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Date: Wed, Aug 11, 1999, 1:01 PM

Folks at Zone Zero,

Hello there. I came across your Web site and was very impressed by both the photography and the site. I was blown away to be honest, by many of the photographers whose work you host, from Jeff Jacobson to Fred Langford Edwards, from Dan Biferie to Dore Gardner. Additionally, being a native Californian I was thrilled that the text was in both English and in Spanish because it so obviously reaches out to a wider audience.

All very inspiring.

I work for an online company, called @Home Excite and we have created a dedicated photography area on @Home Network (cable modemservice) called Making Pictures and we would love to showcase, license and promote the work of several of your photographers online

as well as providing a link to your site to drive traffic there and increase awareness about the site itself.

Every week Making Pictures showcases a professional photographer and an @Home subscriber who are publishing photography online in a unique and creative way. We work with Photo District News, Digital Journalist, Foto8, and Double Take Magazine, to name a few other online photography magazines.

We have showcased dozens of photographers and some are below for your

review:

Duane Michal

Dirck Halstead

<http://www.digitaljournalist.org/feature1.html>

Alan Dorow

<http://www.journale.com/BIRTH/birthshock.html>

Katrina Wittkamp

<http://www.untitledmagazine.com>

Ron Haviv

<http://www.photoarts.com/haviv/bloodandhoney/>

Pete Turner

<http://www.peteturner.com>

Our service is on a proprietary cable network. Which means only @Home subscribers can view our content. (There are estimated 600,000 subscribers currently.) The service is a broad band service which brings high speed service to people's homes, making the viewing of photography a painless experience. I can send you access urls and passwords so you can see the site for yourself and get a sense of what we do.

I would love to speak with you on the phone if you can spare a moment and I can answer any questions that you might have.

Please give me a ring at 650-569-5909 or email me a good time to call you. I am not in on Thursdays and Fridays, but will get in touch as soon as I can after I hear from you.

Sincerely,

Kelly Duane

## MORE INFO:

Making Pictures is a photography service which is offering photography education, resources and tools to our rapidly growing cable modem subscribers.

Making Pictures is more than just professional and amateur photography galleries. This area is a content service for photographers to develop and digitize film, create and distribute digital images, and become better > educated about the latest imaging products. For all it is a showcase of broadband photography exhibits to serve as an inspiration to our subscribers > to make more pictures, with the appropriate imaging tools.

We showcase six photographs from each online gallery without manipulation and incorporate them into our customized user interface.

By incorporating these images into our interface we will be able to maximize the subscribers experience and enjoyment while viewing your photographs. This is meant to highlight your work, promote your online photography gallery by linking out and give our members a greater understanding of the photographers career. We will be mentioning why your work was the pick of the week and we also wish to display a headshot of the photographer along with a concise biography. @Home Network distributes high-speed interactive services to residences and businesses using its own network architecture and the cable industry's hybrid-fiber coaxial infrastructure. Our subscriber audience is growing rapidly with the help from our cable partners and we announced 210,000 subscribers by Q3 1998 and presently we are closing in on about 300,000 .

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Kelly Duane