



NEWSLETTER

**Going back to school means “Getting back to Cool” at Beau Photo!
(even if you are not going back to school !)**

Back to school doesn’t mean savings just for the students!

This month at **Beau Photo** everyone saves, and saves on the coolest stuff too! If you have been thinking of buying a **Lensbaby** now is the time. During the month of September everyone will receive **10% off** all in stock Lensbabies and Lensbaby accessories. Yes that includes the G3, 2.0, and the Original Lensbaby and all the bit that make them cooler!.

What is a lensbaby? They are selective focus SLR lenses. They are camera body specific Nikon for Nikon, Canon for Canon etc. Photos made with a these lenses have one area in sharp focus, with that “sweet spot” surrounded by gradually increasing blur. You can move the sweet spot to any part of your photo by bending the lens.

Lensbabies™ are perhaps the simplest way to add a completely new dimension to your photography. Try a Lensbaby when you need a creative edge or just want to have fun with your camera.

www.lensbabies.com



New Limited edition Crumpler bags have arrived !

Singaporean Ice Monster what could be more cooler than that? This is just one of the new Crumpler bags that have arrived. This is a limited edition bag, with only a few ever being made, and even fewer coming into to Canada. So if you want this bag you better get down here before it is snatched away.

Another great bag we have added is the **Mahoubar**. Winner of the **2007 Bicycling Editors Choice** award. It is one hot bag. **Outside:** it has a water resistant 900D shell & 300D Rip-stop lining, and padded back-pad. **Inside:** a huge 24L main cargo compartment for lots of gear or beer as you can see from the web site. www.crumpler.ca

We have expanded our range of colours as well. Check out the great new colours in many bags but especially the **Barney Rustle Blanket**. I just love the green. Come on in and check out all the great Crumpler bags we have at the store even if your favorite colour isn’t green.



New Profoto 600/600 kit Now At Beau Photo!

The perfect compromise between capacity and size!

For many, the ComPact 600 series is the perfect compromise between capacity and size. With 600 Ws flashes and a range of 5 f-stops, the 600:s can handle a wide range of situations and motives. Still the units are only 35 x12 cm in size, weighting less than 3 kg.

Shape your own light

Profoto has designed the heads in such a way that the reflectors are possible to slide back and forth on the head allowing you to zoom on and out or to “paint” with the light. When you become a Profoto owner you have access to over 50 different Light Shaping Tools.

Some of the features of the compact heads are:

- Maximum energy: 600 Ws
- Extremely fast recycling: 0.25-0.8 s
- Short flash duration: 1/850 s
- Full 5 f-stop range
- Frosted glass cover
- 100 W / 250 W modeling lamp

The Profoto 600/600 kit includes:

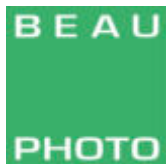
- 2- 600 Ws Compact heads
- 2- Standard reflectors
- 2- flash tubes, modeling lights and glass cover
- 2-heavy-duty stands
- 1- carrying case

This is a great deal at only \$1849.95



Beau Photo Still Green!

Good news is worth repeating. If you haven't dropped in lately you probably have missed a big change at **Beau Photo**. We have taken another step in reducing our environmental footprint. **Beau Photo** is moving away from traditional plastic bags to BioBags! The BioBag is a thin carry bag that has been developed to biodegrade and compost when disposed of. It can also be reused, recycled, composted or incinerated. Mainly derived from raw material, primarily maize starch, the BioBag degrades in 10 to 45 days depending on the composting method. So when you come into **Beau Photo** have a look at these neat bags. Use one when you need to, don't when it's not necessary, bring them back to use again, and compost them when they are done.



Ken

Product Sales and Purchasing



Renaissance Albums

***Save 20% off Most Renaissance the Book**

Digital Albums*

Just a reminder that almost all digital album orders submitted before September 30th will receive 20% off. This offer excludes any albums not printed by Renaissance the Book, Studio Samples and orders not approved within two weeks of receiving the proofs.

