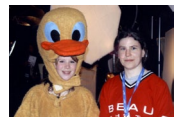
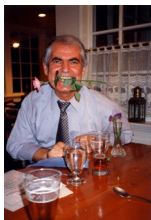


# BEAU NEWS

March 2012



CELEBRATING 30 YEARS



## DIGITAL

MIKE M.

### **NEW EXTENSIVE CANON REBATES!**

New rebates on Canon bodies, lenses, bodies+lenses, flashes, batteries, grips and more!  
*Offers extended until March 31st.*

<http://beauphoto.blogspot.com/2012/02/canon-rebates-extended-feb-29th.html>

### **IN STOCK! CANON PIXMA PRO-1 INKJET PRINTER (\$989)**



We finally have stock on CANON's excellent Pixma Pro-1 archival pigment-based inkjet printer. Personally, I have just replaced my aging EPSON R2400 with this new CANON and apart from a few quirks, I am very happy with the decision so far. For my own personal initial feedback, you can search my blog here...

<http://mikemander.blogspot.com/search?q=pro-1>

I also intend on posting additional entries, a more detailed "rolling review" so to speak, on the BEAU PHOTO BLOG here...

<http://beauphoto.blogspot.com/search?q=pro-1>

The Pro-1 is a huge and substantial printer, featuring extremely solid construction and seems designed for heavy professional use. Some of its benefits over previous CANON inkjet printers are much faster print times, more than twice as fast as the 9500 model that preceded it (I timed a best quality 7x10.5" print in under 4 minutes), much larger ink tanks that will reduce the cost

per print, 5 different neutral inks for absolutely gorgeous black&white prints and lastly, a Chroma Optimizer (CO) cartridge that clear coats and minimizes gloss differential. Uniquely, you can also apply a template file to a print, one that specifies that only parts of the print will get coated with the CO "ink". That will allow you some really high-end looking effects, looking as though parts of the print are lacquered.

In the Pro-1, the twelve large 36 mL cartridges are held in two different compartments, with feeder-tubes going to the large print-head. In terms of its five neutral inks, the printer has matte-black, photo-black, dark-grey, grey and light-grey. It also has the usual cyan, magenta, yellow, photo-cyan, photo-magenta, red for improved gamut and the chroma-optimizer. The new cartridges are around 2.5x the size of the ones in the 9500 series, so based on strictly a price/volume comparison, costs look to be perhaps 20% less per print. However that assumes precisely the same ink usage per print, and real-world costs may be a little less or a little more than that estimate.

So far I have been very happy with the print quality and my only complaint at this point, is its insistence on enforcing a huge 3.5 cm margin on the leading and trailing edges of the page when using heavy matte fine-art papers. On any of the usual gloss, semi-gloss, baryta fine-art or matte inkjet papers (even if they are heavy), this is not an issue, but on heavy art papers it requires a workaround. You can choose to use the matte-photo-paper setting and then create a custom profile, and for me this worked great on Hahnemühle German Etching paper. I will talk about this workaround in more detail in a future blog entry on this printer.

Indeed, for more information as I continue to use and review this great new printer, please see both my own blog, and the Beau Photo blog, both linked above!

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**NEW CAMERA PRE-ORDER  
INSANITY!**

With NIKON's D800 and D4, CANON's EOS-1Dx and Fujifilm's new X-Pro1 system, camera pre-orders are reaching new heights of... well... insanity. Just a word of advice: if any of these cameras remotely interest you, get on our list(s) sooner rather than later, otherwise you might be waiting a very long time.

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**PANASONIC REBATES!**

PANASONIC too has some excellent rebates on, and a particular one will be of interest... the substantial \$100 off the GH2 body or kit! In addition, you can get \$125 off the purchase of a G3 with the excellent 45-200mm zoom, or a \$75 rebate if you purchase an LX5 or GF2 with the LVF1 electronic viewfinder. Lastly, the GF2 itself still has a \$78 rebate, and this is a great way to get the 14mm pancake prime since after the rebate, you are getting the body for next to nothing. It makes a great camera to have converted to infrared too! I just did that with mine...

