

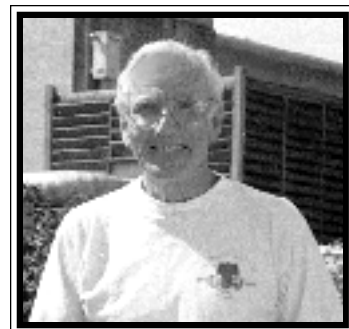
# BEAU PHOTO SUPPLIES INC.

1520 W. 6TH AVE  
VANCOUVER, BC  
CANADA V6J 1R2

PHONE: ( 604) 734-7771  
FAX: (604) 734-7730  
www.beauphoto.com

## *A Friend's Passing.*

It saddens us to inform you of the passing of a good friend and very special person, Gordon Lovell. One of Beau Photo's early partners, Gordie's dedication to customer service was instrumental in building Beau Photo into the business it is today. Many of you will also remember Gord's wonderful sense of humour. As you know, he had a joke for any occasion (including a series on meeting St. Peter at the Pearly Gates, for which he now might have some explaining to do). You may not have known that Gord was a star player and team captain for the Winnipeg Blackhawks Junior Hockey team. Always happy, jovial and professional, Gord will be greatly missed and fondly remembered by all who had the opportunity to know him. Gordie passed away peacefully, surrounded by his family on Sunday, August 15<sup>th</sup>.



## *Changing to Meet Your Needs!!!*

As things in the photography industry change so does **Beau Photo**. We are always looking for new products to serve you better so we've expanded our **Photo Solution** product line. We now carry "e-wipe", a pre-moistened pad that is safe to use on digital camera backs and other critical optic cleaning applications. We also carry a wide range of cleaning products from **Photo Solutions** specific to your digital SLR camera, such as **Pec Swabs #1** for **Canon 1D, 1D Mark II** and **Fuji S1 & S2**, **Swab#2** for **Nikon D70, D100, D1 / H / X** and **Canon D60 and 10D**, **Swab#3** for **Canon 1Ds and Kodak 14n**, and **Eclipse** solution for moistening the swabs. In addition, for those who shoot film, we have **Pec 12, Pec Pads, Pec Pens** and **Photofinish** cleaning paste for those who do their own black and white developing. For more information on Pec Pads and digital camera cleaning go to [www.photosol.com](http://www.photosol.com). Another great new product is the **Gretag Macbeth "Gray Scale Balance card"**. The same size as the "ColorChecker", it provides a pure white, a neutral mid grey, and a pure black, perfect for the photographers who are primarily using those three tones. Also don't forget we carry the incredible **Expo disc** which is another great way to get that perfect white balance quickly and effectively.

Ken

Product Sales/ Purchasing

## *On sale in the film & paper dept*

Agfa Ultra 100 135-36: \$7.87 (reg. \$9.15)

Kodak E100G 135-36: 2 rolls for the price of one!

Kodak E100VS 135-36: 2 rolls for the price of one!

Fuji Portrait sale still in full swing! (see website for pricing)

Fuji Provia 100F 4x5(50): \$83.00 (reg. \$138.36)

### **Agfa B&W paper blowout-**

16x20(50) Fiber Matte: \$99.00 (reg.\$166.88)

20x24(10) RC Glossy: \$28.00 (reg.\$37.45)

20x24(50) Fiber Matte&Glossy: \$150.50 (reg.\$234.11)

20x24(50) RC Matte&Glossy: \$130.00 (reg.\$174.78)

### **And newly discounted-**

Ilford Delta 3200 135-36: \$5.82 (reg \$7.74)

Polaroid 690: you get 30 exposures for the price of 20!

Polaroid T990: \$21.95 (reg.\$31.14) 20 exposures

Polaroid T779: \$10.98 (reg.\$15.58) 10 exposures

\*POLAROID sale only for the month of September (while quantities last).

Serena

Film and Paper Sales

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# Whassuuup !!!!

