

NEWSLETTER

Its October, and we got you covered rain or shine!

While October is not considered one of our sunnier months, photographers still have to deal with the problem of reflections off their laptop screens, especially when working in the field. At **Beau**

Photo we have a couple of products that help you view your images without those irritating distractions. One item is the **Think Tank Pixel Sunscreen**. This portable shade looks like a Portfolio that when unzipped, “pops open” to form a complete sun shade that blocks peripheral light and works with 12” - 17” laptops . **Now only \$65.95**

Another product is the **Lightware PixelShade**. The PixelShade takes the glare off your screen in brightly lit locations. When you place your face against the viewing portal, all extraneous light is blocked from your screen, giving you optimum viewing capability. Designed for single person use, the PixelShade is quite portable and easy to set up. One size fits most computers from 12” to 17” Mac or Windows based laptops. The keyboard, is readily accessible and when not in use, the PixelShade folds down flat into a storage pouch. **A great deal at \$139.95**



OK let's talk rain. That's we have come to expect from October to lets say... October! Don't cry because **Kata** has a fantastic answer to our often inclement weather. The E-702 elements cover protects pro D/SLR with up to 200mm lenses and allows you to continue shooting in harsh weather conditions. It slips quickly on and is secured using the adjusters and pull-cords. Access is available to all camera and lens controls via the two side sleeves, and the transparent window allows you to a clear view of your LCD screen, viewfinder and the screen on top of your camera. An adjustable stiff hood fits a variety of lens diameters. A full-length double zipper ensures complete closure when hand held or on a tripod. **Only \$60.95**

Optional Extension collars for really long lenses **Only \$77.95**



Beau Photo will be closed for Thanksgiving

Beau Photo will be closed on Monday October 8th.

We will reopen Tuesday October 9th at 8:30 AM.

The staff and management at Beau Photo wish you all a wonderful Thanksgiving. And for all the turkeys that don't get our Newsletter...Gobble-gobblegobble!



PST seminar second time around.

Beau Photo is working on getting the nice people from the **Ministry of Small Business** to come back and do another seminar on understanding PST as it pertains to Photographers. We are looking to run this the third week in November. So email Ken at info@beauphoto.com and reserve a seat right now.

Visatec Solo 800 B Car Kit Now At Beau Photo!

A Great new product at a low introductory price!

As varied as our customers are, so are the great products for photography! So it should be no surprise to anyone that we at **Beau Photo** are constantly on the search for great quality products at great prices, and the Visatec Solo 800 B is just such a product.

Broncolor has introduced two new well-priced kits to its Visatec Solo line. **Visatec** is Broncolor's more affordable line of lights, but with the benefit of the same quality, and research and development that goes into the consistency and color control of Broncolor. Visatec offers 2 different kits: the SOLO 400 B, and the SOLO 800 B.

The kits contain: 2 monolights, flash tubes, modeling lamps, glass covers, transport protection caps, power cables, 2 umbrella reflectors, 1 white umbrella, 1 silver umbrella, 1 sync cable, 1 car bag
(Stands not included).

Some of the features are: the flash power can be continuously adjusted over 3 f-stops, power is internally discharged so there is no need to "fire-down", the modeling light can be switched on in three modes: full power, proportional, and "dim", which means the modeling light is reduced during recharging making it possible for the photographer to check if all the flash units have fired, built-in infrared sensitive photocell which allows strobes to be triggered with a flash from another unit as well as wireless from the camera with the Visatec trigger, user replaceable UV-coated flash tube ensures an unaltered colour consistency, bayonet mount allows a quick replacement of a large assortment of accessories and light modifiers.



Simply said, the Visatec SOLO 400 B and 800 B give you the possibility to be creative and versatile with quality you can count on. For more information come on in or visit www.visatec.com

Solo 400B Car kit (Special order)	Reg. \$1550.95	Introductory Sale \$1395.95
Solo 800B Car kit	Reg. \$1850.95	Introductory Sale \$1665.95



Beau Photo's Green News!

