



Get some great tips from Mike on shooting fireworks in this issue...

## Beau Newsletter - July 2015

New Profoto B2 flash for sale and rental • Cinevate on sale • Canon 5DS now in rentals • New and consignment camera bags on sale • Tiffen ND filters on sale • Join the Fujifilm photo walk with the Fuji guys • The Sony A7R II is announced • Harman Direct Positive photo paper is back • New Juniper Baryta Rag paper from Moab • Beau will be on the Island in July...

**BEAU**  
**PHOTO**

## PRO SALES

KEN S.

### New from Profoto

Profoto Canada launches the **new B2 Flash** with a great **introductory sale**. Purchase the all new Profoto B2 between now and September 30th 2015 and get these great introductory prices.

#### Profoto B2 250 AirTTL to-go-kit - Promo \$2628.00

Regular price \$2928.00

#### Profoto B2 250 AirTTL location kit Promo \$3526.00

Regular price 3996.00



The Profoto B2 is an on or off-camera battery powered flash. The B2 head is a small strobe that is light enough to be put on a bracket on your camera or on a monopod or stand, the choice is yours. With the Profoto AirTTL remote, the B2 offers full TTL operation with both Canon and Nikon cameras. The

B2 is designed to help you to add a little or a lot of extra light wherever it is needed. The entire B2 kit fits in a bag no



larger than your average shoulder bag. Where and how you shoot is all up to you.

#### The B2 features:

- TTL and HSS (High Speed Sync).
- 2 fully asymmetrical outlets.
- Lightweight and compact flash heads with powerful LED modeling light.
- Exchangeable high capacity Lithium-Ion battery.
- Power range over 9 f-stops (1-250Ws) adjustable in 1/10th f-stop increments.
- Fast recycling of 0.03-1.35 seconds.
- At lower power settings, it will produce up to 20 flashes per second.
- Built-in AirTTL fully supports wireless operation with all existing Profoto Air transceivers up to 300 m (1,000 ft) away.
- Battery capacity of up to 215 full power flashes or 90 minutes of full modeling light in one charge.
- Built-in reflector creates a wide and even light spread.
- Intuitive and easy-to-use user interface.
- Compatible with more than 150 light shaping tools from Profoto's renowned light shaping system.

#### B2 250 AirTTL To-Go Kit (901109)

- 1 x B2 250 AirTTL with Li-Ion Battery for B2
- 1 x B2 Head
- 1 x B2 Location Bag
- 1 x B2 Carrying Bag
- 1 x Battery Charger 2.8A

**Promo \$2628.00**

#### B2 250 AirTTL Location Kit (901110)

- 1 x B2 250 AirTTL with Li-Ion battery for B2
- 2 x B2 Head
- 1 x B2 Location Bag
- 1 x B2 Carrying Bag
- 1 x Battery Charger 2.8A
- 1 x Extra Li-Ion Battery for B2

**Promo \$3526.00**



## Cinevate on Sale

We want to make room for incoming Cinevate products so we have put some great products on sale! Cinevate equips filmmakers and photographers with the optimal tools to achieve their creative goals.

**Cinevate  
Cyclops w/  
Articulating  
mount. (2 only)  
Sale \$440.00  
Reg. \$539.95**



**Cinevate Cyclops grip kit (3 only ) Sale \$59.00  
Reg. \$102.95**

**Cinevate All terrain upgrade ( 2 only) Sale \$ \$124.00  
Reg. \$ 216.95**

**Cinevate Dromos Bowl Riser (1 only) Sale \$ 229.00  
Reg. \$399.95**

**Cinevate Durus Follow Focus 15mm. (2 only) Sale \$799.00  
Reg. \$1225.95**

**20% off on sale on all other in stock Cinevate items only**

**Cinevate DSLR  
Core Package  
Package (1 only)  
Sale \$2140.00 and  
receive a Cinevate  
core DSLR Bag at  
no cost ! That's a  
\$260.00 Value  
Reg. \$2594.95**



## RENTAL NEWS

JASON K.

**It is Here. The Canon 5DS.**



The big news for the Rental Department this month is the arrival of the long awaited Canon EOS 5DS DSLR! This potential game changer of a camera boasts a stunning 50.6 megapixel full frame sensor for very high resolution images. Aside from the new sensor, Canon has added a built in bulb timer & intervalometer, a 1.3x & 1.6x crop function and a quieter shutter mechanism compared to the 5DmkIII body. The video system is still limited to 30fps at full resolution, but is otherwise full featured. The body and button layout is identical to the 5DmkIII body, so users of that body will not have a learning curve when using the 5DS body, aside from minor differences within the menu system.

