

BEAU NEWS

September 2008
Photographic Pulp

**PLASTIC
PHOTOGRAPHER
DOES
THE LOW TECH**

**see page 16
for details.**



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New Canon EOS-50D!



The **EOS-50D** will sell for about \$1449 CDN. It is placed above the 40D, but the 40D is continuing on at a lower price (\$1099 for now, maybe dropping more when 50D starts shipping). **Here are some specifications of the camera:**

- 15 megapixel sensor with improved “gapless” microlenses and Digic IV processor.
- ISO up to 12,800 and images at high ISO are said to have a 1.5 stop improvement over 40D, despite 50% more pixels!
- 6.3 fps shooting with a 16-shot buffer for 14-bit RAW files.
- 90 shot buffer for large-fine JPEG with UDMA cards (supports 300x Lexar or SanDisk Extreme IV speeds).
- 920,000 pixel high-res LCD screen with extremely good anti-reflection and anti-scratch coatings.
- Lens AF micro-adjust like the pro ‘1’-series bodies. Ability to do global front/back focus adjustment as well as tweaks for 20 individual lenses.
- Still a 1.6x crop, so supports all EF-S lenses
- “Fluorine” coating on sensor is said to repel sticky dirt like pollen grains much better.
- Improved focus tracking (predictive AF) due to faster Digic IV processor, otherwise focus points are same as 40D.
- Improved weather-sealing over the 40D but still not pro-level like the ‘1’-series.
- Improved menu user-interface with additional customization.
- Same focusing screens, battery, CF card slot and grip as the 40D - no new accessories needed.
- Built-in lens vignetting compensation, with all Canon lenses preprogrammed.
- Four levels of high ISO noise-reduction (plus OFF).
- Four level of “lighting optimizer” (plus OFF), similar to Nikon “D-Lighting” - still has “highlight tone priority” as well.
- “Direct print” button now is used for Live-View access.
- Live-view has optional contrast-detect AF (slower, but mirror does not have to flip up) with the ability to do face-detection for focus and exposure.

Also announced is a new EF-S 18-200 f/3.5-5.6 IS zoom. Price expected to be \$749 CDN and is available as a kit with the EOS-50D for around \$2050.

These new products are said to start shipping in early October. Finally, no word on an EOS-5D replacement, however there may be further announcements before Photokina, which is at the end of September.

AIRPORT ACCELERATION

Think Tank -
The Airport Acceleration is a legal carry on backpack that fits all international carry on requirements when the laptop case is removed.



Regular \$264.95 Limited Promo Offer \$146.95

MONACO OPTIX COLOR CALIBRATORS

We have two Monaco Optix XR Color calibrators “Pro Edition” which are like the Eye One display 2s, just the previous version. The Monaco Optix XR incorporates a state-of-the-art colorimeter with advanced software to create ICC profiles for CRT and flat panel displays. Although the unit is discontinued, many still consider it the very best calibrator “puck” ever made.

Product Features:

- Engineered to simulate the human eye for the highest quality profiles regardless of display technologies.
- Precision colorimetric filters provide closest CIE values without correction, providing accuracy within .003 chromaticity error.
- Multiple optical paths per channel provide optimum averaging of pixels/pitch.

Regular \$449.95

Sale \$250.49

LENSBABIES SALE

The good people at Lensbaby have allowed us to lower our lensbaby prices for the month of September. So for a short time a good deal is a lot better! 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 <http://www.lensbaby.com>

Lensbaby G3	Reg. \$ 286.95	Sale \$239.49
Lensbaby 2.0	Reg. \$ 142.95	Sale \$119.49
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

Lensbaby Workshop and Photo-fest at Beau Photo

We will be holding a Lensbaby love-in here at Beau Photo on **November 8th and 9th**. Kirsten Hunter from Lensbaby will be coming up from Portland to help run the workshop and let everyone play with various Lensbaby versions.

On Friday evening we will have a meet and greet with snacks and refreshments. On Saturday we will be holding a workshop session where we will be introducing you to Lensbabies. We will start off by showing you some samples of the effects you can get with the various Lensbabies and then show you some tricks of the trade to help you get started. Then we will let you loose with some loaner babies. You can wander around town or the block depending how far and wide you want to walk. Then come back and try another Lensbaby. This is a Free event so RSVP as soon as possible to me at 604 734 7771 or email prosales@beauphoto.com.