Legion Paper launched a comprehensive eco-friendly paper classification system as part of their website, www.legionpaper.com. This new tool is the first of its kind within the paper industry to provide a powerful 'green' search engine. The new Legion Paper eco-friendly website organizes each paper into five categories: Alternative Energy, Chlorine-Free, Handmade Papers, Mill Certification and Tree-Free. Additionally, Legion's digital imaging division, Moab by Legion Paper, runs on 100% wind energy and is located in the heart of the west's national parks system where there is an emphasis on living green. .

Ken

Product Sales and Purchasing



ALBUM NEWS!

Welcome to Fall. Crunching through piles of coloured leaves, with the smell of wood smoke in the air. You know that Hallowe'en is JUST around the corner, then Grey Cup, and then.... (urk) it's CHRISTMAS!!!

So, that means it's time to plan.

Our manufacturers are already gearing up for 'the event', so I'm starting to get notification about cards, etc. that will be available this year. I should be receiving a supply of TAP brochures with my next shipment in the next couple of weeks, so illustrations will be on hand.

Please check your outstanding projects, and think about what you'll be needing.

As usual, Christmas Cards should be ordered no later than mid-to-late October, for best selection and timely delivery. Please give us as much lead time as possible on album and folder orders, because TAP's new computer system has effectively added a couple of weeks to their shipping schedule. Orders that would normally have shipped out within a week are now taking about 2 to 3 weeks longer. I'm confident that the wait time will reduce as they become more accustomed to their new system, but for now, I'm taking precautions! (Just FYI, I don't expect orders placed after November 23 to arrive before Christmas.)

I don't expect any delays with AGT's Vancouver Easels, but, again, I don't plan to order much past November 23rd.

On a sad note, Harwood's President passed away suddenly in September. While they don't anticipate that this will affect either their business or their schedules, we're only special-ordering from their factory, now. Less-than-case quantities are subject to a 10% surcharge, so most special orders have been for case quantities for best prices.

Happy Leaf Kicking!

Barb

Albums and Folders

Renaissance Albums

20% off Ventura Albums

Starting this month all of our self-mount "do it yourself" albums will be on sale. Just recently these albums have been upgraded to the full page self-adhesive giving a more seamless look. We stock these albums in a variety of sizes and colors.

New Software for Digital Matted Albums

ABC's ROES software now has a section in their mats sizes that specifically coincide with our Renaissance mat styles and sizes. Just drag and drop your photos and ABC will print off your custom pages. If you are interested in setting up this software on your computer contact Roy Ny at ABC photocolor. 604-734-7017 ext. 638.



Renaissance the Book-Christmas Deadline

Just a reminder for anyone who needs digital albums finished and ready for their customers before Christmas. Christmas is always a really busy time and it seems crazy to be bringing it up this early but... the deadline to submit albums that should arrive in Vancouver in time to ship out to your customers before Christmas is Monday October the 9th.



New Upgrades and Modifications for Renaissance the Book

Starting next year Renaissance is kicking off the year with a few new upgrades. If you are not familiar with our digital books come in and I'll give you an overview.

SoHo Book

A plastic, more durable white premium page will now be standard..

Mercer Book

White premium pages will also be standard and cover edges will be sealed

Fine Art Album

The gap between the pages will be thinner (slightly larger than 1mm)

Phased-out stock items beginning next year *reminder

Renaissance will no longer be producing the Amalfi and the Library Bound Aluminum Designer texture albums. Also, library bound slip cases will no longer be available.

Ola

Renaissance Albums

FILM AND PAPER NEWS

NEW!! HARMAN ILFORD GLOSS FB AI & MATT FB MP WARMTONE INKJET PAPER

The new Harman Inkjet papers are coated with a Baryta (barium sulphate) layer, providing the detail of images and creating definitions with whiter whites and deeper blacks. The Baryta base is used in traditional fiber based photographic paper, enhancing archival properties, clarity, and tonal range. This component to the Harman Inkjet papers is what gives a true photographic quality. The Harman Ilford Gloss and Matt Warmtone inkjet papers also have an instant dry and anti-curl element, so your prints will remain dry and flat after printing.

