

BEAU NEWS



Photo Sarah Shaw

SEPTEMBER 09

1 Digital 2 Pro Sales 3 Lensbaby
4 Plastic Cameras 5 Film 6 Renaissance Albums
7 Albums & Folders 8 TD Great Canadian
Shoreline Cleanup 9 Rental 10 Bulletin



Photographic Pulp

End-of-Summer SALE!
Plus New Cameras from Canon, Nikon
and more...

Hunting for a deal? Want to save money on camera gear? Look no further! We are putting a sale on a variety of items. All new, but older stock, over-stock, slow moving and discontinued items are all fair game for this sale. There are far too many items to list in this newsletter, so have a look on our website for full details, with the link following a few choice items listed here...

Nikon AF 35-70mm f/2.8D	Reg: \$999	Sale: \$599
Nikon AF-S DX 17-55mm f/2.8	Reg: \$1579	Sale: \$1439
Nikon AF-S DX VR 16-85mm f/3.5-5.6G	Reg: \$775	Sale: \$669
Nikon Camera Control PRO	Reg: \$79	Sale: \$65

Note that if you have an older model Nikon digital SLR, like a D100, D200, D1X, D2X etc., then you can save a ton of money with **Camera Control PRO**. The newer Camera Control PRO 2, which is required for the D300, D700, D3 and so on, sells for \$219! We also have a bunch of older model CoolPix accessories, batteries and more.

Canon EOS Rebet XTi Body	Reg: \$779	Sale: \$499
Canon EF-S 17-85mm f/4-5.6 IS	Reg: \$769	Sale: \$495
Canon EF-S 17-55mm f/2.8 IS	Reg: \$1299	Sale: \$1199
Canon LP-E4 Battery Pack (for 1D/1Ds Mark III)	Reg: \$215	Sale: \$185
Wacom Intuos 4 Graphics Tablet (Medium)	Reg: \$429	Sale: \$399

For all the great deals, go to:

<http://www.beauphoto.com/digital/summer09sale/>

NEW!!! Canon EOS-7D (\$2099 CDN)

What is new about the EOS-7D? Well the name should give you a hint. Pretty much everything! About the only thing not new, is that it is an APS-C sized sensor, with the standard 1.6x crop factor. What, it's not a full-frame camera like the 5D Mark II, it's not a "baby 5D"? Nope, 'fraid not. What it is, seemingly, is more of a "baby 1D Mark III" from a performance standpoint and almost a "baby 1Ds Mark III" from an image quality standpoint!

You could call it a high-end "prosumer" camera, but make no mistake, it is firmly in the realm of a professional body if you ask me. Sporting a newly designed **18.1 megapixel** CMOS sensor (not just a higher pixel count version of the EOS-50D sensor, but thoroughly redesigned sensor), a completely new autofocus module with **19 AF cross sensors** and a dedicated AF processor with even more customization options than a 1D Mark III, a **huge 100% 1.0x magnification viewfinder**, a weather-sealed body, a two-axis electronic level, full **1080p video at 24/25/30 fps** (as well as 720p video up to 60fps!) and a blistering 8 fps still shooting speed, this camera is no wanna-be pro camera – it is a pro camera! If you're worried about noise levels at high ISO, given its even greater pixel density than the EOS-50D, don't be - all indications are that it will significantly outperform it. In addition, it seems that all traces of high ISO noise banding are gone too, something even the 5D Mark II can suffer from at times, although from an absolute standpoint, the 5D Mark II still seems a fair bit cleaner at extreme ISO settings, as one would expect.

There is way to much to talk about in the limited space of this newsletter, so see our website at: <http://www.beauphoto.com/digital/eos7d/> The EOS-7D is slated to start shipping in early October and while I doubt it will be quite as popular as the 5D Mark II, it may not be too far off. Get your pre-order in ASAP if you want one on the first shipment. It really sounds like a stunning camera for the price!

