

BEAU NEWS

HOLIDAY PULP

December 2008



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BEAU
PHOTO

LIGHT UP YOUR X'MAS TREE

Ken



Beau Photo wants your Christmas to be **Bright** and **Merry** so for the month of December we will put all in-stock Hensel Lights and accessories on sale. In case you didn't know **Hensel** is one of Europe's best-known manufacturers of studio lighting. Made in Germany with distributors world wide, Hensel is synonymous with quality.

In the month of December you can take an additional **8%** off our regular low prices. That means you can buy even more!

Here is a sample of your savings:

Integra Pro Supersize Kit	Reg. \$2656.95	Sale. \$2443.52
Integra Pro Plus Supersize Kit	Reg. \$3539.95	Sale. \$3256.75

10 % off all used and consignment cameras, lenses and lighting. Here is a partial list of what is new in used:

Lighting

Speedotron	3 head Kit	\$950	-10%
Speedotron	2 head Kit w/ barn doors	\$1100	-10%
Venca	3 head kit with beauty dish	\$900	-10%

Cameras Digital

Nikon D70	Body only	\$250	-10%
Nikon D80	Body only	\$500	-10%
Nikon D80	Body with 17-85 lens	\$750	-10%
Nikon D1	Body only	\$150	-10%
Nikon D1H	Body only	\$ 75	-10%

Camera Lenses

Canon 17-85mm f4-5.6 EFS		\$450	-10%
Canon 70-300mm f4-5.6 IS USM		\$525	-10%
Nikon 80-200mm f2.8 ED	push/pull	\$300	-10%
Nikon 300mm f2.8 ED		\$500	-10%

Film Cameras Canon, Nikon, Leica, Contax, Hasselblad, Mamiya, Bronica...**-10%**

DATACOLOR REBATE & SALE

Datacolor is offering a mail in rebates on the Spyder3 Monitor calibrators. **\$15.00** on the Pro, **\$35.00** on the Elite and **\$100.00** on the Studio. This offer runs until December 15th 2008. This is a great gift for that hard to buy for photographer on your list.

LEXAR DIGITAL MEMORY CARDS

Professionally designed for high-speed performance, Lexar introduces new 233x CF cards: amazing speed and reliability. The Lexar Professional 233x CF card is ideal for advanced photo enthusiasts and professional photographers who demand optimal performance from both the memory card and DSLR camera they use. The card is available in a range of capacities up to 8GB, and capable of minimum sustained write speeds of 35MB/second when paired with a UDMA-enabled device. Professional cards come with a limited lifetime warranty and a free, dedicated customer support line. Designed with professionals in mind, the Lexar Professional 233x CF card improves your workflow so you can focus on your photography. The Lexar Professional 233x CF card is available in 2GB, 4GB, and 8GB capacities.

Includes valuable downloadable software - The Lexar Professional 233x CF card includes Lexar Image Rescue™ 3 software, which reliably recovers most photo, video, and audio files, even if they've been erased or the card has been corrupted. The software can also reformat the card, securely delete images, and report on the overall condition of the card, so you can ensure it's in perfect working order for your next shoot. The software is available for free download with purchase of the card.

Lexar 2GB CF 233x card	\$35.95
Lexar 4GB CF 233x card	\$58.95
Lexar 8GB CF 233x card	\$91.95

While I'm still in the spirit of giving
Here are some sale prices for the Lexar 133x cards.

Lexar 2GB CF 133x card	\$29.45
Lexar 4GB CF 133x card	\$48.45
Lexar 8GB CF 133x card	\$79.45

Please note: Limited quantities, while supplies last!

For those of you shopping for a large-format Canon printer as a stocking stuffer (well okay, maybe just shopping for a printer for yourself), there are some tremendous deals to be had! Not only are there substantial rebates from Canon at the moment but there was also a significant price drop on their 24" wide image PROGRAF printer, the **iPF6100**. Formerly close to \$4000, this unit is now only \$2995... and that is before the rebate!

With the additional \$400 rebate, this brings the price of the 24" iPF6100 down to only \$2595! We do have a demo of this excellent printer on hand if you'd like to have a look or bring in a file for a test print – just call ahead and make an appointment before you do please.

In addition, there has been a small price drop to their iPF5100, the 17" wide cousin to the iPF6100. Now, the iPF5100 is only \$2250 and with Canon's \$200 rebate, this makes **the iPF5100 only \$2050!** Why would you not spend the extra and get the iPF6100? Well many of you might, however the one distinguishing feature, apart from the obvious size difference, is that the iPF5100 comes with a paper-tray, whereas the iPF6100 is a classic wide-format printer: roll-feed or single sheet feed only. If you need to crank out a bunch of 8x10 prints, just load up the tray on the iPF5100 with a stack of paper, no problem. On the iPF6100, it would be a laborious 1-sheet-at-a-time affair. Of course you could get a 10" roll and let the iPF6100 auto-cut prints – certainly a viable option that many will want to do.