2008 Stock Renaissance Phase-Out List

Effective immediately Renaissance will begin to phase out slow moving items in order to get ready for their exciting 2008 line-up. The phase-out items that will effect our customers the most are as follows:

Amalfi Books - Due to the fact that the Ventura Albums are very similar in look and price point, Renaissance has decided to phase-out the entire Amalfi line.

Library Bound Brushed Aluminum Albums - Unfortunately these contemporary albums will be phased-out completely.

Library Bound Designer Texture Albums - At one point we did carry these albums, but due to lack of demand we phased them out just this past Spring - Renaissance will cease production of these books by the end of the year.

Library Bound Slip Cases - We never did bring these Slip Cases in for stock inventory, however we did sell a few through special order, therefore if you think that you may want more, please stock up now, because once they are gone, they are gone.

There is one more change that is worth mentioning, the Elan Comb-bound Album will be replaced by a new and improved Elan Album featuring a bound book block. It is important to note that there are other items that we do not stock which will be phased-out, so if you are concerned about a particular item, please let me know and I can check on it for you.

Renaissance the Book Christmas Deadline

I know that it's early, but Christmas is sneaking up on us again and with it comes those pesky Christmas deadlines. To avoid disappointment we are making the Christmas deadline early this year. All Renaissance the Book digital albums submitted by Monday, October 8, 2007, and approved for production in a timely manner, should arrive in Vancouver with plenty of time for Christmas delivery. There is a good possibility that orders submitted after this date will arrive before Christmas, however please be aware that these orders will be evaluated on a case-by-case basis.

Ola

Renaissance Albums



FILM AND PAPER NEWS - HOLGA SALE FOR STUDENTS!!

For a limited time, Beau Photo Supplies Inc. is selling Holga N and Holga FN cameras at 10% off! Beau Photo has also just received the Holga Fisheye Lens! The lens easily attaches to the front of your Holga with a custom adapter ring. The focal length is 25.2 mm with a 60 degree angle of view.

Holga Fisheye Lens \$110.20.

NEW FILM!!

Another new item is the **Rollei Retro** 400 film. This film has a Black and White panchromatic sensitized emulsion. It can be pushed up to ISO 800/30 degrees with special processing. Qualities of the finest grain and special tonal range can be achieved by over-exposing the film by one f stop and processing the film in **Rollei low speed** developer.

Rollei Retro 400 120 mm \$5.01
Rollei low speed developer 1 Litre \$33.71

MORE NEW FILM!!

Fomapan 100 Classic and Fomapan 400 Action film are now available! Both films are panchromatically sensitized negative films with good resolving power. The films have characteristics of low granularity and good contour sharpness. The wide exposure latitude allows for the films to be overexposed by 1 EV or underexposed by 2 EV without any change in processing. Try out these new films with our in stock Foma Papers!

EXPIRED FILM LIST!!

Fuji RTP II 64 T 4"x5" (10 sheets) \$21.76 exp. March 2007
Fuji RTP II 64 T 4"x5" (50 sheets) \$57.75 exp. January 2007
Kodak EPN 100 135-36 \$10.69 exp. July 2007
Polaroid Type 59 \$52.92 exp. October 2006

Krista-Belle Stewart

Film and Paper Department

RENTAL NEWS!

Well last month it was new Canon equipment, this month it is new Nikon lenses! We now have a Nikon 17-55 f2.8G ED-IF AF-S DX lens in rentals. This lens is specially designed for use with digital cameras and is quite compact and light considering its focal length. Also very popular are the 70-200 f2.8 VR lenses and the 28-70 f2.8 so we've added another one of each to our lineup. As well, look for an 18-200 F3.5-5.6 G AF-S VR DX lens to appear in the very near future. If enough people are interested, and it is frequently booked, we may even get two! This is a good opportunity to try it out if you are interested in purchasing one, and don't forget that if you do decide to buy one within a month of your rental, one day of the rental charge will come off your purchase. Give us a call if you would like to book any of these great lenses. And now that Nikon has announced their new cameras, we will be getting a D300 and a D3 as well. This might take a little longer though as they are not due to ship for a while, we'll keep you posted!