Ken

BACK GROUND CLEARANCE



For the month of September we are clearing out some older backdrops. This includes seamless paper backdrops, muslins and a few canvases. Some are slightly damaged, some are used and some are a unique one-of-a-kind textured paper backdrops that are hard to come-by. The Seamless paper backdrops are in a variety of colours; there are a few whites, grays, blues and more. We have 4.5, 9 and 12 feet lengths available. They are individually priced and are priced to clear so don't delay! We also have a small selection of canvas backdrops, in a variety of colours and sizes. These are also at special clearout pricing. A new backdrop could be just what you need to change up your studio portrait sessions. We even have some raw canvases that you can paint to create your own unique masterpiece. If you prefer the feel and look of muslin we have a small selection of 10 x 24 foot muslins from Off the Wall in a few colours. They are at a very low price of \$182.49, which is a great deal for size and quality of this product.

If you can't find the muslin you want then choose one of our regularly stocked Lightrein muslins and we will take 10% off the regular low price. Check out the selection of colours under the "Equipment sales" selection at www.beauphoto.com

Have you applied?

Are you a professional photographer? Is photography your primary source of income? Do you currently shoot with Canon gear or, if not, is there any chance that you might switch to shooting with Canon equipment in the near future?

If you answered “yes” to those three questions above, then you should seriously consider applying for a Canon CPS membership. CPS stands for Canon Professional Services, and becoming a member brings you numerous important benefits.

First off, you can buy selected Canon camera gear at a discount, sometimes significant, potentially saving hundreds or, depending on the size of the order, even thousands of dollars on an equipment purchase. In order to qualify for the discount, you have to present your CPS card to us at the time of the order and we have to place a purchase order with Canon using your card number.

Equipment that qualifies for a CPS discount are ‘L’ lenses and select non-‘L’ glass such as the TS-E lenses and teleconverters, ‘1’-series digital (or film) SLRs, Speedlite flash units, wireless transmitters and finally, selected accessories such as battery packs and chargers for ‘1’-series bodies. Note that Canon bodies such as the EOS-5D, 40D and lower, do not qualify for a CPS discount. Also, sometimes Canon has promotions that temporarily elevate certain non-CPS products to CPS status. An example is the current lens promo (well, it will likely be over by the time you read this), where the EF 50mm f/1.4 qualifies as a CPS item, even though it is not an ‘L’ lens and normally does not fall into the CPS category. Finally, note that not just any dealer can place a CPS order for you – you must shop at a Canon authorized “Pro-Centre” such as Beau Photo Supplies!

Secondly, CPS members get priority service when their gear goes down. Rather than going in the queue first-come, first-serve and getting stuck behind thousands of consumer D-SLR and P&S repairs, CPS members go to the top of the list. This can mean the difference between waiting one week for a repair, or waiting two months! Turnaround times do always vary of course, depending on Canon’s repair workload, but still, a CPS member will generally be waiting a much shorter period of time for their repair to come back. Also, if you are really in a bind, Canon has some repair loaner gear that they can send you, to tide you over while your gear is being fixed,

although this equipment pool can often be pretty darn drained...

Finally, Canon has a CPS loan program. If you have been itching to buy that 500mm f/4L, a 24mm TS-E or some other exotic piece of glass, and you hesitate plunking down your hard-earned cash before test-driving said exotica, then you can put a request in with Canon Canada and they will schedule you in to borrow the item, at no charge, for you to test out. Note that equipment quantities are limited so don’t expect to get a 500mm f/4 for that big event next weekend – you do need to give them some lead time, ideally 1-2 months!

So how do you apply? If you email me at digital@beauphoto.com and request the application form, I will email you the required PDF document. Or you can drop by the store and I can print it for you. Note that CPS applications take 4-6 weeks for approval usually, so give yourself some lead-time - don’t be deciding that you suddenly want to upgrade to a 1Ds Mark III for that important shoot next week, and then submit your CPS application expecting an immediate acceptance! Canon is generally inundated by “bogus” applications, consumers (non professionals) who think that just because they have a lot of Canon gear and can take a decent photo, they ought to qualify. This weeding out process takes time, especially in light of how easy it is nowadays to put up a professional looking website, even if you’re an amateur.