<http://mikemander.blogspot.com/search/label/GF2IR>

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**IN STOCK! PLUSTEK  
OPTICFILM 7600I AI  
35MM SCANNER (\$669)**

Yes, there is an alternative to NIKON scanners! In short, we have these solid 35mm scanners in stock and they can scan both mounted slides and unmounted film strips. While the PLUSTEK's published specifications are a bit overblown in my opinion, this scanner will, nevertheless, give scans that are very close to what the top-of-the-line NIKON Super CoolScan 5000ED could do



from a resolution, sharpness, shadow detail and colour standpoint. What the PLUSTEK

cannot do is automated batch scanning, but at less than half the price of the old Nikon it is a great value.

The scanner was developed with the help of LaserSoft and a full version of their superb SilverFast Ai Studio software is included with 'Ai' version, along with an IT-8 calibration slide, something you never even got with the Nikon scanners. Hardware assisted dust and scratch removal (like the Digital ICE that the NIKON's had), as well as dynamic range expansion using multiple exposure scans is also available with SilverFast. While SilverFast Ai Studio has a steeper learning curve than NIKON's software had, ultimately it is more advanced and is capable of excellent colour rendition with colour negative film too.

Sadly, there is no dedicated option for affordable medium format film scanning anymore, but we do still have the NIKON Super CoolScan 9000ED in our rental department. However for 35mm film scanning, the PLUSTEK is a considerably better option than any of the and affordable flatbed scanners.

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**NEW! LEXAR MEDIA UHS-1  
SDHC MEMORY CARDS**

Looking for a super fast SDHC card? Well look no further! LEXAR has introduced both 400x and 600x UHS-1 compliant SDHC cards. These cards promise the fastest write times and quickest downloads of any SDHC memory card. In addition, pricing is not all that much higher on the 400x cards when compared to the older

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non-UHS 133x versions. The 600x cards will still carry a fair premium and for now, they will be special order items. Here are the new prices...

8GB 400x UHS-1 SDHC	\$38.95
16GB 400x UHS-1 SDHC	\$57.95
32GB 400xUHS-1 SDHC	\$97.95

### **ANNOUNCED! NIKON D800 & D800E (\$3,060 & \$3,350)!**

Finally, after months and months of rumours and speculation, NIKON announced the 36 megapixel full-frame D800 & D800E bodies, the successor(s) to the very popular D700. Yes, that's right... 36 megapixels. That wasn't a typo. Their status as successors though is a little up in the air, since at the moment it looks as though the D700 might be continuing for a while. The 'E' version is basically a D800 without its anti-aliasing filter. My opinion though is that for the vast majority of photographers considering a D800/D800E, the regular D800 will be the one to get. For more info on why I feel that, and for links to some other very detailed previews of this awesome new NIKON, see here...

<http://beauphoto.blogspot.com/2012/02/nikon-d800-or-d800e-which-one-should.html>

Please note that our pre-order list is ballooning, and we absolutely need to get deposits (\$250) for you to be on our list, or if you are on it already, for you to maintain your spot on the list. The same goes for the new NIKON D4... we are also taking deposits (\$500) for you to secure your place on that list as well. The D4 should start shipping in mid-March. The D800 is slated to start shipping on March 22nd and the D800E about 2-3 weeks after that.

## PRO SALES

KEN S.

### **CANON ANNOUNCES THE LONG AWAITED EF 24-70MM F/2.8L II USM**

CANON has redesigned the EF 24-70mm f/2.8L II USM as an update to their L-Series of EF optics. While it is not the IS version that was rumored, it does offer a lot of great new features. It features the latest advances in optical lens design, it utilizes 1 Super UD lens element and 2 UD lens elements that help minimize chromatic aberration in the periphery at wide-angle as well as reduced colour blurring around the edges of the subject. In addition, 2 types of aspherical lenses are combined to help reduce spherical aberration over the entire image area as well as through the full zoom range. Optimized lens coatings also help ensure exceptional colour balance while minimizing ghosting. The lens is also equipped with a circular 9-blade diaphragm for beautiful, soft backgrounds. A ring-type USM and high-speed CPU with optimized AF algorithms enable silent and fast autofocus. Built for the rigors of professional use as well as to meet the increased number of shots available with digital photography, it's constructed with improved dust sealing and water resistance while fluorine coatings on the front and rear lens surfaces help reduce soiling, smears, and fingerprints. A zoom lock lever locks the zoom position at the wide end for safe transporting while attached to an EOS DSLR camera over the shoulder.