Kathy

Rentals

NEWS FROM THE BACK

Sale on Pocket Wizard Plus II transceivers!

Now is the time to become wireless and pick up your pocket Wizards plus II transceivers. 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. There has never been a better time to buy a Pocket Wizard!

We have the **Dynalite** UNI 400 heads in. They are the flash heads that fit on the Jackrabbit II portable batteries. The 400 watt UNI heads are great for location work. The UNI 400 will give you 150 full power flashes with the Jackrabbit II power supply. If you want to use the UNI 400 in studio they can also be plugged in to an AC outlet. The Jackrabbit II battery is also a great power supply for your on camera flash, giving you 750 full power flashes. The UNI 400 flash head sells for \$785.50 and the Jackrabbit sells for \$466.00.

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.



Used department:

We have two Broncolor power packs with heads coming out of rentals. The Pulso A4 pack comes with two flash heads and is 3200 watts. The perfect pack if you need a lot of power and control. The second power pack is the Flashman 2, it comes with 3 heads and is 1900 watts. They are both selling for \$2500.00. There is also a Dynalite 800 watt power pack with 2 heads selling for \$1200.00.

Ron

Pro Sales

DIGITAL NEWS

Digital News - September 2007

Well late summer has brought a whole slew of major new product announcements from the photographic industry, with first Canon and then Nikon taking centre stage. First up, lets cover Canon's big news...

King of the Hill

Headlining Canon's announcement is the EOS-1Ds Mark III, the new king of megapixels and a camera many expected actually would come sooner. At 21 megapixels, this new full-frame digital SLR firmly pushes Canon into the realm once held exclusively by the likes of Hasselblad and Phase One digital backs. Not only have the megapixels been pushed up... way up, but the camera also features all the enhancements premiered by Canon in the 1D Mark III, the high-speed sports/action camera they introduced earlier this year. While the 1Ds Mark III can't boast the other Mark III's blistering 10 fps shooting speed (it chugs along at a "sedate" 5 fps), it does feature the 14-bit A/D converters, highlight priority mode, live-view LCD, enhanced AF system and the new body design of its high-speed cousin.

While the camera's many new features are certainly significant to enhance performance and image quality, mostly this camera is all about resolution, millions and millions of pixels worth of resolving power. Take a raw file from the 1Ds Mark III and open it as a 48-bit image in Photoshop, and you will be left staring at a 120Mb image, close to twice the size of its nearest competitor from Nikon. If it's resolution your clients, your stock agency, or your prints demand, you can do no better in a digital 35mm-based SLR than the 1Ds Mark III. The only way to get more resolution would be by investing in a medium format digital system. It is worth noting that the other feature that will help the 1Ds Mark III compete with digital backs is its 14-bit raw processing, which promises to improve shadow tonality and overall image smoothness. However Hasselblad digital backs, for example, do employ 16-bit processing and thus will likely still enjoy an edge when it comes to the sheer quality of their captured tonal range.

So the big question is, can the Canon 1Ds Mark III replace the need for a digital back? Short answer: maybe. Long answer: It all depends on your needs and certainly in many situations, you will likely find the 1Ds Mark III to be a significantly better tool than a digital back system. Way faster capture rates, far greater lens flexibility, weather-sealing, massively faster and more accurate autofocus and cleaner and smoother high-ISO images (presumably) are just a few of the obvious advantages of the new Canon. Until we see images from a production camera, I am only guessing here (hence "presumably" used above) however this is my prediction: for sheer resolving power, low-ISO smoothness, dynamic range and shadow detail, you won't be able to beat a 22Mp Hasselblad H3D/22 digital medium format system, let alone the 31 or 39 Mp versions. The huge sensor with its much larger pixels (and minus the detail-reducing anti-aliasing filter still used in virtually all digital SLRs), the true 16-bit raw capture and the stunning quality of Hasselblad's 645 H-system lenses, particularly the ultra-wide-angle primes, means that while the Canon 1Ds Mark III is definitely nipping at the heels of Hasselblad and Phase One, there will still be instances when the digital backs will enjoy a very clear and definite advantage from an image quality perspective.