**Well they have done it again.** For the moment **Canon** has made the leap to the front of the DSLR market. **Canon** has just introduced the new 20D body, 580EX flash and a couple of great new lenses. Mike will let you know about the camera in his small, short & to the point section ( Ha! ).

The Speedlite 580 EX flash (\$679.00) will replace the existing 550 EX and has some great new features including a guide No. of 58 ( 58 ft/100 ASA f2.8 ), the highest so far for a **Canon** flash and most importantly, improvement in DSLR flash results. The 580 EX will send colour temp info to the flash to optimize white balance and auto adjustment of the zoom flash position to best compliment the sensor size to which the flash is attached.....WHOA! As well the new 580 EX is fully forward and backward compatible with all film and digital bodies.... including the new 20D , G6 cameras and the two new lenses.

What new lenses you ask ? The new EF-S 10-22mm f3.5-4.5 usm (\$1100) and EF-S 17-85mm f4-5.6 IS usm (\$800). Yes.... EF-S meaning compatibility with only the 20D and Digital Rebel. You can look at the 17-85mm as an answer to Nikon's 18-70mm which is packaged with the very popular D-70. The image stabilization feature of the 17-85mm will improve its versatility over the Nikon and give Canon's followers an equivalent of 27-136mm. With the addition of the 10-22mm, **Canon** has given shooters back their wide angle....16-35mm in 35mm terms. Although the variable aperture is a bit of a drag, the wide zoom range more than makes up for it. As an added bonus **Canon** has added new lens coatings which are effective in suppressing flare and ghosting which are more likely to occur on digital cameras due to reflection off the CCD. Finally, **Canon** has added distance metering information for full compatibility with the new 20D to give better flash exposure metering, which with digital capture, is a beautiful thing. Please note that pricing is in CDN dollars and only approximate at this time.

Chris

ProSales

## Digital News

**Canon EOS-20D Digital SLR** (body estimated at \$1999)

While people were expecting an improved version of the EOS-10D to come out eventually, I don't think anyone quite expected Canon to come up with such a dramatically enhanced camera at such a low price! The new EOS-20D is practically bursting at the seams with significant improvements – no subtle upgrade, this! It has already generated an enormous amount of interest and we are taking pre-orders. To understand why all the excitement, here is a quick rundown of its specifications in the major areas where it improves on its predecessor:

- All new **8.2 megapixel Canon CMOS sensor (1.6x)** with special on-chip noise-reduction circuitry
- Extremely **clean at high ISO** levels – estimated that ISO 3200 is similar to ISO 1200 on the 10D
- **5 frames per second** Fine-JPEG shooting speed for **25-45 frames** (dependant on CF card speed)
- Brand-new **9 point auto-focus** system with AF speed and accuracy significantly up from 10D
- New style of focusing screen with **more accurate manual focusing** capability
- Faster **1/8000** second top shutter speed and **1/250** flash sync
- New **DIGIC-II** image processor and **E-TTL-2** flash system borrowed from the 1D Mark II
- Near instant **startup time of 0.2 second**
- **EF-S lens support** with two new lenses announced (see details in this newsletter)
- **Simultaneous RAW + JPEG** shooting with Canon's newer CR2 raw file format
- Many additional White-Balance options, WB fine-tuning and WB bracketing available
- More flexible parameter set adjustments with sRGB and AdobeRGB options separate
- **B&W mode** with built-in colour filter effects (i.e. red, yellow, blue filters etc.)
- New **Joystick multi-controller** for easier focus point selection and zoomed image panning
- **USB 2.0** interface for faster downloads and faster tethered shooting
- **Shutter durability** is said to be roughly **double** that of the 10D
- Strong **magnesium alloy body** is slightly smaller and lighter than the 10D

Preliminary information and image samples look extremely promising for this new camera. Certainly it has set a new benchmark for its price-point that other manufacturers are going to be hard-pressed to match! Canon should start delivering cameras in mid-September so if you want to reserve your place on the waiting list, contact Chris Leger or Mike Mander at 604-734-7771.

Mike Mander

Digital Imaging Department