We anticipate a late March to early April delivery. Place your order now to be one of the

first to own this great lens! The selling price will be \$2389.00.

### **LENSBABY EDGE 80 OPTIC**

The Edge 80 Optic is an 80mm flat field of focus optic with a 12-blade adjustable aperture. Compatible with all Lensbaby lens bodies including the Composer Pro, the Edge 80 Optic delivers a slice of tack sharp focus through the image, bordered by a soft blur. The size of that slice of focus depends upon the aperture used, and the placement of the slice of focus depends upon the degree and direction of tilt. Rotating the aperture dial on the front of the lens changes between apertures from  $f/2.8$  through  $f/22$ . The Edge 80 also features a special macro function. Photographers can extend the front of the optic to focus as close as 17" away from their subject. The Edge 80 Optic is part of the Lensbaby Optic Swap™ System.



#### *Product Specs:*

- Focal Length: 80mm
- 12-blade internal aperture, controlled by a dial on the front of the optic
- Aperture range from  $f/2.8$  through  $f/22$
- Flat field of focus optic (creates a slice of sharp focus, bordered by blur)
- Compatible with Lensbaby Composer Pro, - Composer, Muse, Scout and Control Freak lens bodies
- Minimum focusing distance: approximately 17" when the optic is extended forward in macro mode and fully tilted.
- Maximum focusing distance: Infinity
- 5 multi-coated glass elements, in four groups
- 46mm front threads

### **PROSALES BLOG**

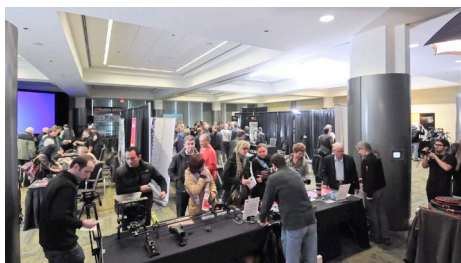
For more sales including the \$20 rebate on PocketWizard Plus II, check out our blog at <http://beauphoto.blogspot.com/search/label/Prosales>

### **FUSION 2012 APRES SHOW RÉPORT**

Fusion Nation...Well wasn't that a party! I want to thank all those who came out, not sure exactly how many but I am sure we had near 300 peeps. I want to thank all the speakers Nick Didlick, Alex Gower-Jackson, Mitch Wood, and Kirk Neff. You all were great! Informative, instructional and entertaining, your talks were enjoyed by many. I also want to thank Nikon who also sponsored Kirk Neff's talk on Friday which was also loved by all! A big thanks to Canon, Profoto, Adobe, Amplis, Cinevate, Beachtek, Sennheiser, Lensbaby, Steadicam/Tiffen, Panasonic, Wacom, Sunbounce, K5600, Dominion Lending, Langara College who provided the venue for Friday night talk and of course VanArts. Your support for this and future events are appreciated and most necessary for us to put on events of this magnitude!



Over all I think the show was a great success and already we are thinking of next year's event. How we top this one? I am not sure.... suggestions? I'm up for that!





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## RENTALS

JASON K.

### NEW! FOR RENT!

#### NIKON SB-910 SPEEDLIGHT



NIKON's new SB-910 Speedlight is the bee's knees of speedlights, and we have just received a pair of them for our rental department! More of an evolutionary update

rather than a ground up redesign of the revered SB-900 Speedlight, the SB-910 is nevertheless a worthy successor. It is armed with the ability to use Nikon's advanced wireless TTL flash operation, and will recycle in 2.5 seconds at full power with fully charged NiMH batteries(!). The flash kit includes a stand, a diffusion dome and two hard plastic colour correction filters for tungsten and florescent lights all in a soft case.

\$25/day

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## ACCESSORIES

MACIEJ W.



## CRUMPLER & TAMRAC SALE

This month we'll be extending our Crumpler & Tamrac sales (20% off of both brands, unless price already written on the tag). We still have lots of different styles and colours to choose from. You gotta come down and check out these awesome deals! No, really... why aren't you here yet?