The Gloss FB inkjet paper has Alumina (AI), which creates a higher gloss effect while retaining the genuine photo look and feel to the paper. It even smells like photo paper!

The Matt FB Warmtone inkjet paper contains a Microporous (Mp) ink-absorption layer to maximize longevity and minimize fading. The paper's creamy white and velvet black appearance is what separates it from the original Harman Inkjet Matte FB Mp. The Harman Inkjet Matt FB Mp is also available at Beau Photo Supplies. While not a new addition to Beau Photo, it also contains a Baryta base with the comparable archival qualities and tonal range.

All Harman Ilford Inkjet papers are available in sheets. The rolls are available as special order items.





ANOTHER NEW ITEM TO BEAU PHOTO SUPPLIES!!

Ilford Perceptol 1 Litre

Ilford Perceptol is a powder film developer that produces fine grain results. It carries out excellent grain structure of Ilford medium and slow speed films, 100 Delta Professional, FP4 Plus and Pan F Plus. When used with faster films, Delta 400 Professional, HP5 Plus and Delta 3200 Professional, Perceptol brings out finer grain when compared with a standard fine grain developer.

Cost: \$ 9.17

Krista-Belle Stewart

Film and Paper Department

NEWS FROM THE BACK

The sale on Pocket Wizard Plus II transceivers has been extended!

There has been no better time to become wireless! Pick up your pocket Wizard Plus II transceivers and save big time! Singles are on sale for \$319.00 and \$599.00 for a pair.

Plus Plus Plus receive an instant **\$50.00 rebate** for each Pocket Wizard purchased.



Camera News:

We have had many calls for the new Canon and Nikon cameras. Here is the latest schedule as we know it: (subject to change)

Nikon D300 1st week of December they start shipping.

Nikon D3 1st week of December. The D3 will shipped in very limited quantities.

Canon 40D Canon has started shipping already. Quantities are limited but there is a good chance we have this camera in.

Canon 1DS Mark III is expected in late November.

Prices we have so far:

Canon 40D is \$1379.00 and the Canon 1DS mark III is \$8799.00. Nikon pricing is on the way but not available for the newsletter

* Call to have your name put on the waiting list (deposits required).

Here are some specials new and held over:

Nikon 18-200 f3.5 -5.6 VR lens is \$829.99.

Canon is continuing their lens promotion and their mail-in rebate program. Check out www.canon.ca or follow the canon link from www.beauphoto.com for details.

Ron

Pro Sales

RENTAL NEWS!

We officially have the Canon TS-E 24mm tilt-shift lens in rentals. Mike has already taken it out for a test and you can have a look at the results at www.beauphoto.com/tse It looks like a fun lens to try out! Also just in is the Canon 40D. It will be replacing our 30D camera and looks to be a good replacement for it. For those who are using the Hasselblad H cameras, we now have a 150mm lens for it. The H3D camera seems to be quite popular these days, and could even be getting better in the future. Hasselblad has announced the H3DII. It has a larger LCD screen, higher ISO capability, and some other great improvements. We will replace our H3D with the newer version once one is available. If you are looking for something with a little less technology, don't forget about the Lensbabies for Canon and Nikon. They give you creative freedom that can be used in wedding albums and even fun portraits. Come by to have a look at any of these lenses for yourself.