I had the opportunity to test the 5DS recently over a weekend, and the images are stunning when blown up on the screen! With such a high resolution sensor however, this camera demands that the photographer use the best glass that he/she can get their hands on. I also found that while the overall dynamic range of the camera does not differ noticeably from my 5DmkIII body, the dynamic range was more useable. The noise in the recovered shadows & highlights is much cleaner (no striations or cross hatching) and more uniform than that of the 5DmkIII. Noise relative to detail is smaller, so you can do quite a bit of noise reduction before detail is affected.

Come check it out today!

**\$225/day**



EOS 5DS + Canon 600mm f4L @ 1/60 sec, f5.6, 2000 ISO



© Jason Kazuta

Canon EOS 5DS + Canon 600mm f4L @ 1/125 sec, f4, 100 ISO

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## ACCESSORIES

MEGHAN S.

### Sale & Consignment Camera bags!

If you've been looking for a new bag, we currently have quite a few bags on sale and a variety of consignment bags on hand. Sale on in stock items only.

### ON SALE...

#### Lowe Pro

Slingshot 302 AW

**SALE \$110.00**

(reg \$143.95)



**Photo Hatchback 16L: SALE \$71.96**

shown (reg \$89.95)

**Photo Hatchback 22L: SALE \$89.56**

(reg \$111.95)



**Photo Sport Shoulder 18L:**

**SALE \$51.16**

(reg \$63.95)



**Pelican Case**

**Pelican 1495: SALE \$210.00**

(reg \$244.00)



**KATA Report – IT: SALE \$106.35**(reg \$132.95)

**Nanuk 930 w/ divider set: SALE \$184.76** (reg \$230.95)

**Nanuk 925 w/ divider set: SALE \$172.76** (reg \$215.95)

**ThinkTank**

**CityWalker 10:**

**SALE \$107.96**

(reg \$134.95)



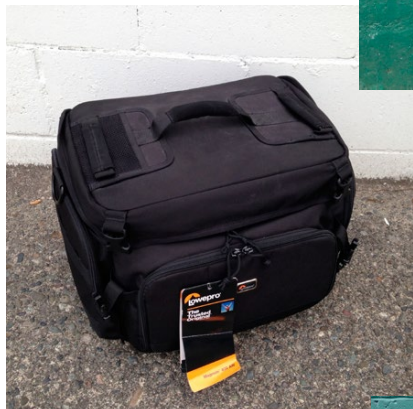
### CONSIGNMENT BAGS...

Our consignment bags always vary, but generally are in great condition. We have a few that still have the original tags on them even! Here's just a sampling of some of the ones we currently have available.

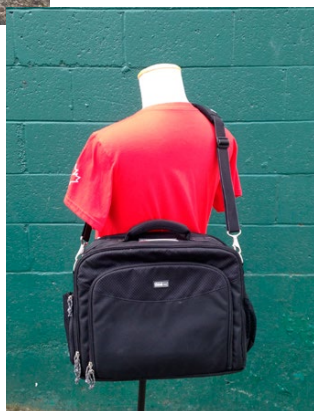
Dakine camera backpack;  
great condition, very gently  
used. Mid to large sized  
backpack: \$165.00



LowePro Magnum  
400 kit bag: \$199.00  
(never been used,  
still has tags on it!)



ThinkTank Airport Check-In;  
good condition. Laptop,  
shoulder bag: \$60.00



LowePro Transit Backpack;  
gently used. Small, lightweight  
backpack: \$65.00



KATA WS-606 Kit/Shoulder  
bag: \$125.00 (never been  
used, still has tags on it!)



If you have an old  
folding SX-70 Polaroid  
camera, we have a few  
**classic leather bags** on  
consignment that they fit  
right into! Prices range  
from \$5.00 - \$45.00. As  
well, many other camera  
bags for your smaller  
digital or film camera that  
can be worn on a belt or

great for throwing into your backpack when traveling.

We also have a very **large variety of camera straps**  
currently in stock in both new and consignment. We  
have the beautiful, hand made, leather straps from Burke  
Mountain Leather for \$85.00 each. As well, we have some  
very colorful fabric straps in a wide rainbow of colors for  
\$15.00 each.