Canon also announced **three new lenses**. A new **EF100mm f/2.8L HIS USM Macro**, an **EF-S 15-85mm f/3.5-5.6 USM IS** and an **18-135mm f/3.5-5.6 IS**. See the link to my 7D article above for more info.

Canon Lens Rebates

Canon has announced some great new lens rebates that will be running from September 1st through October 31st. Save anywhere from \$30 to a whopping \$500! Combine these lens rebates with our end of summer sale, and you could be in for some very sweet deals! Call us for more details.

New Nikon D300s (\$1999 CDN)



Not quite as new as the EOS-7D in the sense of fresh breaking news, Nikon also recently announced a revised version of the D300. The D300s is an interesting refresh, sporting an improvement in continuous shooting speed, now up to 7 fps (even without the optional battery grip), the addition of **720p HD video recording** capability with **stereo-mic inputs**, as well as a significant improvement to its external controls, including the very nice "**D-pad**" from the D700/D3 as well as dedicated **Live View** and **Info buttons**. Finally, the D300s boasts dual card slots now, with one CF card and one SD card slot. These are some pretty significant and useful upgrades for only a few hundred more than the original D300, so this camera should prove very popular with Nikon shooters! We anticipate stock to arrive momentarily.

Nikon Price Drops!

Nikon has dropped prices on many of their high-end lenses and camera bodies. For details, call us, but here are a few examples: **D3X - \$8450**, **D3 - \$5250**, **D700 - \$ 2930** and hundreds \$ off many of Nikon's super telephoto AF-S VR II lenses like the 400mm f/2.8, 500mm f/4 etc.!

Hasselblad Scanner Promotion and Huge Savings on CPO Items

Until the end of September, you can trade in your old scanner, any make or model, and get either a \$2750 discount on the purchase of a **Hasselblad X1 scanner** or a \$3300 discount on an **X5 scanner**! Imagine trading in your \$200 flatbed scanner and getting that much money off the purchase of a high-end Hasselblad Flextight film scanner! Call for more details or a price quote.

Also, if you have been wondering whether or not you can afford a high-end Hasselblad medium format digital system, you would do well to check out **Hasselblad's Certified Pre-Owned** list on their website. Hasselblad frequently has CPO items, anything from lenses and older accessories to near top-end medium format systems like an **H3D-39**! You can sometimes save many thousands of dollars on a CPO digital back – for example right now, you can get an **H3DII-22** for \$11,500. That's a complete 22 megapixel system with most current model H3DII body, a viewfinder, an 80mm standard lens, software, CF memory card, cables, rechargeable battery and charger, a complete ready-to-go kit! That's scarcely more than you'd pay for a top-end 35mm digital SLR like a Canon 1Ds Mark III or a Nikon D3x!

While these CPO items might have slight cosmetic issues, they are all thoroughly checked over and certified at the factory for "like-new" functionality and will usually carry a six month warranty, unless otherwise indicated on the CPO list. In addition, extended warranties can be purchased for CPO digital backs and medium format digital SLR kits at the same price as they would be for brand-new backs or kits.

You can call us for more info, or click the following link and then look for the Certified Pre-Owned link on the page that opens:

<http://www.hasselbladusa.com/promotions.aspx>

Nik Software in stock at Beau Photo

We are now stocking Nik software! Nik makes a variety of **Photoshop and Lightroom plugins**, as well as stand-alone programs designed to work with Adobe Lightroom. We are stocking the Photoshop plugins and have **Silver Efex Pro** (B&W conversions and grain effects - \$199.95), **Dfine v2.0** (noise reduction - \$99.95), **Color Efex Pro v3.0** (tons of different effects, including cross-processed film - \$299.95), **Viveza** (U-Point Adjustments – \$149.95) and lastly, **The Nik Complete Collection** (Ultimate Edition) in stock. This Ultimate collection includes all of the above plugins and also includes Nik Sharpener Pro, all for \$599.95.

