

NEWSLETTER

Looking for a special kind of light!

The Illuminata offers that and a lot more!

What is the **Illuminata!** It's an Octobox that offers a even, soft quality of light which is very pleasing for your portrait photography. It also offers a circular catch-light in your subject's eyes, which is a much more natural shape than the rectangle you get from a traditional soft box. Want to change the quality of light again? Remove the front baffle and you punch up the contrast, yet you still have a soft diffused light. Not 100% convinced. Come on in and have a look at the images Mike shot at our Profoto night on the H3D. Still not convinced? You can rent it from our rental department and if you buy it we will take a one day rental cost off the price of the Octobox if you buy within 30 days. Finally, there is no better time to buy because we have put them on sale.

Medium 52". Illuminata

Reg. \$299.95

Sale \$269.95



The new Lensbaby G3 is back in stock!

We were out of stock of the new G3 for a while but they're back so let me tell you about them. The new "G3" is the coolest addition to the Lensbabies family and comes with many new features. The Lensbaby 3G lens is for photographers who require precise focusing, complete control, longer exposures, and repeatability. When working with a moving or changing subject matter you can focus the Lensbaby 3G just like a Lensbaby 2.0 -- by compressing and bending. For slower moving or still life subject matter, you can lock the lens in place simply by pressing a button on the focusing collar. You can then fine focus using a traditional barrel focusing ring and fine tune the tilt to place the sweet spot exactly where you want.



Lensbaby 3G features the same low dispersion, high refractive index, multi-coated optical glass doublet as Lensbaby 2.0, and delivers images with a sharp sweet spot with minimal diffusion even at the $f/2$ aperture setting. Lensbaby 3G uses the same system of magnetically levitating aperture disks as Lensbaby 2.0, but now with even more aperture settings $f/2$, $f/2.8$, $f/4$, $f/5.6$, $f/8$, $f/11$, $f/16$, and $f/22$. These cool little variable focus wonders are a great accessory for the wedding, event, and product photographer. Bend the light and change the perspective! \$324.95. More info? Go to www.lensbabies.com

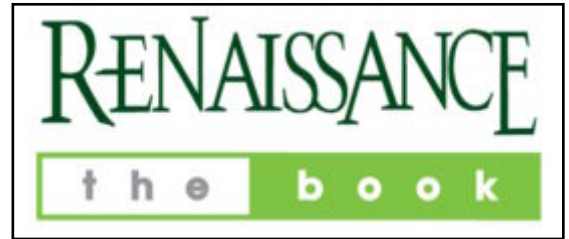
Ken

Product Sales and Purchasing



Renaissance Album Price Changes

I mentioned last month that Renaissance Album Pricing would be changing... the changes have now been made. Thanks to the fact that our Canadian dollar is still hanging in there our prices have not really increased, and in some cases have even decreased. Here are some of the highlights:



Library Bound albums hover around the same price points as last year only increasing or decreasing by only a couple of dollars. Milano albums have experienced an overall decrease of about \$10.00 per cover. The Ventura Self Mount albums were brand new last year and they have quickly become one of our top sellers. This year they see a price drop, which I'm sure will increase their popularity.

Ventura Album 5x7, 10 Page	Last Year \$52.50	This Year \$38.50
Ventura Album 8x10, 10 Page	Last Year \$72.50	This Year \$64.50
Ventura Album 10x10, 10 Page	Last Year \$78.50	This Year \$70.00

Another notable price change is for the Slip Case, which was also introduced in 2006. It is a special order item and was selling last year for \$104.50. This year you can get your hands on one for only \$48.50.

Renaissance Digital Album pricing will also be changing in the coming days and there will be some new albums to announce in the spring. So stay tuned for the latest in Renaissance and Digital Albums.

Deborah

Renaissance Album Sales

TAPRELL LOOMIS – NEW STUFF COMING and OLD STUFF ON SALE!

Our first shipment of TAP's new Black Panel Mounts and Memory Mates is en route. They're black with white trim (very classy!) and compliment the "Flaming" sports mounts beautifully.

So, in order to make room for the new stock, we're clearing out our inventory of brown and marble mounts at the 1,000 price regardless of the size of your order. The sale is on while supplies last. It's a good time to stock up for those early assignments.

Also, our supply of TAP's 2007 brochures is on the same truck, so call to reserve your copy.

Barb

Albums and Folder Sales

FILM AND PAPER NEWS

Ilford Seleium Toner now available!!