Canon will look at your credentials quite closely and make sure that you are a bona-fide pro. You will need to supply Canon with client references, tear-sheets, letterhead/business-card stationary, a website and so on. If you are a doctor with a 1Ds Mark III that shoots weddings on weekends for fun, you likely won’t qualify for example. Finally, remember that you do not need to actually own any Canon gear at the time of application – you can be shooting with Nikon, Hasselblad, Mamiya or whatever. Having Canon gear is not a prerequisite! If you do have any more questions, even after this lengthy attempt at clarifying the CPS program, then feel free to call...

WIEBE TECH & DROBO HARD DRIVE ENCLOSURES

There are a few new products that we have on order that I wanted to mention. First off, Wiebetech drive enclosures. We have been selling so many hard drives lately that I did some research on drive enclosures. The products from WiebeTech stand out as being very well made, with fast Firewire chipsets, versatile interfaces and not unreasonable pricing. While they cost 25% more than comparable products from MacAlly and such, I feel this premium is worth it.

WiebeTech's top model full-size drive enclosure has FW400, FW800, USB 2.0 and eSATA interfaces for maximum versatility. They also have one without FW800 at a reduced price. There are also portable enclosures for 2.5" drives, and even a 2.5" enclosure that has FW800 ports, and that is a rarity. In addition they make high-end RAID enclosures as well. We will be stocking these enclosures since order lead-time is higher than for others that we have stocked in the past. Prices vary, with the top end single-drive desktop enclosure (quad-interface) going for around \$150.

We can order any size hard drive in for you as well. I prefer top-end Seagate hard drives since they come with an industry leading 5 year warranty, are generally fast, quiet and cool running (although the highest capacity drives can still get hot under heavy use) and are quite reasonably priced. For example, a huge Seagate top-model 1.0 TB SATA drive (1,000 GB!) can be had for around \$200 these days!

So why not just buy a preconfigured external drive from Seagate, LaCie or whoever? The advantages of "rolling your own" external drive is that you have full control over which hard drive is installed. You can be sure of getting the very latest high-performance drive, not a lower-spec'd version or last year's model. Also, a five-year warranty hard drive will actually have a five year warranty. For example although LaCie uses some drives in their products that would have a five year warranty if bought on their own, their enclosures generally only have a 3 year warranty or less.



Secondly, we now sell **DROBO** enclosures. These are a "RAID" type of enclosure, although the company hesitates to label them as such since the designation "RAID" usually means something that is very expensive and hard to set up, which DROBO enclosures are not! DROBO units have four hot-swappable hard drive bays and can handle up to four 4.0TB hard drives. Of course at the moment, the largest drive out there is 1.5TB but at least you'll have room to grow. DROBO enclosures have been well reviewed for some time but the reason we have never promoted them was their less-than-ideal USB 2.0 interface. However now that they sport fast FireWire 800 ports as well as USB 2.0, they have suddenly become that much more interesting...

These DROBO enclosure units have some unique and interesting functionality to protect your data. First off, they give you protection against hard drive failure. If one of the drives fails inside the DROBO, just pull it out and replace it with a new drive of equal or higher capacity. DROBO will rebuild itself automatically without skipping a beat, and once its status lights are all green again, you know your data is safe once more. In addition, they offer battery backed RAM that caches write operations. This means that if you have a catastrophic power failure, right when data was being written to the unit, it is unlikely that there will be any corruption. When the power is restored, DROBO will finish the data write operation with the data that was stored in RAM, right where it left off. Your best bet, in order to learn more about DROBO, is to visit their website <http://www.drobo.com> where they have detailed information and even some movie clips explaining DROBO's operation.

The new FW800 DROBO will sell for \$570 CDN - this model has no hard drives pre-installed, allowing you to populate it with whatever capacity drives you like. If, for example, you load it up with four 1TB hard drives, you will have 3TB of fully backed up storage. You can run it with as few as two drives, although this configuration is not as efficient since you would only get the capacity of one drive since the second will be used for "parity" data, the data that is used to rebuild the array in case one drive fails. As this will be a less frequent item that we sell, it will only be available as a special-order item. If you buy a DROBO and hard drives from us, I will install the drives and thoroughly test the DROBO out for you at no extra charge.

LIGHTROOM 2.0



We now have Lightroom version 2.0 in stock, available as either an upgrade (\$115) or a full version (\$339). Significant enhancements in functionality highlight this upgrade, far too many to mention here. You can test-drive Lightroom version 2 for 30 days prior to purchasing an upgrade if you like: just go to Adobe's website and download the trial version to see what all has changed! If testing software is not your idea of a good time and you have specific questions about version 2, you are welcome to call and ask me: I have been running Lightroom version 2 personally since it came out and will gladly help you decide whether an upgrade is worth your while.