Kathy

Rentals

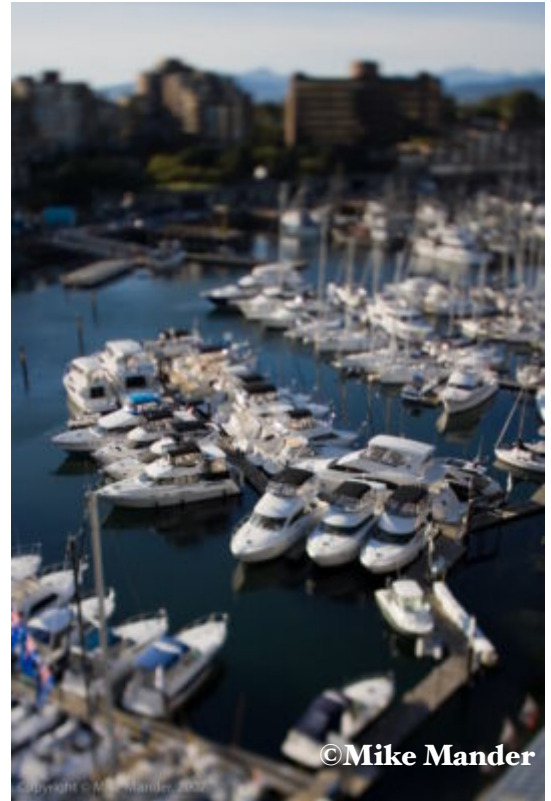
DIGITAL NEWS

Canon EOS-40D – Quick Review

I have now been shooting with my new 40D for a week or so and have some observations to share. First off, to answer those who wonder if it was worth upgrading to from a 30D, I will say “Yes, definitely!” While the Canon EOS-30D and EOS-20D were (and still are) excellent cameras capable of great results, I see real improvements when shooting with the 40D, not only from a body functionality standpoint but also from an image quality standpoint. First, the body improvements...

Ergonomically the 40D is a step up with a more comfortable grip, and a better viewfinder and LCD screen. Obvious changes are that the camera shoots faster, has a much bigger image buffer and it also seems to clear its buffer more quickly than my EOS-30D did. Focusing seems hugely improved with an obvious improvement in low light and/or with slower f-stop lenses, even on the peripheral focus points (which are now all cross sensors). Take a 30D in low light and focus on something. Then, every time you half-press the shutter, the camera will “burp” its focus slightly, back or forth, as you refocus on the same subject. Take the 40D and do the same thing, and focus stays locked rock solid after achieving its initial lock. No more hunting, the focus is like “bang”... perfect. So far I have seen nothing but really accurate focusing on my 40D although I have yet to test it with my 400mm f/5.6. My EF-S 10-22., EF 35mm f/2, EF 50mm f/1.8, EF 70-200mm f/4L IS are all very precise with no issues seen so far. Note that although the 30D does not quite inspire the same rock-solid confidence in low light, I never really had any sort of a problem with it either. The 40D just seems to be a step up in this regard...

Speaking of focus, the Live-View feature is definitely more than just a gimmick. If you are doing a really tight macro shot with a sliver-thin depth-of-field, focusing on distant city lights at night, or even the moon or stars for that matter, in other words conditions where the AF accuracy is questionable or nonexistent, then Live-View can be a savior! Zoom in to 10x and tweak the focus manually for absolutely perfect results... on a tripod of course. Hand-held, Live-View is not all that useful, but for tripod shooting it's great. In addition, you can immediately go from the Live-View mirror-lockup to a “silent” shot with absolutely



©Mike Mander



minimal camera vibration, even less than with normal mirror-lockup. Normal mirror-lockup requires the first shutter curtain to open, then the exposure happens and then the second curtain closes to end the exposure. In Live-View "Silent Mode 2", the camera clears the sensor and starts the exposure with no mechanical movement whatsoever! At the end of the exposure, it is only the second curtain that closes to end the exposure. Very cool! Now, on to image quality..

