

# NEWSLETTER

## Wrap a little Aussie 'round you!

**Now here at Beau Photo!**

*Crumpler bags as individual as you are!*

**Crumpler** bags are the most fun you can wrap around your gear, parade in public and not get arrested. Not to mention they are great for your camera as well! **Crumpler** bags are funky, hot, well made and best of all they don't look like camera bags. These well thought-out bags from Australia have taken Oz, America and Europe by storm and now they're here at **Beau Photo**.

**Crumpler** has a full line of photo, laptop, messenger and accessory bags to fit your baggage needs, and if you are going to carry extra baggage... better for it to be a **Crumpler**.

Be one of the first to have a **Crumpler** to take home and cuddle with tonight. Come in and check out the great styles and if we don't have the bags you like, go to their web site at [www.crumpler.ca](http://www.crumpler.ca) and see what other bags we can bring in for you. Hey just go there anyway, turn up your speakers and have a great time. Yeeeee Haaaaaaa!



### The Crumpler name:

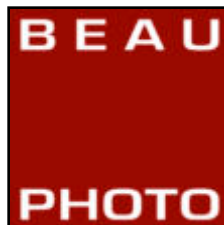
Crumpler began in 1995 in Melbourne. It was formed by two ex-bicycle couriers, Dave and Will, who owned Minuteman Messengers, and another courier, Stu, who moonlighted as a gifted designer of custom furniture. The company took its name from the designer's unusual surname, which seemed to suit the look of the bags exceedingly well. The famous logo came from a scribble-like stick figure, a branding iron which Stuart burnt onto his furniture pieces. This 'brand' was burnt into a polystyrene box (just for fun) – it looked great, and subsequently was scanned and patented!



CRUMPLER™

### CRUMPLER PARTY AT BEAU.

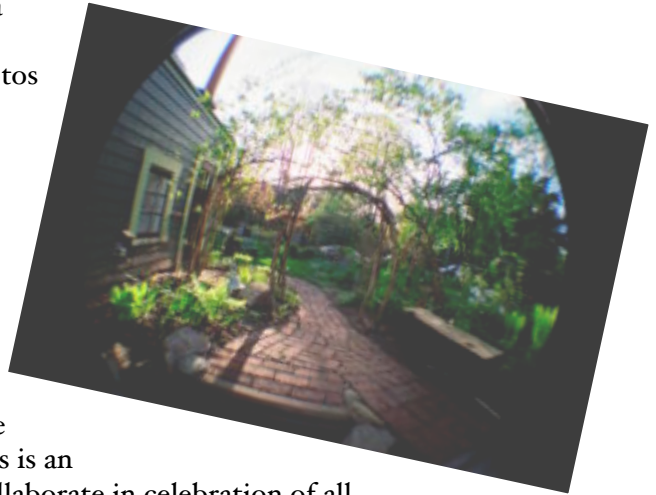
Join us on July 12th between 2:00 pm and 4:00 pm for **Crumpler Day** at **Beau Photo**. Why July 12th? Well I couldn't wait till January 26th of course!!!!!! We will have "appies" (vegemite on toast), pineapple, pineapple and more pineapple and even a few witchety grubs if I can dig some up....literally.



There will be stickers and tattoos for the little and not so little ones. Balloons and face painting (body painting was a big NO)... OK, no face painting either, but we may be able to scrape together a couple balloons. Anyway it will be loads of fun! See you there!!!

HOT NEWS FROM THE FILM AND PAPER DEPARTMENT

Beau Photo is pleased to be hosting “Close Up Canada”, a lomographic challenge. From now until July 29th we will be accepting submissions to the competition. To be eligible, photos must be taken using any Lomographic camera. If you don't own one then here's your chance to try the new Lomographic Fisheye camera, which will be lent out for free for the duration of the contest (please bring a credit card for deposit). Borrow it for a day or for the whole weekend! All submissions must be “4 x 6”, no borders, and we request that you submit doubles (Gamma Pro will be offering a discount on processing to all participants, which will include free doubles). As entries come in, a lomowall will be created in our store and simultaneously, a sister wall will be created in Toronto (hosted by Pikto). This exchange of images is an opportunity for photographers from across the country to collaborate in celebration of all things Canadian. When all entries have been received a panel of esteemed judges will select favorites and prizes will be awarded during a closing party at Gamma Pro on August 5th. All submissions will then be on display at Gamma until the end of August. Keep your eye on our website for details.