Print quality on these latest Canon printers is stunning, having a whopping twelve ink system. Not only do you have the classic cyan, magenta, yellow, photo cyan and photo magenta inks of a photo inkjet, but you get photo black and matte black loaded at all times. **This prevents any ink wastage when switching between glossy and fine-art media types** - some other printers might waste up to \$75 worth of ink when making the change! Finally, you get gray and photo gray for outstanding, dead- neutral (and dead-gorgeous) B&W prints as well as red, green and blue primaries for beautifully vibrant colours in deep shadows. Twelve inks in all! With all those inks, you might think the printer is expensive to run... well not so. An 8x10 print on glossy media consumes maybe \$0.25-\$0.35 worth of ink and a 20"x24" is maybe \$1.50-\$2.00, which is substantially cheaper than any small desktop inkjet.

Lastly, the 44" and 64 inch wide iPF8100 and iPF9100 printers also have huge rebates, \$1000 and \$2000 respectively. If you need a quote on one of those monsters, please contact me... Please note that these rebates end Dec 31st, therefore since we are closed between Dec. 24th and Jan. 5th, you'll to act quickly if you still want one of these before the end of the year!

HASSELBLAD NEWS As mentioned in our last newsletter, we are having a product launch event on Tuesday, December 9th. It will be held at **Ray Lum's Studio**, starting at 3pm and running until 8pm. There will be two formal presentations, each one the same, so you can come to whichever one suits you better time-wise. We will have three new products of interest there, the new **50 megapixel H3DII-50 system**, a prototype of the **HTS Tilt-Shift adapter** (not due to actually ship until next year), as well as the new **HC 35-90mm wide-to-normal zoom lens**. A rep. from Hasselblad will also be demonstrating the now-shipping v1.1 Phocus software and discussing workflow. We will also be emailing out invitations soon, but for now, here is the tentative schedule of events, as well as the exact address:

Hasselblad Launch Event – **Ray Lum's Studio**

Where: **1810 Pine Street, Vancouver**

When: **Dec. 9, 2008 from 3pm-8pm**

Afternoon Presentation: 4:00-4:30pm

Q&A and Product Hands-On: 4:30-6:30pm

Evening Presentation: 6:30-7:00pm

If you'd like to attend this event, please RSVP me at digital@beauphoto.com

V-Series: The end of an era - An email from Hasselblad the other day was a bit of a shock, yet not surprising. Classic Hasselblad V-series lenses are no longer being manufactured. That's right, for those of you still shooting a 500C/M, a 501C, an ELM a 503CW, well you will no longer be able to buy any new lenses – the used market will be all that there's left. Currently Hasselblad does have limited stock of numerous lenses, but once that stock has dried up, that will be it! For now, Hasselblad will continue manufacturing the 503CW body, while there is still some demand for it, but soon I suspect it will be gone too.

Digital is even taking over the medium format world these days, and although most V-series lenses were superb performers when shooting film, many simply do not perform as well as people might expect when using a digital back. Hasselblad's new 645 H-system lenses simply blow everything else out of the water as far as image quality, since they were designed from the ground up for use with high resolution digital backs. Most medium format shooters are gravitating towards that system these days, especially now that Hasselblad has dropped their pricing substantially (as much as 30%!), as outlined in a previous newsletter from us.

So that's it... get 'em while they last, those classic Hasselblad-branded Carl Zeiss lenses! But...there is actually one last option: Carl Zeiss themselves are still selling a very limited range of Hasselblad mount lenses, namely a Distagon 50mm f/4 T*, a Makro-Planar 120mm f/4 T* and Sonnar 180mm f/4 T*, so all is not entirely lost.

For more info on this, or to order up one of those last Hasselblad lenses to make a smashing Christmas present for someone, give me a call!

HOLIDAY X'Mas tree buddies, at Beau Photo for more or less than \$50



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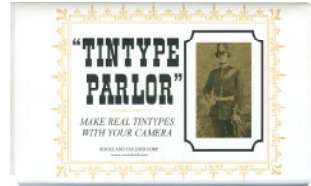
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1 Tight & warm Journeyman gloves, \$35.95/pair 2 Fuji CD-R, inkjet printable spindle of 50 at 700mb, \$48.33 3 Photographs of yourself in a self-mount album by Renaissance in 8”x8”, \$54.50 4 Gorillapod bendable tripod, \$43.50 5 Gaffer tape, \$21.95 6 Backlit photo frame, \$20.00 7 Diana F+ camera with a flash, \$82.50 8 Tintypes in 3 minutes -Tintype Parlour Kit, \$38.95

