

SHOPTALK

Late bloomer

For years, D'Anne Weber, 55, didn't even show her art, much less try to sell it. Instead, she sold the work of other artists. Then one day, a friend said, "Too bad you can't get over the fear of selling your own art work." That did it. Now her largely sports-themed canvas prints of St. Louis — especially the Cardinals — and other cities and teams sell in more than 30 Bed Bath & Beyond stores nationwide. Since launching in January, she has hired five people to keep up with demand, shipped 7,000 prints to stores and generated \$300,000 in revenue.



BRIAN CASSIDY