On a different note, for those of you who were concerned about Agfa, they recently sent out a press release announcing that the North American operating unit of AgfaPhoto is unaffected by the insolvency filing of its parent company, AgfaPhoto GmbH. It is business as usual, no need for panic. They have, however, decided to raise film and paper prices, which seems to be a trend among film companies these days.

Serena

Film and paper sales

HEADS UP FROM THE RENTAL DEPARTMENT..

The tax auditor seems to be on the prowl again and we want to make sure no one gets an unexpected surprise. One of our customers has given us a hot tip about paying PST on rentals - if you are billing your customer for the rental and have a PST number, you don't have to pay PST on the rental, however you do need to

show the rental charge to your customer on a separate line of your invoice. If you bill the rental charge in with the rest of the items as one lump sum, you are expected to pay us PST on the rental.

But don't take our word for it, if you are unsure about when you should be paying PST and when

you are exempt, call the friendly tax people and clarify it with them. It is your responsibility to know when to pay PST, and the auditors will still give you a bill even if you claim you didn't know. Happy billing!

In Vancouver call 604.660.4524  
Toll free call 1.877.388.4440

Kathy

Rentals

ALBUM & FOLDER UPDATE.....NEW STUFF!!!

Our line of Deluxe proof albums (made by “Leather Album Designs”) has been ordered, and is expected to be in stock by July 5. Their original design has been modified to better suit Beau Photo's requirements, and we're very pleased with the presentation.

Factory ‘Vacation Closures’ have been announced. I'd appreciate it if you'd drop me a fax (604.734.7730) or email ([barb@beauphoto.com](mailto:barb@beauphoto.com)) to let me know your estimated album & folder requirements for the summer season; I'll make every effort to have what you need on hand.

Barb

Albums and Folder Sales

## NEWS FROM "DA BACK"

Seeing as we had a long list of used analog equipment in the last news letter I thought I would follow it up with a list of used, demo and discontinued digital equipment. Again, please remember that there are only one of each unless specified.

|  |           |
|--|-----------|
| Epson 3200 flatbed scanner (demo)                    | \$300.00  |
| Minolta Dimage scan elite II (3 available)           | \$349.00  |
| Fuji S2 pro bundle (new)                             | \$1700.00 |
| Fuji 6900 digital camera (demo)                      | \$399.00  |
| Olympus 8080 (demo)                                  | \$899.00  |
| Olympus Digital passport kit (used)                  | \$1100.00 |
| Olympus Power batt. Holder (E1 system)               | \$239.00  |
| Olympus Power batt. Set (E1 system)                  | \$449.00  |
| Canon EOS 1D body (used)                             | \$2300.00 |
| Canon i900D printer (demo)                           | \$200.00  |
| Canon Canoscan 9950F scanner (demo)                  | \$499.00  |
| Agfa Duoscan Hi-D (demo)                             | \$499.00  |
| IBM microdrive 512mb                                 | \$129.00  |
| Microtek Artixscan 4000tf (demo)                     | \$849.00  |
| Mikrotek Scanmaker8700 pro (demo)                    | \$499.00  |
| Apacer Disc Steno multi-card CD burner (2 available) | \$299.00  |



Chris

Pro Sales

## DIGITAL NEWS

New! Visible Dust "Sensor Brush" ([www.visibledust.com](http://www.visibledust.com))

New at Beau Photo are the Sensor Brushes from Visible Dust. These brushes are specifically designed for digital SLR sensor cleaning and are constructed of the highest quality materials with impeccable quality control. The brushes are available in several different sizes to cover all the different SLR sensors and allow cleaning with a single stroke. Before use, you "charge" the brush by blowing compressed air through the brush fibers – this serves to clean them thoroughly as well as build up a slight electrostatic charge. This static charge will attract and hold dust on contact, thereby cleanly lifting it from your sensor. Of course once in a while you will get "sticky" dust (pollen grains for example) and these brushes will not clean those spots – you will have to resort to a wet cleaning method for that. For more information on using these brushes and on SLR sensor cleaning in general, please see our site at [www.beauphoto.com/cleaning/](http://www.beauphoto.com/cleaning/) - I have posted a comprehensive document on the pros and cons of all the different cleaning methods with detailed instructions on how to safely clean your sensor. The Sensor Brushes have been raved about by many reviewers and the feedback from those customers who already have them has been excellent. They are fairly expensive, but isn't your digital SLR worth it? Not to mention, if you were to regularly send your camera for a factory cleaning, you would pay for a complete Sensor Brush kit after only perhaps two cleanings...