EXTRA! NIKON AF-S 70-200 f2.8 VR lens on SALE! \$1679.00

PHOTO FOLDERS

Where did the summer go? It seems like I just turned around, and it's almost over? The children are dreading their return to school... but the parents are celebrating! (Happy days are here again!) Of course, with Fall approaching, we need to gently nudge our clients into thinking about finalizing their (sorry, but I have to say..) Christmas orders. Our deadline for most Album related orders will be late October, and mid November for Folders. If you're concerned about specific deadlines, please contact us for clarification.

If you'd like the Special Occasion (Christmas Card) brochure, please let me know (and bear in mind that they've completed production of these for the year so sold out items won't be replaced). If you shot Christmas parties last year, did you use Polaroid Spectra film and Seasonal Folders? Please contact us soon to discuss your requirements and make arrangements for something different, because Polaroid is no longer available (being discontinued, and all). There's the Fuji Instax system, but no mounts that correspond to their image size yet. The good news: there are many options for digital printing, and TAP has several attractive options for 4x6 prints. If you're contemplating trying out any new products for future presentation, we still have a number of the deluxe sample sets provided by TAP. These include some new ideas for Sports, Photo and CD presentation. Also, to remind you: If you need updated pricing for 2008 and have not yet requested it, we now have a CD version of our catalogue (prices only), or we can email the information to you.

Barb

RENAISSANCE ALBUMS

Hello everybody! (Crowd answers) "Hi Timshel!"

Some of you may know me from such jobs as "The Beau Shipping department."

I've recently taken over the album department from Ola as she has moved on to bigger and better things and I'm doing my best to fill her great big shoes. I gotta say, though that girl must have huge feet, cause there is a lot to know. So, please call me and ask me all sorts of obscure questions so I can learn, but be patient, cause...well, I'll probably have to call you back.



On another note... **Renaissance's 20th Anniversary sale is still on till the end of this month!**

For those of you who haven't already been clued in here's the scoop: Whenever you order a *Custom* SoHo, Fine Art Album or Mercer Book you get a duplicate sample and SoHo Styler software for FREE!

Want a Stock Album? No problem! Spend \$150 on any combination of Renaissance *Stock product(s)*, and get a Library Bound, Milano or Cortina Album /and/ SoHo Styler software FREE!.

The catch? You have to remember to say "_Happy 20th Anniversary_" when you order, either in the notes when you FTP the files or to me when you put in a stock order or you won't get the deal. Sorry, those are the rules. I don't make em, I just break em...errr, I mean enforce them, really strictly.

Aaaaanyway, if you want more information on any of our fine Renaissance products and services (such as telling you about the products), you can call or email Timshel@BeauPhoto.com

Timshel

ALTERNATIVE PROCESS

Kathy

So you have the latest and greatest in digital technology, or maybe you are dreaming of getting the new Canon 5D Mk II (if they ever announce one that is!), but have you ever thought about going with less technology, back to the roots of photography? For all of the high tech equipment I have around me every day, I'm actually more of a photo history person. For the next while, we will be featuring a different photographic process or piece of history in the newsletter. We here at Beau still maintain a strong connection to traditional film and darkroom process, but these articles will go back even further, to the origins of photography and the processes that were first used to create images. After all, everyone should know their history.

They say photography was invented in 1839, but the chemical processes, lenses, and the desire to fix images in nature came before that famous date in history. The first process announced was the Daguerreotype in France. At the same time in England, William Henry Fox Talbot was working on the process of photogenic drawing using paper negatives. More on these two later, unlike the present, history doesn't always have to be chronological! For this month, I'm jumping ahead to the 1850's and the tintype. Really a variation of the wet plate collodion process announced by Frederic Scott Archer in 1851, the tintype is a bit misnamed since it doesn't involve tin at all. Originally called a Ferrotype because of the thin iron based plates the image was produced on, tintypes became a faster, cheaper way to produce portraits for the masses, as opposed to the Daguerreotype which was popular with the well-to-do of the time. Being that the image was quite durable and lightweight, it was also widely used during the civil war to take portraits of soldiers. Tintypes started losing their popularity later in the century when dry plates became more commercially available, though many street photographers in places such as Cuba and Argentina continued to use the process well into the 1950's and later

