



NEWSLETTER

The new products Keep on coming!

New products mean I'm making no friends at inventory time.

But I don't care "I'z got's to keep my peeps happy" You have to come and see all the new products we have brought in lately. Let me tell you about a few. We have a lot more books from Amherst Media to look at. Covering a wide range of subjects from entry level to Pro. These books are now displayed in a beautiful swirly whirly display case. We are now stocking the Digital back swab from Visible dust, as well as their new 800 SD kit that has an assortment of exchangeable brush sizes. Finally don't forget to check out the FlashWaves radio transmitter / receiver kit which has 10 channels.



Huge sale on Lowepro Photo and Nature Trekkers !!!!

Hurry in, there are still some left! Save up to 40%!

Save on Lowepro's best selling backpacks for outdoor photographers. These roomy backpacks can be customized for a variety of equipment. They have been designed with very comfortable harness systems that are fully adjustable for all body types. The well thought-out design extends down to the smallest details, including all weather covers and water-resistant YKK zippers. Both the Nature and Photo Trekkers come with a daypack, side shoulder strap, rubber handle and quick access tripod mount, to position down the center or sides of the pack. These bags also have tough attachment loops made of Hypalon, the same material used in river rafts. These loops allow you to attach various "sliplock" accessories. To get this great deal on a Nature Trekker or Photo Trekker backpack, act quickly because this is a special promotion through Lowepro and stock is limited.

Photo Trekker	Reg. \$315.95	Sale \$195.95
Nature Trekker	Reg \$271.95	Sale \$163.95



Ken

Product Sales and Purchasing



FILM AND PAPER NEWS

Iford has now introduced the new inkjet paper GALERIE GOLD Fibre Silk.

A 310gsm inkjet media that features a traditional barium sulphate (baryta) base.

Gold Fibre Silk is ideal for printing black and white images due to the baryta layer which gives the surface detail and definition, enhancing whites and blacks.

The inkjet media's full tonal range is able to produce images using different creative techniques. For instance, Ilford created filter factors to produce digital toning in ranges from warm to cold tones.

Try a sample pack of five sheets for \$13.00 (limited in-store quantity) or

8.5"x11" (10 sheets) - \$14.53

13"x19" (10 sheets) - \$41.64

17"x22" (10 sheets) - \$61.67

17", 24" and 44" rolls are also available.

Krista-Belle Stewart

Film and Paper Department

Renaissance Albums

Renaissance has brought out a whole new line of products for the New Year. New lower pricing is already in effect and all new samples, swatches and catalogs are on their way. Some of the new library bound albums we will stock in the near future include a black silk cover and a black suede like material cover in 12 pages. The Hudson self mount album is now available to order with a whole page of adhesive and a whole range of new sizes. Lime mini albums have been discontinued but are available in distressed brown and red. We will also be stocking the new 11x14 self mount Ventura album and the new 12x12 will be available to special order in.

Digital albums also have new lower pricing and new upgrades including new cover materials, thicker pages, and more custom options. The new pure acrylic cover with a metallic print underneath it is definitely one of the most exciting new options, a sample should arrive sometime in the beginning of this month for those who are interested in viewing it. If you feel overwhelmed with digital albums and the whole designing element of them come by, I can give you a short demo on the software that Renaissance offers to assist you with designing. It's really simple and has hundreds of templates that you can drag and drop your edited photographs into, piece of cake.

Other than this, if you have any questions feel free to call me or come by.

Ola



Renaissance Albums

NEWS FROM THE BACK

RENTAL NEWS

Well the old saying goes “When the rental manager is away, the part-time rental helpers will play.” As Kathy has left me here to hold down the fort while she takes a well deserved holiday I have been indeed playing! I have a rental haiku:

elusive image
flashing lights, f8 or not?
a new emergence

Patricia

Rentals

SHE'S BACK!

During the cold winter months many of us go on a holiday to someplace warm. The Beau rental department is no exception (well one of us got away, sorry Patricia).

I took our Olympus 720 SW point and shoot with me to take pictures of the tropical fish. It is a shock proof, waterproof little camera that is easy to carry around with you, and you really can take it underwater (first making sure that all the seals are clean and properly shut of course). It is a 7.1 megapixel camera with 3x optical zoom and a few different underwater modes. I have to say that the LCD is not as bright as it could be and is a little hard to see in bright light which makes centering a swimming fish a little difficult, but I did get better at it with practice.