Yes, that's right; Ilford is successfully continuing to improve and maintain traditional black and white processes. HARMAN SELENIUM TONER enhances the archival stability, and maximum density of prints. The colour and degree of tonal changes achieved will vary according to the type of paper: ranging from cool chocolate-brown, through purplish brown, to little discernable change. The toner is versatile and convenient to use, with a long working dish life. Price: \$21.45

Crystal

Film Department

PRO SALES NEWS...

We now have the new Sekonic L - 758 DR.

This is the ultimate meter for the digital photographer. With this meter you can download your camera's profiles for a more accurate reading. Follow the Sekonic link from the Beau site for all the specs.

More deals:

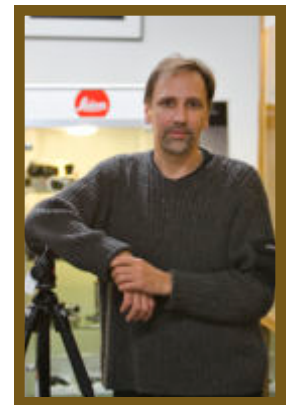
We have a great price on the 8 megapixel Canon Rebel XT at \$739.00.

There are some great deals on used Hasselblads. If you've always wanted one, now is the time to buy one.

There are several rumors regarding new cameras coming out at PMA. Right now we can only guess. We will keep you posted when we hear of any new announcements.

Profoto Night

Well in case you haven't heard about it by now, we had a **Profoto** night last week and the turn-out was great and so were the refreshments. Feeling left out? Don't be, the gear will be here for a couple weeks! So if you still want to be one of the first to see some of the newest **Profoto** packs and lights in action drop on in and we will show you some of the great new products offered by **Profoto**.



The Light Shaping Company

Ron

Pro Sales

RENTAL NEWS!

In the ever-changing world of digital cameras, Hasselblad has come out with their latest addition - the H3D. We now have it in our rental department for those of you who are dreaming of having one and aren't yet ready to run out and buy one! According to their website: "The H3D has been developed around a brand new digital camera engine producing increased lens performance and a new level of image sharpness." It sounds like an impressive camera, and from what we've seen, it is. Have a look at Mike's review in this month's newsletter for more information. We are renting the H3D with an 80mm AF lens, 3 - 2GB CF cards, 2 batteries, and a firewire card reader. Give us a call for more information. We are also still renting the Hasselblad 132C digital back which will fit on a Hasselblad V series body or a Mamiya RZ Pro II body. We've also have an adaptor for the H-series Hasselblad bodies if you've got one you would like to use.

Kathy

Rentals

DIGITAL NEWS

Canon Deals!

Starting off this month's news are some price drops on select Canon gear including the highly regarded Canon EOS-5D digital SLR. This benchmark full-frame 12Mp digital SLR has now dropped to a new low price of \$3299! If you are looking for the best low-light/high-ISO capable digital SLR in the industry, look no further than the EOS-5D. In addition, if you are a portrait or product photographer and want the most "film-like" shallow depth-of-field shots, a full-frame camera like the EOS-5D is a must. The only other option on the market currently is Canon's much more expensive EOS-1Ds Mark II, so the 5D deserves a close look if full-frame is what you need!

In addition, the 8 million pixel Canon EOS-30D, has also dropped in price to \$1379. This camera is, in many ways, a smaller version of the 5D with all the same metering modes, Picture-Styles, customization features and virtually the same stunning low-light/high-ISO capabilities. Apart from megapixels, the differences are that the EOS-30D is a cropped-sensor digital SLR (1.6x) and will take all of Canon's superb EF-S digital lenses and it does have a pop-up flash, whereas the 5D does not. One benefit of the EF-S mount on the 30D is that it will take Canon's spectacular EF-S 10-22mm zoom (\$1015), equivalent to a 16-35mm on the full-frame camera. While the 10-22 is not marketed as a "pro" lens, nevertheless it is optically, in my opinion, the finest ultra-wide zoom available for a Canon digital SLR, indeed perhaps for any digital SLR.

Finally, we have a few too many EOS-1D Mark IIN digital SLR's in stock, so we are putting them on sale! This pro-series high speed (8 fps), 8 megapixel, weatherproof digital SLR is on for only \$4299, down from \$4900! This super-rugged camera has a 1.3x cropped sensor, typical superb low-light/high-ISO capabilities and extremely fast shooting with a deep buffer. It is ideal for sports, photojournalism, wildlife or any extreme shooting conditions. Unlike some sports-oriented cameras, the 1D Mark IIN still has a large 8 Mp file size that is suitable for making excellent enlargements up to 20x30 inches.

