

NEWSLETTER

A Strong Canadian \$ means more Christmas \$\$s for You!



Prices are continuing to drop at Beau Photo.

The Canadian dollar's recent parity with, then surpassing, then parity again with the US dollar, is providing greater savings for the Beau Photo customers this holiday season. At this time we are adjusting the prices on all items that we buy from the US. This can mean savings for you of up to 25% ! This is particularly nice when you are shopping for Christmas gifts like Lensbabies, Photo books, think Tank bags, Dynalite products. Why sit in a huge line-up at the border? Come into Beau Photo for the service and great prices that you have come to expect, and save your time and money!

Ken's 12 days of Christmas;

Or what to buy for the photographer(s) on your list and still have something left for yourself

This year I want to focus on the great deals that are available to all Beau Photo customers!

On the first day of Christmas my true love gave to me..... **A Canon 5D or a Nikon D300.** OK not for every budget but hey, it's what I want for Christmas, so doesn't everyone? The 5D is \$2599 and you can save \$700 more with a mail-in rebate. The D300 is now \$1839.

On the 2nd day of Christmas my true love gave to me... **An Apple 15" MacBook laptop Pro.** Again not for every budget but, well... see above. starting from \$2199.

On the 3rd day of Christmas my true love gave to me ... **An Epson R2400 printer.** Finally inkjet printers that produce beautiful, neutral b/w prints and vivid colour prints. Archivability, and the ability to produce a 13"x44" print are other great features. What else could the modern photographer want? \$849.00.

On the 4th day ...OK I think you get the idea! **A pair of Pocket Wizard Transceivers.** These are the perfect gift for the photographer that hates getting tangled up in sync cords! Not to mention the added safety of not being connected to a power pack as it sends a charge down the sync cord and damaging your camera. Reg. \$650.00 **Sale \$599.00 plus receive an additional \$150.00 instant rebate on a pair. SEE BELOW.**

On the 5th day. **A new tripod.** Bigger, faster, smaller, lighter we have it all well, OK, we may not have it all but we have a lot! Plenty has changed in the last few years. Improvements in the fluidity of movement and lightening the overall weight will make you want to convert your old tripod to a door stop. \$199.00-\$599.00. **10% off till Dec 24th.**



*Seasons Greetings
from
Beau Photo*

Holiday Hours

Beau Photo will be closed from December 21st at 5:00 pm till January 2nd at 8:30 am. At this time The Management and the staff would like to thank you for your patronage over the last year and wish you all the very best for the holiday season. Have a very Merry Christmas and a Happy New Year and we will see you all in 2008



On the 6th day. **A Lensbaby**. "Original", "2.0", "3G" or the new 3G Medium format. These cool little variable focus wonders are a great accessory for the wedding, event and product photographer. Bend the light and change the perspective! "The Original" now \$95.95 the "2.0" now only \$142.95 the "3G" now only \$286.95, the "3G Medium format" only \$390.95

On the 7th day. **An Expodisc**. These little wonders will make your little photographer's Christmas. They make colour balancing a breeze. More time in front of the fire, roasting chestnuts and less time in front of the computer.

Was \$139.95 **Now \$119.95**

On the 8th day... **A Holga**. They are the world's greatest medium format plastic camera. They are a great way to change up the look of your photos. With its soft focus and vignetting at the edges, it really gives you a classic look! Holga CFN \$36.45, Holga FN \$31.05, Holga N \$23.50 **till Dec 24th**

On the 9th day... **A mix of inkjet papers**. This is a nice surprise because it allows the photographer(s) in the family to try a selection of media with different surfaces that he or she may never have tried. Be sure to make note of the printer before you come in as not all papers work well with all printers. \$22.00-\$82.75

On the 10th day... A **D-SLR cleaning kit**. The **VisibleDust** brush is indispensable for all D-SLR photographers to clean dust off the camera's sensor. Price depends on size of sensor. \$87.95-\$129.50. The **Giottos Rocket** blower is very powerful and looks like a rocket. Cool was \$17.50. **now \$14.50**

On the 11th day ... **A Crumpler, KATA, think Tank or Lowepro bag**. It's true. Photographers never have enough bags. **Crumpler** bags are funky, come in great colours (yes there are colours other than black) and are built to last. **KATA, think Tank** and **Lowepro** are the bags photographers can count on for quality, durability, design and the right price! **Take 10 % off our already low prices till Christmas!**

On the 12th day of Christmas my true love gave to meeeeeeeee. Besides a huge credit card bill, the best present of all, a **Beau Photo Gift certificate**. You can have them in any denomination with as many "o's" as you want. And you know those picky photographers will really get what they want, because they can pick it out for themselves.