I have not had a chance to work with all of these plugins yet, but I have used Silver Efex Pro and Color Efex Pro. Silver Efex offers a wide range of preset “**film looks**” as well as the ability to create your own, or tweak the existing ones to your heart’s content. One notable point is that the grain look that one gets from Nik’s software is the most convincing I’ve seen yet. For example, in Color Efex Pro, one has control over how the grain looks in the shadows, midtones and highlights separately, as well as the grain size, which is exactly the kind of flexibility one needs to create a convincing film-like look. There are a huge variety of different effects in Color Efex, including cross-processed film preset styles and much more.

It would take pages to really do justice to all the features that Nik software offers and rather than do that, I would encourage you to download trial versions off their website and try them out for yourself.

Go to: <http://niksoftware.com/>

2 **Pro Sales** ^{Ken}

Two words for this month: SALE and SAVINGS

We are clearing out some older and over-stocked items at great prices. Many are one of a kind or last stocks. Come in and cash in on the savings!

Profoto Compact 600/600 Kit (last unit)

Comes with 2x 600 w/s Heads, 2 stands, 2 reflectors, 2 umbrellas, sync cord, and carrying case.

Reg. \$ 1849.95

Sale \$ 1800.00

Profoto DI 500/500 Air studio Kit

A few key features:

- Fully digital, not just on the display panel, but in the flash output control circuitry as well.
- Consistency in flash-to-flash color temperature and flash energy, 7 f-stop power range.
- Unique built-in reflector allows full control and minimizes stray light.
- Short flash duration gives images a crisp feel and fast recycling time.
- DI Air trigger and built in receivers.

The DI Kit has 2-500 w/s heads, 2 stands, 2-Umbrellas, DI Air trigger, and carrying case. We have a limited amount of demo units at blow out prices So don't Delay!

Reg. \$3359.95

Blowout Sale \$ 2549.49

Pocket Wizard

Pocket Wizard has 2 new TTL compatible radio transmitter/receivers for Canon Flashes (the Nikon version will be released in the fall). Canon users can use the new **MiniTTI** Transmitter and **FlexTT5** Transceiver to control single or multiple off-camera Canon E-TTLII flashes at speeds of **up to 8/ fps**. The MiniTTI Transmitter is a tiny, low-profile unit (2.8 x 1.9 x 1.3in.) that slides into the camera's hot shoe. The FlexTT5 Transceiver is also low-profile but slightly larger (3.6 x 2.9 x 1.4 in.) transceiver. Both units take the TTL data being sent through the camera's hot shoe and transmit it digitally as a radio signal. Photographers can now place TTL (or manual) flash units anywhere to illuminate the scene: behind walls, under tables, on stands – anywhere out of sight. The new units will be compatible with any Pocket Wizard models for triggering manual flash or remote cameras or you can mix your TTL flash with any manual flash as desired.

Here are a few key features:

- **HyperSync** which enables photographers to achieve standard sync speeds up to 1/500 second and not just with TTL flash, but with any flash.
- **FP/High-Speed sync mode** enables flash sync all the way to 1/8000th.
- Learn mode allows the Pocket Wizard to be programmed either by computer or with another PocketWizard radio. The system works on 20 ControlTTL channels or any of PocketWizard's 32 existing channels for traditional triggering and it works with Canon and Nikon's A-B-C zone capabilities including ratios. Plug a Mini or Flex unit into a computer with the PocketWizard utility software loaded and you can configure channel and zone settings, HyperSync timing, sleep timers and more or just update the unit's firmware with the push of a button. For more see Rob Galbraith's site: http://www.robgalbraith.com/bins/multi_page.asp?cid=7-9884-9903

The Pocket Wizard TT1 Mini and TT5 Flex are on sale for the month of September. These are the Canon versions only! The Nikon Versions are slated for December, if not sooner. The sale price is for in stock products only. Once we sell out they will be at the regular price.