Don't forget about our discounted ThinkTank Modular Sets and Skin Sets (version 1 only). On top of saving big bucks, you're getting one extra pouch vs. the new versions!

### ThinkTank Modular Set

Reg. \$178.95

Sale \$152.11

### ThinkTank Skin Set

Reg. \$158.95

Sale \$135.11

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## RENAISSANCE ALBUMS

SIMON B.

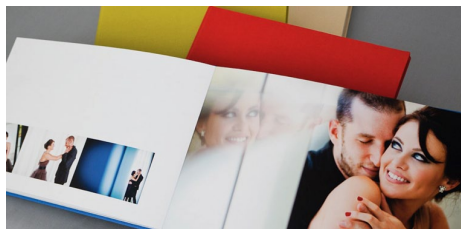
*WPPI Las Vegas 2012 took off with many new announcements!*

- New Renaissance custom album named the Essex Book
  - 20% sale of all books
  - New 2012 Price Booklet with Catalog
  - New Cover Materials
  - New Custom Sizes
  - Mercer Book renamed
  - Change to Metallic paper
- 

### NEW ESSEX BOOK!

A fresh and innovative thin page book that captures the character and spirit of downtown New York. Designed and crafted with seamless panoramic prints and a focus on clean lines and simplicity.

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*The Essex book*

### **NEW MATERIAL**

2012 welcomes new materials and colors to the RENAISSANCE lineup from the very delicious Contemporary Linens to the ultra-sophisticated new Shantung Silks.



Black



Mist



Mocha



Papyrus



Crimson



Santorini



Lemongrass

### **SALE TIME**

**20% OFF ALL BOOKS** for a limited time only. From 02.20.12 - 03.09.12, enjoy 20% off your Renaissance Album.

*Promotion Rules and Restrictions:*

Promo code **HAPPY2012** must be used and submitted at the time of order.

Does not apply to previous orders.

### **NEW PRICING 2012**

Beau photo has distributed the 2012 price booklet and catalog via email. If we failed to send you a

price booklet or you wish to receive a hard copy version please call or email us.

### **NEW SIZES**

We will be offering new frame sizes for the SoHo Book and for the Fine Art Albums they include: 6×9 / 9×6 , 8×12 / 12×8, 10×15 / 15×10.

### **BIG NEWS REGARDING THE POPULAR MERCER BOOK**

The Mercer Book is now a Mercer Cover option and no longer a standalone book option. We have merged the Mercer Book into the SoHo Book and the Fine Art Album as a Mercer Cover option.

The Mercer Book was essentially constructed of a laminated cover and a SoHo Book core (full page panoramic spreads). Thus, it made sense to move it into the SoHo Book category as a cover option. In doing that, we also made the Mercer Cover available for the Fine Art Album (split page binding with ultra-thin gutter). Now you may order the Mercer cover either with full panoramic page spreads or slit pages.

### **CHANGE TO METALLIC PAPER**

Renaissance is no longer offering Kodak Endura Metallic Paper. After much testing, Renaissance are happy to introduce Fuji's Pearl Paper. Pricing for the Fuji Pearl Paper will be the same as that of the Metallic.

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## PRESENTATION PRODUCTS

*& a little more...*

BARB B.

I'll be on vacation in a warm, sunny place until March 19th. Dabbling my toes in the Caribbean, flying in small aircraft, climbing Mayan Temples, driving around in golf carts (probably giggling my head off, if you can imagine that!), and taking many photos.

The MARSHALL'S retouching fluid has arrived. If you need some, come on down, or give us a call and we'll send it out!

Easter is fast approaching. If you have Confirmation or First Communion photos to present, and would like to offer your clients something other than black folders or easels, please let me know what you're hoping to use as soon as you can! I'll gladly order them for you and barring supply issues, we'll have them here in time for your clients. Our Canadian Manufacturer requests minimum orders of 50 mounts and you can order the key line to be gold, silver or black; my U.S. Manufacturer's minimum order is case quantity.