Well that's it. I hope that helps and if not, well it's Christmas, it's supposed to be about dreams and miracles.

To end, I wish all of you and yours the very best for Christmas and the New Year.

Ken

Great Holiday specials from thinkTank

Buy an Airport International roller, get an AI Low Divider Set free!

Buy an Airport International roller between November 1, 2007 and January 1, 2008 and **thinkTank** will send you a AI Low Divider Kit for free. These dividers create enough space for most laptops inside the roller's locked main compartment

OR The Gear up for the New year Special!

To help you celebrate the holidays, should you order \$100 or more of Think Tank Photo gear on one order **thinkTank** will send you a Lens Changer 75s (a \$32.95 value) for **FREE**. This lens case lets you carry your long zoom lenses, such as the 70-200 2.8, 80-200 2.8, 100-400, and 300 4, with the lens hood and tripod collar attached. See below for the conditions:

To receive the AI Low Divider Kit, or Lens Changer 75s download the coupon found at www.thinktankphoto.com/couponai for the divider set or for the lens case go to www.thinktankphoto.com/coupon send it with proof of purchase to the address on the web site, or send an email to: customerservice@thinktankphoto.com. (Do not submit the coupon to Beau Photo.)



The longest sale ever!

Pocket Wizards are still on sale till the end of December!

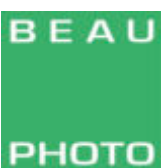
This has got to be the longest sale ever! The Pocket Wizard sale price has been extended once more! Besides the great price there are many reasons why you should buy a Pocket Wizard Transceiver. Here are just some of them: a range of 1600 feet, 4 channels, a sync speed of up to 1/250 (focal plane) 1/500 (leaf), a triggering speed of 12 f.p.s, weight: 6 oz. (with batteries). The Pocket Wizard Plus II is the first radio triggering system to offer Auto-Sensing Transceiver Technology. This technology analyzes the status of the miniphone jacks, camera hot shoe or the TEST button to determine which mode (Transmit or Receive) to set. By default, the Plus II is always in Receiver mode unless it senses a trigger pulse from a camera's hot shoe, then it quickly switches to a Transmitter. For shooting situations that may require the Auto-Sensing disabled, simply set the selector switch to "LOCAL" and the Plus II will only receive radio signals. Since the Plus II is a Transceiver, there's no need to worry about how many Transmitters or Receivers to bring with you on the shoot because it's all-in-one. There has been no better time to become wireless! Pick up your Pocket Wizard Plus II Transceivers and save big! Singles are on sale for **\$319.00** and **\$599.00** for a pair.



Plus Plus Plus receive an instant **\$75.00 rebate** for each Pocket Wizard purchased.

Ken

Product Sales and Purchasing



Beau Photo's Green News!

Hahnemühle Bamboo – spiritual photography using resource-saving Fine Art paper

The traditional Hahnemühle paper mill has developed the worldwide first Fine Art inkjet paper made from bamboo fibers. The natural white paper with a warm tone combines spiritual photography with environmental considerations. "Bamboo 290" consists of fibers from highly renewable bamboo grass. Hahnemühle will donate a portion of the revenues to supporting environmental projects. This 23rd paper from the international award-winning Hahnemühle Digital FineArt Collection renders the sensual connection between art and paper palpable and visible.

In addition to its classy feel and elegant appearance, "Bamboo 290" possesses the image quality associated with Hahnemühle, achieved through its wide color gamut, extreme color density and sharpness as well as good contrast. The paper's natural basic tone makes it ideal for fine art prints with a warm hue.

For the first time ever Hahnemühle will, on the occasion of the launch of the new paper, support several environmental projects. Customers will in future be able to co-decide via Internet which project shall receive a contribution.