Pocket Wizard TT1 Mini for Canon	Reg. \$ 254.95	Sale \$ 219.49
Pocket Wizard TT5 Flex for Canon	Reg. \$ 284.95	Sale \$ 245.49

Dynalite

All in stock Dynalite packs, lights and accessories are on sale from 10 to 25% off! Here are some of the deals:

Dynalite 2040 head	Reg. \$ 535.99	Sale \$ 455.49
Dynalite 4040 head	Reg. \$ 808.99	Sale \$ 647.49
Dynalite M1000wi Power pack	Reg. \$ 1619.99	Sale \$ 1295.49
Dynalite Jack Rabbit 2	Reg. \$ 572.99	Sale \$ 515.49
Dynalite Soft light 18" Reflector	Reg. \$ 192.99	Sale \$ 169.49

Finally, for the month of September all **used and consignment** lighting, cameras and accessories are **10% off** the already low prices. Come in and check out all the great deals!

4 Lensbaby Blowout! Jason

We have a plethora of Lenbabies in stock, and we need the shelf space for new stock items, so you, our valued customers are going to get the deal of a lifetime! Save some money, save some time, save a nickel, save a dime!

The Original Lensbaby has a single element lens with an approximate field of view of 50mm which causes the characteristic soft image reminiscent of toy cameras such as the Holga. The image is relatively sharp in the centre, but rapidly falls away towards the edges. You can change the plane of focus and move the sharp area of the lens by tilting and compressing the lens, and when you “stop down” by using the included aperture rings, the lens gets sharper and the “sweet spot” gets wider.

The second generation **Lensbaby 2.0** features a coated, high refractive index, low dispersion optical glass doublet instead of the single uncoated optical glass element in The Original Lensbaby. What does this mean? It means that the Lensbaby 2.0 is brighter, sharper, and faster than the Original Lensbaby - whether this is a good or bad thing is up to you.

The Lensbaby 3G (no relation to iPhone 3G) has the same optical formula as the Lensbaby 2.0, but is different in that it adds an adjustable focusing mechanism and the ability to lock the lens at one's desired tilt. This added feature is a godsend when shooting in a studio. In the words of Lenbabies, it is “the hybrid love child of an old fashioned bellows camera and an up-tight tilt-shift lens”!



Special Blow-Out Prices!

Original Lensbaby

Canon EF Mount: **\$69.95**

Canon FD Mount: **\$69.95**

Lensbaby 2.0

Canon EF Mount: **\$119.49**

Nikon F Mount: **\$119.49**

Lensbaby 3G

Canon EF Mount: **\$196.95**

Mamiya 645 Mount: **\$248.95**

Pentax 67 Mount: **\$248.95**

PL Mount: **\$418.95**

5 Plastic Cameras Dennis

Lomography and Holga Annual Sale

For the month of September Beau Photo will offer a **10% discount** on all Lomography and Holga cameras and accessories. Here are a few of the plastic camera products that we carry and their prices:

Lomo Action Sampler	Reg \$ 33.50	Sale \$ 30.15
Lomo Super Sampler	Reg \$ 55.50	Sale \$ 49.95
Lomo Fisheye 2	Reg \$ 71.50	Sale \$ 64.35
Lomo Oktomat	Reg \$ 47.50	Sale \$ 42.75
Lomo Hipshot Bag	Reg \$ 39.50	Sale \$ 35.55
Diana F+	Reg \$ 48.50	Sale \$ 43.65
Diana F+ with Flash Kit	Reg \$ 82.50	Sale \$ 74.25
Diana 35mm Film Back	Reg \$ 54.40	Sale \$ 49.05
Diana Fisheye 20mm Lens	Reg \$ 47.50	Sale \$ 42.75
Holga 120N	Reg \$ 28.50	Sale \$ 25.65
Holga 120FN with Flash	Reg \$ 43.50	Sale \$ 43.65
Holga 120CFN with Color Flash	Reg \$ 49.50	Sale \$ 44.55
Holga 120WPC Wide Pinhole	Reg \$ 51.50	Sale \$ 46.35
Holga 135	Reg \$ 45.50	Sale \$ 40.95

6 Film

Film of the month: Fuji Velvia 100

Fujichrome Velvia 100 is the most saturated color daylight slide film available in the market. The film is also known for its excellent rendition of contrast, and exceptional sharpness. It is available in 50 and 100 iso, or as Velvia 100F which is slightly less vivid than the Velvia 100. To celebrate this classic film Beau Photo is offering a 50% discount on Velvia 100 in 135 format, available while quantities last.