However, compared to digital back systems, the Canon will certainly enjoy a significant price advantage - although not firm yet, the new top-end Canon will likely come in at under \$9,000 CDN, roughly the same price as its 16Mp predecessor, the 1Ds Mark II. Watch for the Mark III to begin shipping in early December. I anticipate demand will far outstrip supply initially, so get your name on the list now, if this camera is to be in your future!

Can you say "1D Mark III Light"?

At the nearly other end of the pricing spectrum, Canon has announced the very impressive successor to their popular EOS-30D, the all new EOS-40D. Why do I call it a 1D Mark III light? Well, the new 40D enjoys many of its bigger brother's advancements: 10.1 megapixels, 14-bit raw processing, highlight priority mode, 3" LCD with live-view (actually even more flexible than on the 1D Mark III), new sensor with enhanced micro-lenses for improved low-light performance, all new faster AF system with 9 cross-sensors working to *f*/5.6 and a claimed 30% focus-speed improvement over the 30D, faster frame rate (6.5 fps max on the 40D), larger raw buffer, interchangeable focusing screens (yes!), much bigger viewfinder with improved eyepoint and much more! In addition, although so far Canon has been vague, the 40D also enjoys improved weather-proofing with battery and CF compartment seals and rubber seals employed around some (but not all?) of its exterior controls. Lastly, Canon's new remote shooting software even allows you to control and fine-tune your lens' AF motor from your computer, allowing for smooth, jitter-free super-telephoto or macro focusing!



This is a much more significant upgrade than the switch from the EOS-20D to EOS-30D was, and the new features are all welcome improvements over the previous models. Initial reports on the Internet are indeed revealing the 40D to be quite a dramatic upgrade from the 30D, even showing improved pixel-level image quality, due to what appears to be a slightly weaker anti-aliasing filter that results in slightly sharper photos, similar to what was noted on the 1D Mark III. With all these advancements you wouldn't be blamed for expecting the EOS-40D to have increased in price over the 30D... but you'd be wrong! The EOS-40D will likely come in at the same price which the 30D was selling for, namely \$1399. Can you say sweet deal?

Since the EOS-40D is coming soon, we are blowing out our remaining **EOS-30D** bodies at only **\$1199!!!**

No "Coke Bottle", this...

Finally, to go along with the new megapixel monster 1Ds Mark III, Canon has decided to (finally!) replace their aging 14mm ultra-wide prime with an all new model, the EF 14mm f/2.8L II. It's about time... the old 14mm was getting really long-in-the-tooth, especially when used on full-frame digital SLRs like the 5D and previous 1Ds. The new 14mm is said to be enhanced in virtually every way, sharper corners, less flare, better coatings, more accurate focusing, less barrel distortion etc. Also due to ship later in the year, I will likely be reviewing this lens along with a 1Ds Mark III as soon as I possibly can. Price is still vague, but expect it around \$2,600, give or take. This new lens should prove to be a fine new piece of glass and not perform like something that was cut out of the bottom of a... well you know.