If you'd like to 'brand' your folders or easels with your studio logo and you have a die on file with either manufacturer, we're ahead of the game. If you don't have a die, you can send me your correctly sized black and white artwork (no shading, please) and we'll have one made up for you. Dies are charged according to size of logo; some lead time is required. Please call or email me for details at [barb@beauphoto.com](mailto:barb@beauphoto.com)

I currently only stock TAP's 'Backpack' Memory Mate for 'small fry' Individual & Class

photos, and 'My Class' easels for 7x5 Class photos. If you plan to present Class Photos and would like to see what else TAP offers, please check through their web site ([tap-usa.com](http://tap-usa.com)) and let me know what you'd like to present? I'm obliged to order by case quantity, but if there's enough interest, I'll be able to expand my selection. I'll look forward to your wish lists.

FYI: TAP's new pricing has been published, and looks quite favourable as many of the items have reduced in price. Please let us know if you'd like your catalogue updated.

When placing special orders, please remember that I usually need about 4 weeks lead time to ensure the goods you need arrive before the time you need them. I'll do my very best with less, but please be aware that rush shipping charges might need to be applied. If you know you have a project coming up, don't hesitate to contact me for advice about timing or products.

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## FILM

DENNIS H.

### ***SUPER 8***

Beau Photo is glad to welcome the Kodak Tri-X reversal super 8 film to our family! The Tri-X is a high-speed black-and-white Panchromatic film with an antihalation undercoat that makes it suitable for general interior photography with artificial light. It can be used in daylight and is particularly useful for sports pictures taken at regular speed or slow motion in weak light (overcast sky or late in the day). This film is characterized by excellent tonal gradation and sharpness. The film has a Daylight EI (ASA) of 200, Tungsten EI (3200K) (ASA) is 160.

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Super 8 film comes in plastic light-proof cartridges containing coaxial supply and take-up spools loaded with 50 feet of film. This is enough film for 2.5 minutes at the professional motion picture standard of 24 frames per second, and for 3 minutes and 20 seconds of continuous filming at 18 frames per second (upgraded from Standard 8 mm's 16 frames) for amateur use, for a total of approximately 3,600 frames per film cartridge.

**Price \$21.01**

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### **HELLO, GOODBYE.**

After a wonderful five years at Beau Photo February was sadly my last month. I will be pursuing further education as well as my photographic practice. For any future inquiries please contact my colleague Arseni who will be taking over my responsibilities.

I would like to take this opportunity to say that I have thoroughly enjoyed working with you and hope to work with you again in the future.

Sincerely yours,  
Dennis

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## **EVENTS**

### **PPOC HALIFAX**

#### ***Canadian Imaging Conference & Tradeshow***

Featuring speakers Tim & Beverly Walden, Bert & Cindy Behnke, Dale Wilson, Hanson Fong, Helen Yancy, Joe Glyda, John Hartman, Jordan Jake, Julieanne Kost, Laura Bautell, and more!

**April 21-25, 2012**

**Westin Nova Scotian Hotel, Halifax**

Register at: <http://www.halifax2012.com>

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### **IMAGE QUEST 2012**

Conveniently located at the River Rock Casino Resort in Richmond, BC, the convention is an excellent opportunity for BC's professional photographers to educate themselves on current industry trends, network with other photographers and connect with industry professionals. **March 4-6, 2012**

**River Rock Casino & Resort, Richmond BC**

To register please visit:

<http://www.imagequestbc.com/>

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### **IMAGE EXPLORATIONS**

*A refreshing approach to personal and professional development in photography*

Image Explorations is a school recognized by the PPA for professional photography development. Learn everything you have ever wanted to know about Photoshop, Wedding photography, Portrait photography from the top instructors from around North America. Classes fill up fast, so register your spot today! **July 15-19, 2012**

**Shawnigan Lake School**

To register go to:

<http://www.imageexplorations.com/>

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### **28TH ANNUAL NORTH SHORE PHOTOGRAPHIC CHALLENGE**

The Challenge is a competition of photo clubs from BC and the Yukon – a visual feast of rare wildlife action, stunning natural beauty, street photography, architecture and structures, the human form, abstracts, altered reality, and cutting-edge digital technique. **March 3, 2012**

**Kay Meek Centre for Performing Arts,  
West Vancouver**

For tickets call 604.913.3634

or visit <http://www.kaymeekcentre.com>

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