.For more information on Hahnemühle and Hahnemühle paper go to <http://www.hahnemuehle.com/site/us/798/home.html>





FILM AND PAPER NEWS

For the gift giving season, Holga CFN and Holga FN cameras will be 10% off the month of December!
Price:

Holga CFN \$36.45

Holga FN \$31.05

Moenkopi paper is here!

Moab By Legion Paper has just introduced Moenkopi, a traditional Japanese Washi paper for archival ink jet printers. Washi paper is made from durable and environmentally friendly fibers such as Kozo (mulberry). This particular method of paper making has been in existence for over 14 centuries. Now you can use Washi paper with your inkjet printer!



There are three papers to choose from the Moenkopi line:

Kozo - A smooth surface paper which has a 110 gsm weight.

Unryu - This paper contains long course fibers on the Kozo mould which creates a decorative texturized appearance. The word Unryu literally translates as 'cloud dragon paper'. The weight is 55 gsm.

Bizan - Each sheet is handmade at the Awagami mill in Tokushima, Japan. The paper is a combination of Kozo and Hemp fibers. The weight of this paper is 300 gsm.

The Moenkopi products range in A4 and A3+ sizes.

Krista-Belle Stewart

Film and Paper Department

Renaissance Albums

*** UPGRADES AND ADDITIONS FOR THE NEW YEAR***

So here is a short run down of some new products that will become available in 2008.

- * Library bound and Milano albums will be available in a variety of different suedes and silks.
- * Self mount Ventura albums will be available in new sizes and different materials. Sizes will start at 2x3 and go up to 12x12.
- * Renaissance self mount albums will now be called Hudson albums and will be available in a range of new colors.

As for the digital side of things, Renaissance the Book albums will also have some upgrades and additions starting in the New Year. Starting a month or so ago the gap in between the Fine Art pages has been reduced by more than half and soon the pages of the Mercer and Soho style albums will be upgraded to a premium white core. A new clear polyurethane cover option will also be available.

To start with, all these new products will be special order items. We will be bringing in new samples of these products in the near future along with our new pricing for 2008.

Ola

Renaissance Albums



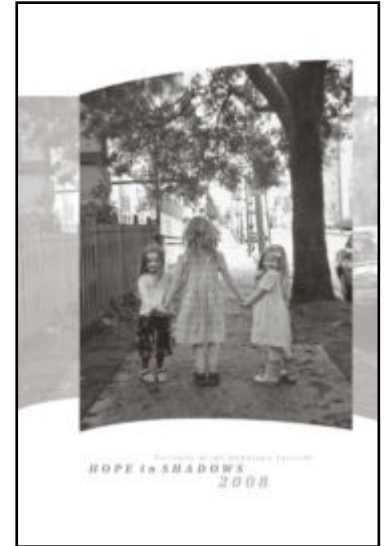
HOPE IN THE SHADOWS

The Hope In the Shadows calendar is now on sale at Beau Photo:

Organized by the Pivot Legal Society, the calendar allows Downtown East-side residents a chance to express themselves through photography. Photographs from the 2008 calendar were selected from more than 4000 images taken on single use cameras by 200 residents.

Here at Beau Photo the price is \$20.00 and all the proceeds go back to Pivot to cover the printing and development costs, prize money for winners who got their photographs in the calendar, and training to 200 street sellers.

Pick one up today it's nice socially conscience Christmas gift and a great way to give back.



NEWS FROM THE BACK

Camera News:

Canon and **Nikon** have both dropped prices on just about everything . The Canon 5D has dropped again and is now \$2599.00. The 5D and a wide selection of lenses, flashes and accessories are included in Canon's mail-in rebate. Check www.Canon.ca for details or follow the Canon link from www.beauphoto.com. We still have a couple of Canon 30D camera bodies left and they are on sale for \$850.00.

Dynalite has a promotion on until the end of December. If you buy the 4040 flash head (\$585.70), you will receive a free 18 inch beauty dish. If you buy their 2040 flash head you will receive a free 40inch umbrella.

We have a used **Hensel** 1200 Porty kit for \$850.00. If you're doing location work this battery operated unit will give you the light you need.

From rentals we have a used Canon 300 f2.8 for \$2500.00 .

Here are some other items of interest in our used section:

Canon 14mm f2.8 for \$ 700.00.

Canon 550 EX for \$250.00.