Okay, so we are going from an 8.3 megapixel image to 10.1 – how much better can it really be, right? You're thinking "not much" I'll bet, and in some ways you'd be right. From a pure megapixel resolution standpoint, there isn't much in it. See the chart here –<http://www.beauphoto.com/reschart.jpg> – to get a better idea of how differing megapixel sizes will print. However there is more to image quality than just megapixels. Not having yet been able to shoot the 40D alongside a 30D, I cannot be totally sure, but my gut feeling is that 40D shots are somehow more vibrant and punchy with smoother tones, especially after making major adjustments to a raw file. There is somehow more depth to the shots but, of course, that is all somewhat intangible. As far as noise levels, digital noise that is, the 40D is mostly a slight improvement on the 30D. From ISO 100 through ISO 1600, I would say that the 40D is slightly cleaner than the 30D. Oddly enough, at its top ISO of 3200, I find the 40D to be somewhat worse than the 30D although the difference is slight. So overall, definitely a slight improvement.

A few not-so-exciting points however: the Highlight-Tone-Priority feature, which slightly compresses the highlights to improve dynamic range, is of dubious use in my opinion. What you gain in the highlights, you lose in the shadows with a visible increase in noise levels even at low ISOs. If you are shooting a predominantly high-key scene though, I would say this feature could be very useful though. In addition, if you are shooting JPEG and not raw (or raw and then using Canon's Raw Image Task software which mimics the camera's internal processing), the feature is of more use since the camera seems to do some internal noise-reduction in shadows and yields a slightly better result, in some ways, than when using third party raw converters. In addition, the High ISO Noise Reduction setting also seems to only affect JPEG files; converting a raw with the latest Adobe Camera Raw (v4.2 now supports the 40D) seems to show no difference when the NR feature is toggled on or off in the camera. Lastly, the built-in sensor cleaning seems to be beneficial but not foolproof. My 40D came from the factory with numerous spots that could only be removed with a wet-swabbing! However, since then, I have not seen any new dust appearing on my sensor, so maybe it does do something after all..

So there you have it... my EOS-40D mini-review. We now have one in rentals, so if you want to try it, call in to reserve it for a weekend. Elsewhere in this newsletter, Kathy announced that we now have the Canon TS-E 24mm lens in rentals, and there is a link to a gallery of images I shot with it on the EOS-40D.

Canon digital SLR Super DEALS!

This warrants a headline: Canon has announced blow-out pricing on their remaining EOS-30D bodies and kits... you can now buy an **EOS-30D body** for a mere **\$850*!!!** The kit with the EF-S 17-85mm IS zoom can be had for only \$1295*! We only have a handful of these left, so get 'em while they're hot!!!! As nice as the 40D is, the 30D is still an excellent camera, especially at that price!

In addition, Canon has also reduced the price of the EOS-5D and EOS-5D kit with EF 24-105mm f/4L IS zoom. The **EOS-5D** body can now be had for only **\$2650*** and the kit is only \$3950*! Buy an additional lens, flash or grip (call us for details) and get an additional \$350 off as well! So, with the double rebate, you can effectively get an EOS-5D for only **\$2299!**



Finally, there may be a few remaining 1Ds Mark II bodies available at over \$2,000 off the old price as Canon clears inventory and prepares to start shipping their new 1Ds Mark III. Call for details...

***above pricing is after the Canon mail-in rebate**

New versions: Adobe Lightroom v1.2 and Adobe Camera Raw v4.2

On the day that we started selling the Canon EOS-40D, Adobe also released updates to their raw conversion software which now supports the EOS-40D. Along with a few bug fixes, they have also reduced their baseline noise-reduction to give slightly grainier, yet more natural looking and more detailed raw conversions, especially for high ISO shots. This is in response to my very detailed analysis and feedback on their web forums with lots of back and forth between me, Jeff Schewe and Thomas Knoll. I was certainly not the only one who noticed this issue (there was a veritable flood of other photographers complaining after I posted my analysis) but I believe I was the first to pin down the effects in detail. The whole situation was quite frustrating actually, since not everyone agreed that the new conversions were worse, but in the end, it is really good to see that Adobe does listen to their customers! Less than 80 days after releasing Camera Raw v4.1 and Lightroom v1.1, they have updated both and mostly addressed the issues I reported. While the detrimental effects can still be seen in some cases, judicious adjustment of the new, more sophisticated sharpening controls can serve to minimize the problem. Future versions of Adobe's software will incorporate more flexible noise-reduction controls and that will then likely eliminate the issue altogether. For those who actually liked the new-style, overly smoothed (to my eyes) looking raw conversions, don't worry... just dial the luminance NR slider up to 10-15 and get the "new look" back!