The image quality with this camera is not as good as many point and shoots you can get now, but its underwater capability makes it worth it. Some tips for getting good results underwater - be careful how you hold the camera, it's easy to get your fingers in front of the lens, or to change a setting without knowing it. Try to stay in the shallow water while taking pictures, when there is less depth the colours are brighter and the fish will be closer to you. It is a good idea to have some kind of wrist strap attached to the camera while you are in the water, unfortunately, this camera doesn't float. Also, to keep the camera in good working order, be sure to rinse it off in gently running tap water after use.

If you would rather have an underwater camera of your own, we can get them in for you. The new model Olympus Stylus 1030 SW would sell for under \$400 and being a newer, improved model, will likely have better image quality and a brighter screen. Here are a few images of the fish friends I met while on holiday.



Kathy

Rentals



We have a Lightly used (1 week) Canon 1D Mark III for \$3899. The camera comes with a full 1 year warranty from Canon.

Need a back up camera? There are still a few Canon 30D's for \$750.00.

There are a couple of Nikon 17-55 f2.8's for \$1100.00 each. Both lenses are in excellent condition.

Here are some other used items just in :

Leica M6 with a 50mm f2 \$1500.00.

Nikon 4000 ED scanner \$700.00.

Canon 1DS mark III \$5000.00.

Nikon 20-35 f2.8 mm lens \$550.00

Ron

Pro Sales

DIGITAL NEWS

Important Note: Canon EOS-1D Mark III "Sub-Mirror Fix" Service

For those of you who have early generation 1D Mark III bodies, if you are having any focus-tracking accuracy issues, Canon Canada is performing the requisite fix under warranty. Call us with your serial number and we can check to see if a repair is required. You can also find the list of serial numbers on Canon Canada's website. To arrange for your camera to be sent in, you need to call Canon toll-free at 1-800-OK-CANON. You make repair arrangements directly with Canon and they will give you shipping instructions etc. Call us for more info as well...

PMA 2008 Preview

After starting out this month's digital news with the statement that there was not any news from PMA yet, suddenly there are a rash of announcements from Canon, Nikon, Fuji and more! Here are some of the more interesting products that were announced so far...

Canon

First on the list is the new **EOS Digital Rebel XSi**. This new camera replaces the Rebel XTi in Canon's lineup, however the Rebel XTi will continue as Canon's new introductory model. In other words, the Rebel XT is being discontinued. We have not received confirmed pricing yet, but expect the new XSi to come in at roughly the same price as what the Rebel XTi was selling for. There are actually an extensive number of improvements, and like the EOS-40D before it, this is not just another "warmed over" version of the previous model. Here are just a few of this new camera's specifications:

- 12.2 megapixel CMOS EF-S Sensor (is this a baby 5D?) with anti-dust vibration
- Huge 3" LCD with Live-View
- Contrast-Detect AF in Live-View (a first for Canon)
- New bigger, brighter viewfinder, reported to be similar to the EOS-30D
- New 9-point AF system, similar to the EOS-30D
- 3.5 fps shooting speed with a 50+ shot JPEG buffer (6 raw)
- 14-bit A/D and Highlight-Tone Priority
- Spot-Metering (4% center spot)
- Full-time viewfinder ISO display
- New paged menu system
- SD/SDHC Memory Cards (not CompactFlash)
- Slightly larger and more ergonomic body with a new battery grip available

As you can see, these are some dramatic improvements over the Rebel XTi, well apart from the choice of memory card perhaps. Apart from its high-ISO performance, which I have to assume will not be on par with the EOS-5D (or the 40D for that matter), this camera could very well be considered a baby 5D... indeed it beats the 5D in quite a number of areas and has adopted many of the EOS-40D's advancements as well. If the image quality holds up reasonably well at higher ISO's, and based on Canon's reputation in this area, I cannot imagine it won't, this will be an immensely popular camera, not only with aspiring amateurs, but also as an inexpensive yet capable backup camera. Indeed, apart from its name and likely soon-to-be ubiquitous nature amongst amateurs, it could likely even be a pro's primary camera for some types of work.

Apart from the new Rebel, there is little else that Canon has announced that would be of interest to pros. Some new P&S digital cameras, some new multi-function printers and that's about it. Onward to the competition then...