Nikon 300mm for \$695.00.

Nikon 14mm for \$800.00.

Hasselblad C with 80mm lens and A12 back for \$800.00.

Norman 800 Watt power pack with 2-LH2400 flash heads for \$1200.00.

Ron

Pro Sales

Looking For The Missing Piece To Your Studio Lighting Puzzle?

FREE 18" 40-SW Beauty Dish when you purchase a 4040 Studio Flash Head

FREE 40" Black & White Umbrella when you purchase a 2040 Studio Flash Head

FREE \$100 QR Card w/ purchase of a MH2400 Kit

dyna-lite
Flash & Equipment

RENTAL NEWS!

In case you haven't seen the ads on t.v. and the decorations in the stores, the holidays are arriving soon. This means a good deal for rental customers who are thinking of trying out something a little different or who want to plan a big shoot. Since Beau Photo is closed from December 22nd until January 2nd, you can pick up your rental on December 21st at any time (special for this Friday only, usually weekend pick up is after 1PM) and return it on Wednesday by noon - you keep the equipment for 11 days and only pay a 2 day rental fee! This is a great opportunity to really spend some time with studio lighting or a digital camera and improve your technical skills, or work on that personal project you keep putting off. Be sure to book ahead since it's usually a very busy rental day. By then we should have a few new monohead kits from Profoto in. They fit all Profoto accessories and have that great light quality that Profoto is known for. We are also hopeful that the new Nikon D300 will be in, see Mike's write-up in the September newsletter for information on this camera. If you just want to rent something you've never used before, give us a call and we can offer some suggestions.

Happy Holidays from Kathy and Patricia in the rental department!

Kathy

Rentals

DIGITAL NEWS

So, with Christmas just around the corner, what are you going to buy for that loved one, or even for yourself? Well, I'm not going to try to come up with twelve days of Christmas worth of ideas, but here are a few, ranging from high to low..

Hasselblad H3D/39 (\$9,000 off sale - only \$24,995)

Now that we have received our new demo H3D/39 II (introduced in the October newsletter), we will be selling off our demørental H3D/39. The most recent price on a new H3D/39 was \$32,000 (and the new H3D/39 II is \$34,000) but our demo unit can be yours for only \$24,995 with the full 1 year factory warranty in place! That is a savings of over \$9,000 compared to the new series II H3D/39! The kit we are selling includes the following:

- Hasselblad H3 medium format digital body
- HVD90x Viewfinder (no plastic focusing screen mask needed)
- Hasselblad H3D 39Mp Digital Back
 - HC 80mm f/2.8 Lens
 - Li-Ion Battery Pack/Grip with charger
 - 2Gb SanDisk CompactFlash card
 - 10 foot Firewire 800/400 cable
 - software, misc cables etc.



With the new firmware upgrades seen in FlexColor v4.8.1 and the upcoming Phocus software, all the new on-camera control versatility of the series II H3D cameras is also available in the original H3D cameras, like the demo we are selling. Should you wish for more than the standard 1 year warranty, extended warranties can also still be purchased. At this price, it won't last long, so call to discuss this special as soon as possible!

ColorVision Spyder3 Elite \$299 – Limited Upgrade Promo 20% off



New from ColorVision are several upgraded monitor calibration tools. The Spyder3 Elite, the top end model which replaces the Spyder2 PRO (on clearance sale now for \$225), should start shipping into Canada near the middle of December. The Spyder3 puck is improved over the Spyder2, offering greater precision and consistency and the software has been upgraded as well with an easier to navigate interface and improved tools. I have been beta testing this product for ColorVision for some time prior to its announcement and I am very impressed with the calibration quality so far. Please note that if you have a CRT, at present the Spyder2 PRO will actually yield a better calibration. This is a known issue with the Spyder3 Elite and is being worked on in software.

We have made a special arrangement with ColorVision and will be offering **the first 30 people, who have bought a Spyder2 PRO calibrator from us in the past, a special 20% discount!** You will need to bring in your Beau Photo sales invoice as well as the Spyder2 PRO calibrator itself, so that we can record the unit's serial number and provide it for verification to ColorVision. The first 30 people who contact us will get the **new Spyder3 Elite for an upgrade price of only \$239!** And you get to keep your old unit to sell, give as a gift etc.