## GURA GEAR

Unfortunately the  
distribution has now  
changed with Gura Gear  
bags and we won't be  
carrying them in the  
future. We currently  
do have some in stock  
however and they are  
all 30% OFF. They are



**Kiboko 22L SALE: \$209.99** Reg 299.99  
fantastic bags and we are sad to not be able to carry them  
for much longer. In stock right now we have the Bataflae  
18L in grey and the Kiboko 22L in black. Quantities are

limited, so pick one  
up while you still can!  
These bags are rugged,  
lightweight and have a  
great design created with  
easy but secure access to  
your gear in mind.



**Bataflae 18L SALE: \$209.99** Reg 299.99

## ACCESSORIES

SIMON B.

### Tiffen ND Filters

**SALE SALE SALE:** during the month of July  
(while quantities last!)

The **Tiffen 77mm Indie Standard Infrared/Neutral Density Filter Kit** is a filter outfit (4 filters) for the outdoor shooter who wishes to create special effects without having to put in any post-production time. This combination of neutral density filters gives you the freedom to make some unique and effective images that would ordinarily not be possible.



**77mm INDIE Standard IRND Kit (4 filters) – Sale \$299**  
Reg. \$334 (includes: ND .3 , .6, .9, and 1.2)

**77mm INDIE PRO IRND Kit (7 filters) – Sale \$499**  
Reg. \$554 (includes: ND .3 , .6, .9, 1.2, 1.5, 1.8 and 2.1)

With colour shift being a critical factor in long exposure digital photography, Tiffen has developed 3 types of filters to combat this issue. In time for the bright summer season, we've put these filters on sale:



**77mm Apex 10 Stop IR & Hot Mirror - Sale \$149** reg. 189.95  
**77mm AdvantiX 10 Stop IR - Sale \$99.95** reg. 109.95  
**77mm Axent 10 Stop - Sale \$39.95** reg. 45.92

## DIGITAL NEWS

MIKE M.

### New & In Stock!

#### Canon 5DS and 5DS R

We now have received a partial shipment of our initial 5DS and 5DS R orders and fulfilled most pre-orders. We should be totally caught up by early July. Both Jason and I have had a chance to shoot with a production model - see his comments elsewhere in this newsletter. I will likely be writing a review on our blog in the next week or so as well.

#### Beau Photo & Fujifilm Photo Walk!

On **Wednesday evening, July 22nd**, join Beau Photo and Fujifilm Canada for a Photo Walk on Granville Island. Check out the latest new bodies and lenses from Fujifilm, ask tech reps challenging questions, enjoy the company of fellow X-shooters or if you aren't shooting with Fujifilm yet but are interested, join us and find out what all the buzz is about. Call or e-mail us for more information. To register, visit <http://form.jotformpro.com/form/51794723115961>

**Fujifilm has shipped the new X-T10**, a less expensive "baby" X-T1 with roughly the same performance and image quality, but in a less expensive and more compact body that is not weather-sealed and has a lower-spec EVF. By the time this newsletter is published, we may still have a handful left that include the free promo leather cases. Call and ask us! The X-T10 is \$899 for the body and \$1249 for the kit with the excellent 18-55mm f/2.8-4 OIS zoom.

Speaking of Fujifilm, most of the rebates are over, save on the 35mm f/1.4, which soldiers on with a \$50 instant rebate for July. At the end of July, Fujifilm should be starting to ship the excellent new XF 90mm f/2 portrait lens. If you haven't got your pre-order in yet, you should do so quickly to ensure you get one in the first allocation! Look on our blog for a preview of my impressions after shooting with a preproduction model! The price on the new 90mm will be \$1,099.



# You're Invited to a Photo Walk

with



& **THE  
FUJI  
GUYS**

Take a walk and rediscover the fun of photography.

Wednesday, July 22nd. 7:00 - 9:00 pm.

Under the Yellow Crane by The Granville Island Hotel  
(1253 Johnston Street)

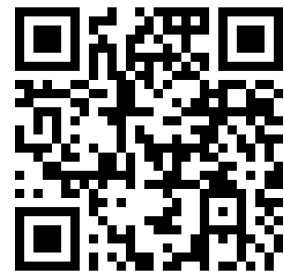


**Try out the latest Fujifilm  
X cameras and XF lenses**

**Great photography tips  
and demonstrations**

One additional guest allowed per person

Limited spots available. Book Now!



RSVP by July 17th

Scan the above QR Code to go to register

or use the URL below

<http://form.jotformpro.com/form/51794723115961>



## July Rebates for Canon and Nikon

### Pro-printer instant rebates for Canon are continuing until

**August 13th.** For example, the superb Pro-I will have a

\$200 IR or a \$300

IR if purchased with

a Canon DSLR.

