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Hot News from the Film Department.

The Beau Photo Film Department is pleased to announce our most incredible sale yet: **Provia 100F 4X5 (50)** on sale for half price! Regularly priced at \$138.36, they are now only \$69.18 per box. It's shortdated (03/2004), but there's still plenty of time to shoot up a frenzy with this high-quality, multi-purpose, fine grain transparency film.

Also, keep an eye out for our new selection of cameras from the **Lomographic Society**, which will be arriving at the end of January. This includes the legendary **Lomo Kompakt Automat**, a robust pocket sized automatic snapshot camera brought all the way from Russia.

This just in: Fuji DVD-R, 4X, 4.7gb, packs of 5 for only \$17.24!

Serena

Film and Paper Sales

Return of the King

Welcome Back! Gollum pleased to announce the best post Santa gift you going to get this year. Power and world domination **Noooo**, Lower prices? **Yessss!** Lower prices on **Century Boxes.....** up to 15% **lesssss!!** Distributor feeling generous? **Noooooo!** Elfin Army, very persuasive.

Gollum not like small, Gollum bring **New Digital Series Century Boxes** in for better selection **Letter**: 8 1/2 x 11 in. **A3B**: 12 x 17 in. and the **Super B**: 13 x 19 in.

Gollum also introduce lower **Paramount cord** prices in New Year. Elves again? **Nooooo!** Orgs making unannounced visit? *Perhaps! ???*

You askGollum want to make inventory manager crazy? **noooo..... Yesssssss**

Big News from Polaroid

Polaroid has finally announced the release of their much waited for **DMP** (digital mini portrait) camera. This is **Polaroid's** first ever camera and printer rolled into one! Now you will not only be able to preview the image before you print, you will be able to print multiples of the exact same image, as many times you want and in a combination of sizes. Plus with a larger image surface, American passport pictures and Canadian passport pictures of children and babies will be no problem. We will be having an information night soon so watch for a mail out, or better yet, be proactive and call to let me know you are interested and we will put you on the top of the list for an invite. See you there!

Ken

Product Sales

More Gear for Christmas and the New Year

We have put another scanner into rentals! The new Nikon Coolscan V is now available to rent. It is a 4000DPI USB scanner for 35mm slides and negatives. It rents for \$55/day and the Coolscan IV will remain in rentals at \$35/day. I hope everyone is having a cheery holiday season and I look forward to seeing all of you in the new year.

Kathy

Rentals

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News from the Back !!

Merry Christmas everyone !!!! All the best to you & yours for this Holiday season and 2004.

So what is 2004 going to bring us ?? We can certainly assume or expect **Nikon** and **Canon** to continue going head to head competing for that ever growing **Digital SLR** market. First out with a new camera should be **Nikon** with the **D70**. A consumer level SLR positioned to compete with the very successful **Canon Rebel Digital**. So far though, not much has been said about the **Nikon D70** but you can bet it will be close in specifications (6 mp) and price (\$1300.00 body) to the **Digital Rebel**. Look to early in the New Year for more info....

As for the **Pro Digital SLR** market, look for **Nikon** to hopefully announce a "D2X" and **Canon** to possibly improve (or can they?) on the **1D** (bigger CCD ?) or bring the price of the **1DS** to **can we say an 'AFFORD-ABLE'** price ?? Lets hope so and get more of those "phenomenal" cameras into the hands of the working pro.

As for **Nikon**, I think with their new lenses (**Dx series**) which are designed specifically for digital SLR's you'll see an improvement on image quality alleviating the pressure for **Nikon** to come up with a full frame CCD. Yes they still need to increase the size of the CCD, but not necessarily to full frame. The **D2H** has been receiving great reviews from those who actually managed to get one.

Chris

Pro Sales

Digital News

Epson Stylus Pro 4000 Inkjet Printer (est. \$2499)

Sometime in January, it will seem like it's Christmas all over again! Why? Because what may be the closest thing yet to the *perfect* photographer's printer is scheduled to ship. The new Epson Stylus Pro 4000 boasts numerous features which will make it very appealing:

- 17 inch wide printing capabilities will allow a **true 16x20 inch print** to be made
- 50 sheet tray for up to **17x22 inch prints** and 17 inch wide roll feed with built-in automatic cutter.
- Straight through feed for up to 1.5mm thick card stock or posterboard.
- Borderless "bleed" printing for the following media widths: 8", 8.5", 10", 12", 13", 14", 16", 17"
- Ultrachrome inks for **60 year plus archival print longevity** with excellent colour gamut and minimal metamerism. Excellent black&white printing capabilities as well.
- Ability to use either **gigantic 110ml or 220ml ink cartridges**, just like the larger 7600 and 9600 printers, to minimize the cost-per-print.
- 8 inks in total – the usual 7 plus the addition of a matte black for on-the-fly switching between using glossy or matte papers.
- roughly 30% faster photographic printing speeds than any previous archival Epson printer.
- USB 2.0 and Firewire connections with optional 10/100 Network Card.

This printer has a lot of photographers very excited and we already have a list of names for people getting in line to buy one of these. We have a quantity on order but are not yet sure how readily available it will be initially. However, I have been told that it should be easier to come by than the 2200 was after its introduction. Most of Epson's compatible papers will also become available in 17" roll and larger sheet sizes to match the capabilities of the Pro 4000. I have not tried to work out any accurate cost-per-print estimates, but it will certainly be significantly cheaper to run than the Epson 2200. Note that the printer should come with a full set of eight 110ml ink cartridges which is, in itself, worth almost \$700, so the price of the printer is really not all that expensive when that, and its tremendous versatility, is considered. For more information or to be put on the waiting list, please contact me, and also watch for an upcoming open-house announcement - we are working with Epson and Imacon to put together an informational evening for the launch of this new printer.

Merry Christmas and a Happy New Year to all!

Mike Mander

Digital Sales