Nikon

Nikon has several interesting announcements: apart from the new D60 Digital SLR, which is more or less a warmed-over D40x, with Nikon's Dust-Reduction System thrown in for good-measure (the D60 designation is more to prevent confusion and place the product more logically between the D40 and the D80), Nikon has also announced a number of interesting new pro lenses. At the top of the list is the new PC-E **Nikkor 24mm f/3.5D ED Tilt-Shift**. Complete with "Nano-Crystal" coatings, this new lens is squarely aimed at matching Canon's own TS-E line-up. In light of that, they have also, surprise surprise, announced a 45mm PC-E as well and... a revised and improved PC-E Micro Nikkor 85mm to replace their current 85mm tilt-shift micro. These new PC-E lenses no longer require one to manually stop-down the aperture (at least on the D300 and the D3) and will do this automatically when shooting, just like any other normal lens. Being a more modern design with Nikon's excellent new coating technology, I do expect these new lenses to outperform their Canon counterparts, but until they have been tested, that is only speculation on my part. One thing to keep in mind is that one only gets full movement "freedom" on the D3 digital body. On other Nikon digital SLRs, especially those with a built-in flash, there is limited clearance for this relatively bulky lens and that restricts the tilt and/or shift capabilities somewhat. Also keep in mind, that these PC-E lenses cannot be used on older manual-focus bodies like an F3 or FE2 for example.

Also new is a revised version of the venerable Micro Nikkor 60mm f/2.8, the new **Micro Nikkor AF-S 60mm f/2.8G ED**. The new lens has the AF-S (Silent-Wave) focus motor and sports a more advanced optical design than the old Micro 60mm, for even better optical quality than its already-good predecessor. On top of this, add the Nano-Crystal coatings and you have a thoroughly modern version of the classic 60mm, surely destined to become another classic in its own right. Surprisingly enough, to me anyway, Nikon has opted not to include their VR image-stabilization on this new lens. VR can be very helpful when hand-holding high-magnification macro shots, and it is included in Nikon's excellent Micro Nikkor AF-S 105mm f/2.8G VR, however the 105mm VR is a huge lens, which did put some people off, so maybe leaving it out of the new 60mm was a good move and helps keep the new lens quite compact and light.

A number of new P&S digital cameras round out Nikon's announcements. So no... no new high-megapixel digital SLR to compete with Canon's flagship 1Ds Mark III yet - and while Sony has just announced a 24 Mp plus CMOS sensor, I doubt we'll see that being used in a Nikon body until the fall...

FujiFilm

While Fuji does not have any new digital SLR bodies announced, they have indeed dropped the price of their S5 Pro digital SLR, down to a very attractive \$1699! This makes the camera much more appealing and brings the price below Nikon's new D300 for the first time. While there are many ways in which a D300 would best a Fuji S5 Pro, the S5 still excels at giving what are probably the best JPEG files in the business when faced with difficult, high-contrast conditions. Fuji's natural skin-tones also make the S5 an ideal portrait and wedding camera for those photographers who have not yet embraced a RAW workflow.

While not strictly a "pro" camera, FujiFilm's newly announced S100FS high-end P&S digital is being billed as the ideal nature and landscape photographer's camera. The specifications are indeed impressive and if Fuji can pull off their image-quality and performance claims, this camera may indeed be an excellent "backup" camera, a superb and highly capable walk-around P&S, or in some instances maybe even a perfect primary camera for those wanting high-end image quality in a super compact body. Long distance hikers, rock-climbers or mountain-bikers come to mind for example. Here is a rundown of its specifications:

- 11 megapixel Super-CCD with both 3:2 and 4:3 aspect-ratio modes
- ISO range up to 10,000 at reduced file size. Full 11 Mp from ISO 64-1600.
- Extended dynamic range modes, similar to the Fuji S5 Pro
- Fujinon 28-400mm f/2.8-5.3 Zoom (manual, not motorized) with Image Stabilization
- Lens and CCD module carefully aligned, firmly coupled and factory sealed
- Advanced EVF LCD Viewfinder with significantly higher quality than previous cameras in this category
- Rear 2.5" LCD with adjustable rear tilt - 90° upwards to 45° downwards
- Film Simulation modes (FS in the camera's designation) for Velvia, Provia, Color-Neg (Portrait) and Natural colour renditions.
- Shutter speeds of B and 30 seconds to 1/4000
- High-speed 3 Mp mode - 7 fps for 50+ shots
- Raw, JPEG or Raw+JPEG shooting
- Flash hot-shoe and a PC-sync socket for studio work
- SD, SD-HC and xD Memory Cards
- "Petal" shaped lens-hood with notch allowing easy polarizing filter adjustment

Obviously a few of these specifications need to be taken with a grain of salt: it is likely the ISO 10,000 claim has only been included to "beef up" the camera's specifications when compared to the competition, however if Fuji manages to keep their ISO 800 and below performance on par with some of their other recent efforts (the F30/F31 cameras for example), then it will still likely outperform any other P&S on the market when it comes to high-ISO image quality.