## New! Epson Stylus Photo 2400 (\$1149)

Also new at Beau Photo are the R2400 printers which use Epson's brand new Ultrachrome K3 ink set. And what ink this is! You may have read some preliminary reviews on these new inks already and indeed may be somewhat skeptical of the lofty claims made: truly neutral B&W prints; virtually no metamerism; improved scratch resistance; extraordinary color gamut; noticeably higher DMax; high-gloss pigments that not only look great on glossy and pearl finish media but on matte and fine art paper as well... and the list goes on! Well, I was somewhat skeptical too, but after setting up our demo R2400 and making a few prints... well, I think WOW best sums up my reaction. These are not lofty claims at all – they are absolutely true! Virtually all of the minor “problems” with Epson's original Ultrachrome inks have been addressed. I have never been as impressed by the overall performance of any printer.

You get prints with essentially archival longevity - very high resistance to light-fading and virtually no chance of gas-fading, the colour-shift that can occur from ink oxidation due to reaction with atmospheric pollutants. Gas fading is a sporadic problem with most dye-based inkjet printers and will only occur when printing to micro-ceramic based RC inkjet paper (most glossy or semi-gloss “premium” papers are micro-ceramic) but when it occurs, it is annoying. Epson's manufacturing process encapsulates each microscopic pigment particle with a clear resin coating and this resin keeps oxidizing agents away from the pigments, which is what gives this inkset its longevity. The new Ultrachrome K3 inks now have a much glossier resin so prints made on glossy, pearl or lustre finish papers, look absolutely stunning. Bronzing and differential-gloss effects are also virtually eliminated when compared to the original Ultrachrome inks.

One of the most impressive features on this printer might be its Advanced B&W Mode. The “K3” in the name of this inkset might be the give-away - 3 different densities of black ink: regular black (either photo black or matte black), light black and “light light black”. Why did Epson choose those names and not simply call them black, gray and light gray? Well, your guess is as good as mine – maybe they didn't feel like naming the new inks Ultrachrome KGLG?! Naming oddities aside, these three “blacks” make for beautifully neutral B&W prints with essentially no metamerism. While the original Ultrachrome inks were a huge step up over conventional pigment based inks (including Epson's original Archival ink set) they still did have some residual metamerism and it was difficult to get a really neutral looking B&W print on RC-based papers. None of these problems exist with the new K3 inks and, in addition, the print driver now allows one to precisely tone B&W prints to make them as warm or cool as desired. These toned prints don't exhibit any colour-crossover and look absolutely gorgeous. You really have to see prints side-by-side to appreciate just how much better this new ink set is...

Colour prints from the R2400 on RC based papers have amazing “pop”. Dye-based printers, your days are numbered! The factory supplied ICC profiles are very accurate with excellent shadow detail and natural flesh-tones and the R2400 is capable of reproducing great subtlety in colour and tone. As a final bonus, it also prints much faster than its predecessor, the Photo 2200, although it still doesn't equal the blazing speeds of the Canon inkjet printers like the i9900.

At this point, you may be guessing that I am impressed with this printer – well, you guessed right! For more detail on this excellent new printer, or the other new Ultrachrome K3 models from Epson (4800, 7800, 9800), please call us...

Mike

Digital Imaging Dept.

## Calendar

### Close-up Canada

#### Lomographic Photo Contest.

Submissions being accepted now until July 29th at Beau Photo. See page two for more details.

Prizes and Closing party at Gamma Pro August 5th.

### Craig Minielly's

#### Digital Photo Workshops.

July 10-13 Basic digital fast track.

July 24-27 Advanced

for more information go to Craig's web site at [www.auraphotographics.com](http://www.auraphotographics.com)

### PPABC

2005 Provincial Convention

October 1 - 4, 2005

This convention lands on the 60th anniversary of PPABC and promises to deliver the same outstanding speakers, trade show, social events and print salons of conventions past.

[www.ppabc.com](http://www.ppabc.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](http://www.beauphoto.com)