recording from scans
(Flatbed or Drum Scanning)	010 megabytes	\$050	\$050
	100 megabytes	\$100	\$050
	electronic file transfers per file up to ten megabytes in size:		\$25.00 each

Black & White Prints		<u>first charge</u>	<u>additional</u>		
(gelatine silver prints, medium-	up to		1+	10+	50+
weight resin-coated papers, add	8 ¹ / ₂ x11 inch	\$45	\$25	\$15	\$09
50% for archivally-processed	11x14 inch	\$60	\$35	\$18	\$12
fiber base papers as per US	16x20 inch	\$90	\$48	\$27	\$17
Library of Congress)	20x24 inch	\$125	\$62	\$38	\$32
	black & white internegatives (copy negatives):		4x5 inch: \$55;	8x10 inch: \$90	
	for prints from color negatives add 100% (medium weight resin coated only)				

File Conversions & Optimization, Retouching, Page Assembly, Ink Jet Printing, Image Setting, and Film Recording (analog or digital)	<p>quoted by project, depending on the number and complexity of elements, generally \$100 per scan, \$300 per hour for file conversions and optimization and retouching, and \$300 per film output</p> <ul style="list-style-type: none">• First charge is for setting-up to a unique size, position, color, cropping, and density. It's applied per billable party <i>and</i> per order <i>and</i> per image, but <i>not</i> per print nor transparency.• Additional charges are for extras (1+, etc.) ordered at the same time as the first.• Other sizes and quantities will be priced on request.• Special sizes, colors, densities, borders, cropping, positioning, and retouching are subject to surcharge.• Terms: Net balance is due from invoice date. New accounts are shipped COD.• Shipping and handling, add 5%, \$10.00 minimum. Messengers are extra.• New York State Sales and Use Taxes are collected on certain transactions.• All prices, terms, and techniques are subject to change without notice.
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