Today, tintypes are making a comeback as more and more people are learning the process. One of the first to revive the almost lost art was John Coffey. In 1978, he decided to travel across the U.S. with his horse Brownie and his darkroom wagon. There really wasn't anyone else working with wetplates at the time and he had to learn on his own. He now teaches workshops at Camp Tintype on his farm in upstate New York. Which I was lucky enough to attend one this summer and it was an amazing experience. Camping on his farm, and getting up in the morning to learn a photo process from the 1850's was like an immersion into a different time. If anyone is interested in learning to do wetplate photography, John is an amazing resource. Visit his website at www.johncoffer.com to see what Camp Tintype is all about.

The tintype is an interesting process in that once you coat the plate, you have to shoot the image and develop it all before it dries - hence the term wetplate photography. You begin with a metal plate that has a black varnish on it, coat it with an emulsion called collodion, and then dipped in a bath of silver nitrate. Meanwhile, you would have likely already set up the large format camera with the perfect shot, you can go have a quick check at the focus and composition. Back to the dark tent to take your plate out of the silver bath, load it into the film holder, and then off to do the exposure, being sure not to take too long and let the

plate dry out. Since wet plates are fairly slow in terms of sensitivity, the exposures can range anywhere from one second to ten seconds and up. Once you have made the exposure, it's back to the dark tent to develop and fix the plate. From raw materials to final image in 5 minutes, let's see digital do that! Once the plate is dry, it is coated with a varnish that contains oil of lavender, a wonderful evening activity after dinner and a campfire at Camp Tintype, the scent was enough to make us happy and sleepy.

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Here is one of my images from the workshop. Stop by Beau and have a look at the original plate, it has a quality unlike anything else. Each image an original. The silver in the image would ordinarily appear as a negative if shot on clear glass (another wet plate process) but because it has a black backing, it becomes a positive. You can try this at home if you have an underexposed negative - and we all have one of those somewhere - you can kid of see the effect if you put it against a black piece of paper. If anyone has any questions about the process, feel free to ask me. Also at Beau, we sell tintype kits, though it is not at all the authentic chemistry. I plan to test the kit soon and will have a sample here for people to see, it could be an interesting process in itself. I'm not sure what's on for next month, but check the October newsletter for the next installment.

EVENTS

I KNOW THIS MUCH IS TRUE

with Selina Maitreya

A CAPIC Vancouver event

Thursday September 18, 2008, 6:30 - 9:30

Langara College

100 West 49th Avenue, Vancouver

Tickets available at Beau Photo

THE SURREY PHOTOGRAPHY CLUB's 2nd annual PHOTO EXPO Digital Slide Show and Print Exhibition

(Some material may be unsuitable for children)

Saturday, Sept 27, 2008 Doors at 6:30PM Show at 7:30PM

Fleetwood Recreation Centre

15996 - 84th Avenue, Surrey

For tickets contact

Linda Hourie at 604 951 4690

or email lhourie@telus.net

Door Prizes & Free Refreshments

ABBOTSFORD PHOTO ARTS CLUB Seminar 2008

32 Workshops and a presentation by Darrell Gulin

On Saturday October 18th Mennonite Educational Institute

And Sunday October 19th at the Terry Fox Theatre in Burnaby

Go to www.apac-seminar.ca/registration.htm to register

ROSALAND NASHASHIBI

Presentation House Gallery

Exhibition September 20 to November 2, 2008

www.presentationhousegall.com

PYRAMID POWER MAGAZINE Issue 5

September launch party at the Monte Clark Gallery

Check www.pyramidpower.ca for details

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AND RECEIVE
10% OFF
SELECT SUPPLIES
& ACCESSORIES
EVERYDAY IN
SEPTEMBER.**

PLASTIC

PHOTOGRAPHER

LOW TECH PHOTO CONTEST AND SHOW

Submissions Now Open

Please send 3-6 photographs no larger than 8"x10" made with a **non slr, non digital** low tech camera of your choice. Between now and October 10th to Beau Photo at:

1520 W 6th Ave, Vancouver BC, V6J1R2

One photograph submitted before September 15th within BC will be selected by the **Vancouver Review** magazine for its centrefold project.

Submission guidelines and entry forms available in store at Beau Photo or online at www.beauphoto.com