Following close behind, will be the Spyder3 Pro model. This model will replace the Spyder2 Suite and will sell for \$179. Our final remaining Spyder2 Suite packages are available on sale for \$149.

Lastly, there will also be some new printer calibration bundles with the Spyder3 PRINT calibrator (the new name for the PrintFIX PRO 2) – stay tuned for our January newsletter for more info on those. In anticipation, we are putting our current PrintFIX PRO units on sale but please note that there are no changes, other than the name, to the new printer calibration products, so can get the same thing, in older packaging, at a significant savings! Well, okay that is not quite true: you do get a new “Spyder Guide” that helps line things up when reading printer patches and a slick new carrying case. However the all important Datacolor Model 1005 spectro-colorimeter is unchanged from the previous models and the updated software can be downloaded and used as well. Here are our clearance prices on the existing packages, where **you save \$80** compared to the new models:

PrintFIX PRO 2 - \$419

PrintFIX PRO 2 Suite (with Spyder2 PRO) - \$ 529

Quantities on these are very limited so shop early!

Lexar Memory Card Sale !

Memory cards make great stocking stuffers, so we have decided to have a little Christmas sale. Check out the following specials...

Lexar 1Gb 133x SD - \$ 36.50

Lexar 2Gb 300x CF - \$ 68.50

Lexar 4Gb 300x CF - \$ 118.50

Lexar Pro UDMA FW800 CF Card Reader - \$ 78.50

**Update: Canon 1D Mark III Focus Issue**

Any owners of Canon's 1D Mark III are probably aware of the potential issues that this camera may have in certain types of focus-tracking situations. While by and large, most of our customers have been very happy with the camera, there have indeed been a few instances where erratic focusing has been noted. Canon has done several things to address this problem. First, they are replacing the camera's sub-mirror assembly (which directs light to the focus sensors) under warranty and secondly, they just announced a firmware update (v1.1.3) which also addresses other aspects of this problem. Finally, all new cameras shipping will now have these issues resolved as well, including the brand-new 1Ds Mark III - which is based on the same body as the 1D Mark III. Call us for more information on how to get your body serviced by Canon Canada.

Update: Adobe Camera Raw v4.3 and Lightroom v1.3

These recently released free updates from Adobe bring compatibility with raw files from many new cameras, notably the Nikon D300 & D3, the Canon 1Ds Mark III & PowerShot G9 and now also supports the sRAW file format from Canon's EOS-40D, 1D Mark III and 1Ds Mark III. Other tweaks are present as well, including further refinements to the software's noise-reduction - thank goodness! Please note that in order to use Camera Raw v4.3 to support these new cameras, you do need to have Photoshop CS3. This new plugin will not work in CS2, CS or previous versions of Photoshop - for that matter, no Camera Raw versions since v4.0 do either. A workaround is to download Adobe's free DNG converter and convert your raw files to Adobe's open DNG format. You can then open these converted raw files in Photoshop versions as old as v7.0 and still get the benefits of shooting raw.

Full Resolution Image Galleries: Nikon D3 and Canon 1Ds Mark III

I was fortunate enough to do some extensive testing with Nikon's amazing new D3 as well as Canon's new 1Ds Mark III. I have posted two different image galleries to Beau Photo's website with "Zoomify" links that enable you to see the images at a full 100% magnification. You can zoom and pan around, similar to Google Maps, and check out the amazing image quality of these two new flagship cameras. Metadata can be seen for each image in both galleries

The Nikon D3 gallery images were all shot between ISO 3,200 and ISO 12,800, hand-held (no tripod!) on a rainy night in Vancouver. Note the processing notes at the beginning of the gallery: no luminance noise-reduction was performed on any of these extremely high ISO images! Our Nikon rep accompanied me on this shoot and he can be seen in several of my photos, also shooting with another D3 body:

http://www.beauphoto.com/galleries/rainyD3_zoom/

The Canon 1Ds Mark III gallery consists of images that I shot on a brief jaunt to Granville Island during the day and an evening shooting from the Granville Bridge: <http://www.beauphoto.com/galleries/1DsMkIII/>

Thanks to both Nikon and Canon for allowing Beau Photo to test and demonstrate these preproduction cameras!

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Mike Mander

Digital Imaging Dept.