Fuji Velvia 135-36

Sale \$7.38

8 Renaissance Albums Sarah

NEW LOWER PRICING

There are new price lists available for Custom and Stock albums. Please contact me and I will email you the price lists in PDF format (this way we can save some of our planet's trees), or if you prefer printed copies that's no problem just drop by at Beau.

MINI SALE

We have a few Renaissance items selling at great marked down prices, but stocks are limited:

Ventura 8 x 8 – 10 page – Black

Sale \$56.50

Ventura 5 x 5 – 10 page – Red, Blue, Pink, White

Sale \$32.50

CUSTOM ALBUMS

For newcomers to the world of Renaissance albums who would like a "SoHo Styler" tutorial or to discuss the "ROES Application" and for those of you who just need a re-fresher please call or email me to set up an appointment. If you want to come in and discuss about albums please try

to contact me first, this way I can give you more time in case I am already discussing the SoHo Styler with another client.

ALBUM RENTALS

Please try and book in advance to secure your favourite album(s). To newcomers, YES we rent out our Renaissance custom digital albums for FREE but there is a fee for late returns and I think that's fair. Rentals are for 2 days and 3 during quieter times. Weekends are great as you have the album from Friday to Monday so all in all a 4 day rental. Even better is ordering a Studio Sample Album. This is a great way to show off your own fantastic work to potential customers and you get 50% off the album.

PO#'s

Just a reminder to contact me before placing each order for custom albums. Please email me for a PO# along with your album details as it helps me to keep track of your album during production.

STOCK ORDERS

Due to the increase in demand for special order items, I will now be processing orders twice a month. This will translate into a faster delivery time to you and your clients. Please email me with your stock order requests in plenty of time (at least a day before I process the order, if you can). Once the order is processed the estimated arrival time is 3 – 4 weeks. This is for all special order items only!

ATTENTION SoHo Styler Mac Users It has been brought to my attention that the Mac **Leopard and Snow Leopard** operating systems are not compatible with the **SoHo Styler** software. Grrrrrrrrrr! However, the software **Parallels** emulates windows on Mac. You can get it at <http://www.parallels.com>. Mike Mander is Beau Photo's Mac savvy guy and has some experience with Parallels, if you have any questions regarding this software you could call him at the store or e-mail him at digital@beauphoto.com

9 Albums & Folders ^{Barb}

Carrying on with my musical theme... It's a toss-up between 'It's the Most Wonderful Time of the Year' and 'See you in September'. Both appropriate, with our little darlings going back to school. Parents everywhere are doing the 'Anticipation Happy Dance' (in stocking feet, cautiously, in the basement, while the children are asleep); the full-blown Cotillion happens soon, gang! Get your dancing shoes ready!

If you've been wanting to try out some of the special ordered mounts but didn't want to buy a whole case; TAP over-shipped a few items recently, and we've decided to offer them for sale instead of returning them.

We have a limited quantity on hand of the following. When they're gone, I'll go back to special ordering them. If you don't have the brochure, you can check the on-line catalogue for illustrations.

- **Photo Insert Cards** (package of 5 cards with envelopes) at \$6.11 per package. I have Moonstone, Rose, Hunter Green, Scarlet, and Charcoal.
- **Topflight Window CD Holders** (Pink) at \$9.88 each. (The black ones are stocked.)
- **PF-12 Folders** (White) for 3x5 or 4x6 photos at \$0.27 each.
- **Santa's Chair** (the newest Holiday card) for 4x6 photos at \$0.35 each.
- I also have one (only) **Superior Mount album** in black, plain cover, 10 page/20 side at \$47.69.

To remind you about special order items to avoid disappointing yourself or your clients, please allow about 4 weeks for delivery.