Nikon is BACK! D3 - the One Camera

Is it an "h" or is it an "x"? Is it about speed, or is it about resolution? Actually, it's about both! At long last, Nikon has answered the prayers of many a photographer: the new D3 has a full-frame sensor! Yes that's right, the D3 does not have a DX format sensor, rather a full-size sensor which they have (somewhat redundantly) coined "FX" format. Tired at being left "in the dust" by those wonderful full-frame, low-noise Canon CMOS sensors, Nikon has decided to strike back with a vengeance and has developed their own 35mm full-size CMOS sensor. If early indications are to be believed, it also appears that Nikon has managed to break Canon's near stranglehold on clean high-ISO performance. Not only are some pre-production ISO 3200 images I've seen exceptionally clean looking and light-years ahead of Nikon's previous models, but the D3 can be pushed to insanely high ISO ranges. How does ISO 25,600 sound? No that is not a typo, the D3 can be set to ISO 25,600, fully two stops more sensitive than Canon's best at ISO 6400! While I certainly don't expect images shot at that speed to be anything but horribly noisy, allowing those kind of settings does bode well for the more "mundane" ISOs of 1600, 3200 or 6400. Movie-still photographers are going to be all over the D3 when they learn of its high ISO prowess!

As far as the rest of the camera is concerned, Nikon has truly gone all out. This is no warmed over D2Xs, but an all new camera inside and out. How does this sound: all new AF system with 51 focus points and colour-priority focus tracking, 9 fps shooting speed (up to 11 fps with AF/AE lock!), a super-sharp and ultra-high resolution 3" LCD, Live-View with contrast detect AF (to one-up Canon!), lens-by-lens AF micro-adjustment, dual CompactFlash slots and, well, the list goes on and on. Not only has Nikon developed an amazing new CMOS sensor but an equally stunning camera to wrap around it! This is indeed the camera Nikon users have been waiting for.

You may have noticed that I have not mentioned a very important specification yet - megapixels. With those performance specs -11 fps, low-noise sensor, max ISO 25600- you couldn't be faulted for beginning to

worry that this might only be an upgraded D2Hs with maybe 8 or 10Mp. I mean, look at the 1D Mark III: a great camera... but “only” 10.1 Mp. Have no fear though, despite the speed and low-light capabilities, the D3 still has a very respectable 12.1 megapixels. “Harumph” you say... “is that all? The new Canon has over 20!” Well no, the D3 is not about being the king of the hill, not about being a megapixel monster. It is about being a balanced digital SLR, and from the sounds of it, it is probably the most well balanced camera ever put out by any manufacturer. In the past if you wanted speed, you gave up resolution. If you wanted resolution, you gave up crisp performance and a large raw buffer. Well no more. The D3 is so well balanced that 90% of all photographers will likely be able to use it for 90% of their work. Is it fast enough for sports? Yes. Is it full-frame for nice background blurs in portrait situations? Yes. Does it have enough resolution for stock? Yes - many consider 12Mp or higher mandatory. Does it have a fast, modern AF system with a super-responsive shutter. Yes. Is tough enough to withstand rugged outdoor shooting? Yes. Does it produce excellent images in low-light? Yes. Big bright viewfinder, sharp LCD, Live-View... yes, yes, yes. This is the one camera, the only one that many photographers might ever need. Of course I am basing much of this preview on published specifications plus what little feedback has come from photographers using preproduction D3 bodies. Still, my gut feeling as that my comments above will be born out when the camera finally ships later this year...

Still worried about it being 12Mp? Don't be. Drop by Beau and see the 40"x60" print we have from a D2X, two generations old now and shot at ISO 400 on a much noisier sensor. It looks great! Okay, if you are one of the small handful of commercial, landscape, architectural or studio photographers that need the very utmost in resolution and file size, maybe the D3 is not the right camera. For everyone else, the wait is over! This is the one... (estimated price just under \$6,000)

The trend continues - Mini Me too

Okay, so Canon has a “1D Mark III Lite” in the EOS-40D, and guess what? Nikon has also announced the D300, in many ways a “lite” or “mini me” D3 as well. Both Canon and Nikon have to be complimented for not cutting out too many pro features in their new mid-range SLR's and in this regard, especially Nikon. The D300 shares a huge number of the same features that the D3 has - same AF system, 14-bit, Live-View etc. Its main difference from the D3 is a lower maximum frame-rate of 6 fps (although it manages 8 fps with the optional grip/booster), no AF micro-adjustment and, of course, a totally different sensor. The D300 still has a DX-format cropped sensor which is the same size as the D2Xs or D200. However in an interesting twist, the D300 actually has just a few more megapixels that the D3, coming in at 12.3. However since those pixels are packed into the much smaller DX format sensor, do not expect the low-light / high ISO performance to be anywhere near that of the D3.