Hasselblad News

Now shipping from Hasselblad is their H3D series of medium format digital SLRs, available in 22, 31 and 39 megapixel sizes. Capable of virtually any possible use, a full-blown 39 Mp 16-bit image opens as a 223Mb file in Photoshop! Combining the H3D with Hasselblad's latest FlexColor software (now at version 4.6.5) you gain the benefits of super-fast DNG export if you want to do all your raw conversions in Photoshop or alternatively, you can do all your raw conversion in FlexColor directly to benefit from Hasselblad's almost magical Digital-Apo-Correction (DAC) feature. DAC is linked to the H3 body's detailed meta-data reporting, where raw files contain very precise information on lens focal length, f-stop and focus distance. This lets FlexColor fully correct images for chromatic aberration and even distortion (residual field curvature). Combine this with Hasselblad's new 28mm ultra wide lens, and you will have the ideal system for architectural shots, providing perfectly corrected straight lines even at the very edge of the frame with no annoying fringing whatsoever along high-contrast edges. Note that this lens will only work on an H3 body in combination with Hasselblad's own digital backs and is the widest medium format digital lens available.

I can honestly say that images from the H3D/39 (yes, we do have a demo!) are absolutely the finest digital files I have ever seen from any camera. Huge dynamic range, clean shadows, beautiful colour, stunning resolution and detail... they are truly breathtaking. Even higher ISO shots, traditionally somewhat of a weak point for digital backs, are superb with the latest back and software combination and show no signs of "over processing" nor do they look overly grainy or noisy.

As difficult as it is to get a critically sharp photo with any digital back, the H3 makes it relatively painless. Very accurate autofocus and a huge, bright viewfinder ensure that you get shots focused as precisely as is needed for those huge file sizes and subsequent big blowups. See the rental section of this newsletter for details on renting the H3D/39, and note we have several lenses (35mm, 80mm and 120mm Macro) and other accessories.

Lexar Price Reductions!

More news on the price reduction front from Lexar Media... most of their 133x professional series CF and SD cards have dropped in price. If you are looking for more storage for your digital SLR, now is the time. The Lexar 133x cards have a lifetime warranty and also include their excellent ImageRescue software for card diagnostics and image recovery at no extra charge. Have a look at these prices!

Lexar 1Gb 133x SD	\$ 66.95
Lexar 2Gb 133x SD	\$ 108.95
Lexar 256Mb 40x CF	\$ 21.95
Lexar 1Gb 80x CF	\$ 51.95
Lexar 1Gb 133x CF	\$ 59.95
Lexar 2Gb 133x CF	\$ 98.95
Lexar 4Gb 133x CF	\$ 189.95

As an interesting (and depressing) footnote: I paid well over \$300 for a 256Mb 40x card back in early 2004 and I bought four of them at that price too, or just about 20 times the price that a much faster 1Gb card is now - ouch!!! Oh well, for those who have been shooting digital far longer than I, the price reductions will seem even more extraordinary...

Mike Mander

Digital Imaging Dept.

Calendar

On Going

Vancouver Art Gallery presents the works of prolific Vancouver photographer Fred Herzog, featuring images of Vancouver urban life that he produced since 1953.

Up and coming

Exposure Gallery Presents; "New Works" A Group Show featuring gallery artists.

Show runs: from: Feb 10th to 25th

Opening Night:

Friday Feb. 9th., 8 pm

851 Beatty Street.

Contact info: www.exposure-gallery.com

North Shore Challenge

Presented by the North Shore Photographic Society

Saturday March 3rd 7:00 PM

Kay Meek Centre for the performing arts

1700 Mathers Ave. West Vancouver

Admission \$15.00

More info: www.nsps.ca

PPABC presents an evening of socializing, eating and electing at the Shark club Langley. Monday Feb. 12th Socializing starts at 6:00 PM Dinner starts at 6:30 PM Elections start at 8:00 PM RSVP for dinner to ppabc-lmr@hotmail.com

We are: Beau Photo Supplies Inc.

1520 West 6th Avenue Vancouver, B.C. Canada V6J 1R2 **Tel: 604 734 7771** Fax: 604 734 7730 www.beauphoto.com