X'MAS LENSBABY SALE

Ken

Here is a great stocking stuffer idea for the photographer on your list. Lensbaby Lenses are fun and creative gifts for that hard to buy for photographer. Right now they are on sale, so save some money on these unique accessories! In case you don't know what a Lensbaby is, it's a selective focus lens (camera accessory), that allows you to choose where the plane of focus is going to fall on your film or image sensor. Simply put, it is a fun way to play with the focus of the picture you are taking, making some parts of the image sharp while others are soft. You will be amazed with the great photos you will get playing with these babies. With a lensbaby your photographs are a little different and maybe just a little bit better than the competition. I could go on and on but it's better to show you, so to see some fantastic results go to www.lensbaby.com



Lensbaby G3	Reg. \$ 286.95	Sale \$239.49
Lensbaby 2.0	Reg. \$ 142.95	Sale \$95.49
Lensbaby Original	Reg. \$ 96.95	Sale \$89.49
Lensbaby G3 for Medium format (Pentax 6x7 or Mamiya 645)	Reg. \$ 390.95	Sale \$360.49
Lensbaby PL mount	Reg. \$489.95	Sale \$455.49

CANON DSLR SALE

Mike

EOS-40D Body	\$959
EOS-40D Kit w/17-85mm IS	\$1279
EOS-50D Body	\$1325
EOS-50D Kit w/18-200mm IS	\$1775

ALL NEW KATA 3N1

Jason

The unique 3N1-10 bag provides ultimate freedom and allows for three carrying options in one while morphing from sling to backpack and back again fast and easy by use of its quick release buckles.

In sling position, the bag easily swings around from back to front to achieve quick draw access to your main camera and backup lenses as well as fast and easy changing of lenses.

In backpack position and "X" position you can comfortably carry your equipment for long distance walking when needed.

The included chest belt and balancing hip strap helps take the load of your heavy equipment off your shoulders.



Arrange your equipment in the bottom main compartment of the pack taking full advantage of the modular dividers to custom fit the bag to your exact equipment.

The large top compartment will hold personal gear or additional gear, and the internal pockets and mp3 player pouch will allow you to organize your personal effects as efficiently as your photographic gear. Two external pockets allow quick zippered access to accessories without opening the main compartments.

The included rain cover folds neatly away into an integrated pocket and can be hung out to dry on the small buckle next to the handle, or tucked away for storage in one of the pockets.

The sling backpack is also compatible with the Kata insertrolley (not included) when easy, wheel along transportation is needed.

3N1 20	\$99.95
3N1 30	\$199.95

ALBUMS & FOLDERS

Barb

I promised that I wouldn't sing the 'snow song' until December, so here we go. Is everybody with me? In the key of 'D'... A one and a two and a... 'Oh, the weather outside is frightful...'

Are we all prepared? Let's see: I need to deck the halls, bake the cookies, wrap the gifts, and hang the stockings (with care, of course!). I'm looking forward to that long winter's nap!

We've placed our final factory orders for 2008, so if you have projects remaining to be presented, please let us know what you need as soon as possible for best choice. We're well-supplied with the traditional photo mounts and proofbooks, We still have a good supply of Christmas Cards, and have stocked up on the TAP Customview folios and mats for photo and CD/DVD presentation. All that's left for me to do is to wish you and your families the best of the Holiday Season, and hope to see you soon.

RENAISSANCE ALBUMS

Timshel

Albums, albums, albums. What does one write about albums. Hmmmm.... Well, here at Beau, there really isn't anything new to say about albums this month, but there is something to say about pricing.

Okay, so album pricing is related to albums if you want to get technical, but using the 6 degree's of separation you can relate albums to anything.

Let's try it. Albums, and..... Kevin Bacon! Well, Kevin Bacon was in a movie called "He said, she said" where he got married, aaaand he is a singer, who, in all probability has produced a music album!

YES! Did you see that! Boo-yah!

Ha ha ha ha ha. * sigh *

Anyway, what I was getting at is, we are sorry to say that due to the recent fluctuation in US and Canadian economies (and yes they are separate), album prices will be going up 15-25% in January.

So, get your album orders in before Christmas if you want to take advantage of the current rates, otherwise, you can take it out on Kevin Bacon.

The Loonie is affected by the US dollar-> George W. Bush, is the current president during this economic crisis -> Richard Nixon, was president at the time of the Watergate scandal involving fraudulent behavior -> Kevin Bacon was in A Few Good Men a movie about president Nixon and said scandal. There you have it!

Happy Festivus !

The Very Beginning.

People always seem to want to know where and when it all began, what was the very first picture, or first whatever it might be they are studying. With photography, this isn't necessarily a straightforward question. As I said in an earlier article, in 1839 Daguerre and Fox Talbot both made announcements about their new photographic processes, but neither of their images are considered the first picture. This distinction usually goes to Joseph Nicéphore Niépce of France.