Also notable is their emphasis on the quality of the Fujinon lens designed specifically for this new "bridge" camera. Several aspherical and ED (low-dispersion) glass elements are used, and despite its super wide zoom range, it sounds as though this lens will deliver truly outstanding image quality. The price on this new camera has not been set in stone yet, but expect it to come in between \$750 and \$800 somewhere. I am intending on thoroughly testing this camera when it becomes available, so watch for a future detailed report!

The second camera of interest is the new F100fd. This camera might finally be a worthy successor to the F30 and F31fd point&shoot cameras. What set the F30/F31 apart from all of their competition was that they provided the only truly usable high-ISO capabilities of any P&S on the market. Even now, almost two years since the introduction of the F30, there is still no other camera, from any manufacturer, that can touch it for high ISO quality in this category. FujiFilm themselves have introduced two models that could, in some ways, be considered replacements for the F30/F31 (the F40fd and F50fd), however neither of those could



truly match the high ISO prowess (or even lens quality) of the F30/F31fd. I have high hopes for the F100fd though, as Fuji surely has read the reviews that lamented the “deemphasis” on quality in their seeming blind rush to equal other manufacturer’s high megapixel models. Although the F100fd will still be a 12Mp model, like the F50fd before it, one can hope Fuji has made some further advancements in their compact Super-CCD sensor quality. A nice addition to the F100fd is a brand new 28-140mm zoom, with optical image stabilization. This is a major improvement over the F30/F31 which only had 36-108mm zooms without stabilization. Although the F100fd still does not have a RAW mode (neither did the F30/F31), it does have a version of Fuji’s expanded dynamic range modes whereby a high-contrast scene will have its contrast compressed, before the in-camera JPEG processing, to reduce the likelihood of blown highlights or blocked shadows, one of the limitations of most small-sensor P&S cameras.

We sold quite a few of the F30 and F31 cameras and I have received nothing but glowing feedback about their image quality. Indeed, I own an F30 myself, so I do hope Fuji manages to live up to the quality benchmark that they set for themselves with the now legendary F30 and F31fd! On eBay, the F30 and F31fd cameras are selling for more than they originally did! No exact prices yet, but expect the F100fd to sell for about \$399.

Well that about wraps it up for my pre-PMA report. Note that Beau Photo will not be at PMA this year so unfortunately there will be no blow-by-blow show blog or travel galleries of mine like last year... sorry!

Colour-Management Specials

X-rite (Gretag-Macbeth) Eye-One Display 2 / LT (\$199 / \$139)

A special purchase has allowed us to reduce the price of our Eye-One Display 2 monitor calibrators. Formerly, this package was \$259 but now it is on sale (while supplies last) for only \$199! This is over 20% off the regular price!

In addition, we also have the “light” version, the **Eye-One Display LT**, on sale for \$139, which also represents a savings over over 20% the regular price of \$179.

Now in stock: ColorVision Spyder3 Pro and Spyder3 Elite and Upgrades!

We now have both the high-end **Spyder3 Elite** in stock at **\$289** and the **Spyder3 Pro** in at **\$179**. In addition, we are offering **a customer loyalty discount of 20% on upgrades** to the top-end Spyder3 Elite package! Here is how it works:

- Bring in your Beau Photo receipt for the purchase of any Spyder2 product (except the Spyder2 Express) – this includes the Spyder2 Suite, the Spyder2 PRO and the PrintFIX PRO Suite.
- Also bring in your Spyder2 calibrator – the “puck”.
- We will confirm your purchase and record the serial number of your Spyder2 calibrator.
- Buy a Spyder3 Elite at a 20% discount which works out to only \$232!
- Take away your brand new Spyder3 Elite... and your old Spyder2 as well! Yes, you get to keep your old Spyder2 to do with as you wish. Pass it on to a friend or family member, keep it as a backup, sell it on Craig’s list... even let your kids dissect it as a science experiment! Anything you want...

Mike Mander

Digital Imaging Dept.

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