Folders are ordered by case (or shrink pack) quantity, only. Please let me know if you need to know what those quantities are. Case quantities usually range between 100 and 500 folders, and once ordered they cannot be returned. Some items are shrink packed in 50's, but at a higher price per unit. Albums and folios can be ordered individually. If you need a catalogue set and have not ordered one yet, I still have a good supply on hand.

3 Join the Beau Photo Team at the TD Great Canadian Shoreline Cleanup

The International Coastal Cleanup engages people to remove trash and debris from the world's beaches and waterways, to identify the sources of debris, and to change the behaviors that cause pollution.

Here are a few facts:

- 80% of the litter originates from inland.
- Plastic bags are the worst. Sea turtles consume bags thinking that they are jellyfish, therefore filling up their stomachs with the bags.
- Plastic bottles take 400 years to biodegrade.
- In 2008, the Shoreline Cleanup team found a wedding dress in Ontario, as well as a fully charged Ipod.

The gang at Beau is pitching in and we have sponsored a private clean up for Hadden Park. Hadden Park is located between Kitsilano Dog Beach and Vanier Park, Shoreline and Park area between Maple St and Chestnut St. Site includes both sides of the spit by the wooden boat marina in front of the Maritime Museum. Please join in and have fun helping the environment and hang out on the Beau Photo deck afterwards for a well deserved BBQ lunch.

Saturday, September 26th, 10:00am sharp at Hadden Park.

Rain or shine.

BBQ to follow at Beau Photo.

To sign up e-mail admin@beauphoto.com or call Carol at 604-734-7771

Space is limited.

About the Park

Home of the Vancouver Maritime Museum, Hadden Park is filled with fascinating bits of Vancouver history, with historic vessels often docking in harbour. The sparkling waters of English Bay are a popular attraction at most times of the year.

History

Englishman Harvey Hadden purchased this site in 1928 from the Canadian Pacific Railway for the sum of \$44,000, a tremendous amount of money at the time. He is quoted as saying, "Vancouver's been good to me and now it's time I was good to Vancouver." Hadden then turned around and donated the waterfront property to the Park Board and gave them an additional \$5000 to develop the area. He envisioned a bathing beach, especially for use by women and children.

TD Great Canadian Shoreline Cleanup

Be a part of the solution

Approximately 80% of the litter found along shorelines and in waterways originates from land and land-based activities.

For more information about this program, please visit tdgsc.ca



CONSERVATION PARTNERS



© 1986 Panda symbol WWF - World Wide Fund For Nature (also known as World Wildlife Fund)
* "WWF" is a WWF Registered Trademark



It's finally here! And it is as good as you could imagine! The **Canon 17mm TS-E f4 L lens** has arrived in the rental department, and it is quite a popular item. Have a look at the July newsletter for Mike's full review, he likes it so much he's booking it for his holidays even though he has to pay for it. Also coming up very soon is the September long weekend - a great time to try something fun since you can keep the equipment for the whole weekend and it is only a one day rental. Call for more details or to book something... maybe the **Canon 17mm TS-E** even.

10 **Bulletin**

APAC ANNUAL PHOTOGRAPHIC SEMINAR

APAC is proud to present **Daryl Benson** as the Guest Speaker for the 2009 APAC Annual Seminar:

Saturday, October 17th, 2009 at M.E.I., Abbotsford

Sunday, October 18th, 2009 at Michael J. Fox Theatre, Burnaby

Online Registration is now available! Go to:

<http://www.karelo.com/register.php?BID=233&BT=10#Ev7347>

Partner with the Union Gospel Mission to make a difference in the lives of the people in the Downtown Eastside

The Union Gospel Mission is offering a 6-week photography course to the people in the Downtown Eastside and welcomes your partnership. This course will provide the opportunity for participants to learn a practical skill while experiencing the therapeutic benefits of telling their stories through images. The UGM is looking for donations of rolls of 120 film for the project. Your role in providing the proper tools for this program cannot be overstated and will go a long way towards rebuilding the self-esteem of the participants.

Please contact Leah at lgregg@ugm.ca with any donations.