Niépce was more of a scientist and was interested in experimenting with the newly discovered process of lithography - printmaking using stone. He was successful in copying engravings but wanted to be able to copy the image he could see in his camera obscura (these camera obscuras were basically large format cameras with a lens and a ground glass surface on which an image is projected). Camera obscuras - meaning dark room or dark chamber - were known about since around 1000 AD (and again, there is a long exploration here of who was really 'first') and were likely used by the Dutch Masters painters in the 17th century, and later by painters in the 18th century.

So on to Niépce. He was determined to make a photograph on a plate in his camera obscura. In 1826 or so, he succeeded, and called the process Heliography. He used a pewter plate coated with bitumen of Judea (an asphalt like substance) put in the place of the ground glass in the camera. After a good 8 hours exposure or so, he washed the

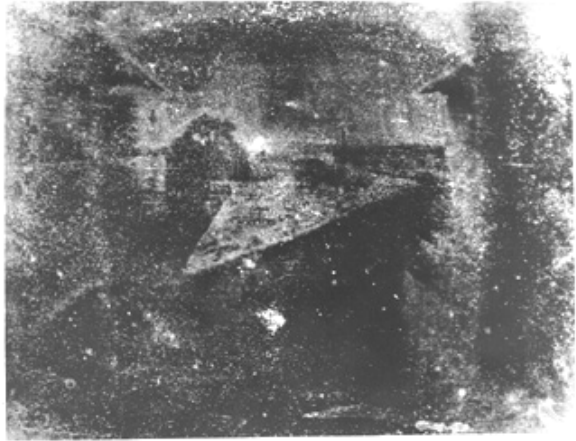


plate with a mixture of lavender oil and petroleum which washed away the bitumen not hardened by the exposure to light. The resulting image is difficult to see, but you can make out roofs and a tree - the view out his workshop window. if you would like more information on this image, and to have a look at it, the University of Texas at Austin has a good write up which you can see here - <http://www.hrc.utexas.edu/exhibitions/permanent/wfp/> The image is still safely kept there as well.

But is this really the first image? It is thought of as the first permanent image, but there were likely many made before this date which do not survive today. The problem was fixing the image, I'm sure many images faded away upon exposure to light and the elements, to the frustration of their makers. The solution to this problem came from Sir John Herschel in 1819 in the form of Sodium Thiosulphate which we still use as fixer today. Even Thomas Wedgwood of the fine china fame was an important contributor to the beginnings of photography. He wanted a way to more easily apply patterns to ceramics, and we quite possibly owe the discovery of silver nitrate as a good light sensitive solution for creating images to him. This would be around 1802. More recently, there has been some discussion of a fixed impression of a leaf originally thought to be by Fox Talbot as being a work of Wedgwood. This is a very recent inquiry, as you can see from an April 2008 article in the New York Times, here is the link:
<http://www.iht.com/articles/2008/04/17/arts/17phot.php>

So who did create the first image? History, as we know, is constantly being rewritten, and I'm not sure I have a really good answer for that. If you are interested in a longer discussion about this, have a read of a really great book by Geoffrey Batchen called *Burning with Desire, The Conception of Photography* from MIT press.

Next month, I think we'll look at something a little less academic, I'll pick a fun historical process to explore, so stay tuned.

RENTALS

Kathy

For those of you who couldn't make it to the Lensbaby workshop, or maybe just can't decide if it's really for you, why don't you try renting one for a weekend. We now have the Lensbaby Composer for Nikon and Canon bodies in rentals as well as having the good old Lensbaby 2.0 and the 3G. We've also got the Optic Kit with the option for pinhole, zone plate, plastic optic, and a single glass optic. That's a lot of creative options for you. If 35mm is too small, we also have the Lensbaby 3G for Pentax 67 - we do have a Pentax 67 if you need one of those as well.

If a weekend is too short for all of that Lensbaby fun, consider renting for the holidays. We will be closing December 24th at noon and reopening January 5th, and you can rent anything you like for that period for only a two day rate. Call ahead to book as I think it will be a busy rental day. Happy holidays to everyone who has rented this past year, it's been good to see all of you and we look forward to helping you with your rental requests next year!

EVENTS

KARIN BUBAS

Valley of The Heart's Delight

New photographs

Monte Clark Gallery

November 20 through year end

www.monteclarkgallery.com

JULIET AND FRIENDS

Presentation House Gallery

A look at Vancouver history from 1950's to 1970's through photographs from the collections of CBC Vancouver, the commercial studio of Dick Oulton and the Penthouse Nightclub.

November 22 to January 11, 2009

www.presentationhousegall.com

SALON SHOW

Exposure Gallery

A group show

December 5 to 21

Opening reception December 5, 8pm

www.exposuregallery.ca

BEAU HOLIDAY HOURS

December 24 8.30am-12pm

Back on January 5th at 8.30am