With advancements in sensor design and electronics in recent years, I would expect it to perform similarly, if not a little better, than the D200 which it's replacing, despite having 2 million more pixels in the same size sensor. So no ISO 25,600 on the D300... it tops out at a “mere” 6400 (boost setting). For the moment, it looks as though this new “mini-me D3” is going to be in a unique price bracket: a fair bit more than its (arguably) direct Canon competitor, the EOS-40D, but quite a bit less than the EOS-5D or 1D Mark III. Indeed, based on its features and promised performance, it may be at the perfect price point since in many ways it very well might outperform a 40D, yet not quite have the image quality of a 5D or performance of a 1D Mark III. As with the D3, we still don't have firm pricing but the D300 should come in at around \$2,000... give or take a little. As this camera will likely also prove to be a very popular model, get your name in on our list to make sure you are not last in line to get this impressive new Nikon.



Some big cannons from Nikon

Nikon has introduced a slew of new Vibration-Reduction (VR) super-telephoto Nikkor lenses: the AF-S 400mm f/2.8G ED VR, AF-S 500mm f/4G ED VR and AF-S 600mm f/4G ED VR. I don't think I have to say much here... expect these lenses to be big, expensive, heavy and above all, expect them to have truly stunning image quality, even wide open. That is what these big guns are for, after all!

Also new is a full-frame, ultra-wide zoom, the AF-S 14-24mm f/2.8G ED. This sounds like a wonderful new lens for the D3 (and D300 as well) and it is a unique ultra-wide professional zoom, beating out the Canon 16-35 as the widest pro-series f/2.8 full-frame zoom. Finally, a new AF-S 24-70mm f/2.8G ED lens is also being introduced as a logical successor to Nikon's venerable 28-70. Now one can have efficient coverage, with no gaps at all, from 14mm all the way to 200mm. Just three lenses will do, the new 14-24, the new 24-70 and the current AF-S 70-200mm VR. What a nice concept!

Lastly, a few words about one of Nikon's new lens technologies being introduced with all of these new lenses. Their new nano-crystal coating is supposed to be a highly efficient anti-reflection coating, dramatically cutting down on internal reflections for reduced flare, better contrast and improved sharpness. More things to test...

The news drought is over...

Well finally there is some digital news for our newsletter, and wow... talk about some amazing new products! These are exciting times and I, for one, can't wait to get my hands on these new cameras and lenses to put them through their paces. I have already sold my EOS-30D in anticipation of getting the new EOS-40D but I have to say, if my Canon lens collection was minimal, I'd be eying the new D300 seriously as well. This "war" between the two major digital SLR players is all good news for photographers as products keep getting better, as well as less expensive! It is truly phenomenal how digital SLRs have evolved in the last 10 years. We have advanced from 1.3Mp, \$25,000 bricks that would scarcely outperform today's \$250 point&shoot cameras from a speed standpoint, and not at all in image quality (!), to compact and inexpensive 10Mp cameras with amazing image quality, selling for under \$1500, that equal (or even better) the speed and shooting performance of the very best of the last generation of film SLR's. Digital SLRs have certainly matured at this point, and I would say that these latest models really have put the final nails in the coffin of the 35mm film camera.

Film... you remember don't you? The long black delicate stuff that comes in these little canisters, the ones you jam into the back of your camera, load in and shoot onto? No preview, no way of deleting bad photos, all your shots are a leap of faith until you bring the little canister into a lab and have them develop it for you... you remember now, don't you?

Finally call for all the new lower prices on many Nikon and Canon bodies and lenses!

Mike Mander

Digital Imaging Dept.

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