Having said that, the default raw conversions (with tweaked sharpening) of images from my EOS-40D are absolutely gorgeous in Adobe's latest software with beautifully detailed and natural looking renderings at all ISOs. The gallery with images from the TS-E lens I mentioned earlier in the newsletter contains all raw files converted with the latest version of Lightroom.

Hasselblad News: New H3D II Digital Medium Format SLRs!

Hot on the heels of the H3D, Hasselblad has just updated the H3 digital back systems, all three flavours: the 22, 31 and 39 megapixel variants. Pricing has gone up a little but you are getting more for your moolah. Instead of the cutting-edge OLED display (Organic Light-Emitting-Diode), Hasselblad has opted for a more conventional 3" LED-backlit LCD display. While not an exotic a technology, this display is much larger, has higher resolution and should offer a much better overall user experience. Not having seen it yet, I cannot be entirely sure, but my guess is that it will likely be the best overall display in a digital back to date – finally!

Calendar

Up and coming

JACANA GALLERY presents "Land" from October 6 to 28, Opening reception, Sat. Oct 6, 2-4pm. Photographic landscape by Vancouver artists Kelly Mason, our own **Kathy Kinakin**, and Oakland CA based photographer Nicholas Pavloff. Kinakin shoots with often self-made pinhole cameras and prints onto watercolour-quality paper. Mason shoots with an old, grainy emulsion film stock that is then scanned to file and digitally printed as c-prints. Pavloff is a traditionalist shooting film with a Hasselblad medium format camera and printing conventionally in the darkroom onto fibre-based Ilford paper. Three processes with dramatically different effects all paying homage to the beauty of the landscape. For more info go to www.jacanagallery.com

Exposure Gallery Presents "Nudes" 754 East Broadway opening October 12th 8pm www.exposure-gallery.com

Vancouver Art Gallery presents work by Vancouver photographer **Roy Arden** October 20th 07 to January 20th 08 Over the past two decades, Roy Arden has become one of Canada's most respected artists. His work has contributed significantly to Vancouver's reputation as an important centre for contemporary photo-based art. This exhibition presents a mid-career overview of Arden's multi-faceted practice and the diverse strategies used in his art from the early 1980s to the present. For more info see www.vanartgallery.bc.ca

On Going

Contemporary Art Gallery Presents: "Copywork" work of Chris Gergley. Till November 8, 2007 555 Nelson St. www.contemporaryartgallery.ca/

Presentation House Presents "Been Up So Long It Looks Like Down To Me" till November 4 Catalogue launch and performance by William Hunt Saturday, Oct. 13 at 7pm For more info go to www.presentationhousegall.com



Gone are the cooling fan and air vents in the back as well: now Hasselblad has designed the digital back to internally conduct heat from the CCD to the rest of the camera system's chassis for dissipation. This will allow more confidence when shooting in less than ideal conditions – dust, moisture etc. They have also been other changes to the H3 body's firmware as well plus a subtle change to the IR filter over the CCD for slightly improved “ultra-focus” performance and slight increase in image quality under certain really difficult lighting conditions.

Finally, Hasselblad has announced an all-new raw-conversion / workflow program that they've dubbed “Phocus”. Yeah well... about the name - don't ask! In any case, this new software promises improved image quality, a more modern UI, integration with Google Earth (via Hasselblad's new GPS accessory) and much more. I should be getting a beta sometime in the next few weeks and will have more information at that point. Phocus will be a free upgrade for all Hasselblad / Imacon digital back users!

Call for pricing on these new backs and upgrade options from older models.

Mike Mander

Digital Imaging Dept.



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