During the same

time period, 5D

Mark III bodies and

kits will have a \$220 IR, 6D bodies and kits a \$100 IR and

70D bodies and kits a \$70 IR. There are numerous lens

rebates on as well, although the increased rebates when tied

to a body purchase have gone away. Both 24-70mm lenses

have nice rebates with a \$290 IR for the f/4L IS and a \$200

IR for the f/2.8L II. The 600EX-RT flash also has a \$50 IR.



For **Nikon**, the only full-frame body with a rebate is the

**D610**: but to get it, you have to buy it with the older AF 50mm f/1.4D lens and that combination will sell for \$2,099.



There is a nice combined rebate available for the **AF-S 70-300mm f/4.5-5.6 VR zoom**, quite a solid performer for its size and price. You can get this lens for only \$399 when you buy it together with a D7100 body/kit, a D7200 body/kit or any FX (full-frame) body or kit. Nikon's other rebates all fall into the realm of consumer DSLRs and point&shoots, but if you have a camera in mind as a gift, or just want a

less expensive backup or a lighter weight travel camera, call us and we'd be happy to recommend some lower priced Nikon models as well...

## Sony A7R Mark II Announcement!

In August some time, Sony will be starting to ship the replacement for the popular A7R, and the new version will be selling for \$3,999. The A7R Mark II is a substantially reworked camera, offering a 42 megapixel full-frame, 5-axis-stabilized, BSI CMOS sensor that is also capable of pushing 4K video (up to 30 fps) out to an SDXC memory card. The 4K video stream is oversampled and optimized in order to drastically reduce moiré and jaggies in video and at lower resolutions, you can shoot at faster frame-rates too - up to 120 fps in HD (720) mode. With its new BSI (back-side-illuminated) sensor, a first for such a large sensor in fact, the A7RII will have larger pixels and promises to have even lower noise levels at high ISO than the previous model, despite having an extra 6 megapixels of resolution. In addition, the dynamic range should be as good, likely even better, than the previous model as well, offering amazing ability to recover shadow and highlight detail in single raw exposures. Sony has listened to end user feedback and has improved the camera in other ways too...

For the first time with such a high-resolution sensor, Sony has a full-electronic first curtain shutter, meaning that the sensor is cleared electronically, prior to the start of the exposure, which completely eliminates any source of camera-induced vibration, something that plagued the A7R in some situations. There is now only a rear curtain shutter, which activates at the end of the exposure, so its vibration will not affect the image. Shutter life expectancy is also said to be a whopping 500,000 actuations.

In addition, like the A7S, the A7R Mark II will also offer the option of using a fully-electronic, completely silent shutter, a feature that film-set (movie stills) photographers will be all over I'm sure! Rounding out the significant upgrades are a whopping 399 on-chip phase-detect AF points which promise to not only vastly improve focus tracking with native



Sony lenses but will also have the widest AF frame coverage of any full-frame digital camera. You can do continuous focus tracking at 5 fps with this 42 megapixel beast too, if you don't mind chewing through memory cards at an alarming rate!

A feature that Sony has been touting since the camera's announcement is the ability to autofocus Canon lenses at nearly the same speed as a native Canon DSLR body when using a Metabones mount adapter with the latest firmware. This is in stark contrast to the previous models, which could also offer full functionality for adapted Canon lenses, but with painfully slow AF performance. How accurate this fast AF will actually be with Canon lenses and how well they will potentially focus-track remains to be seen, but one would think they should work quite well with the enthusiastic way that Sony is talking about the feature...

Finally, other improvements include an even better EVF, more UI customization options and more user-programmable buttons, better grip ergonomics and more. We have been taking pre-orders for this exciting new body, so if you want to try and get one when they start shipping, don't delay! If you have any other questions about the A7R Mark II, feel free to call...



Don't forget about our try before you buy program! Try something out that is available in our rental department before you decide to buy. If you love it and want to buy onewithin 30 days, you can receive up to two days of the rental cost as a credit toward the purchase. Ask us for more details and if restrictions apply.



# FUJIFILM



*Fujifilm XF 16mm f/1.4 R WR Lens*



*Fujifilm XF 16mm f/1.4 R WR Lens - X-E2 body*

Fujifilm has introduced a new, fast wide-angle 16mm prime lens, equivalent to a 24mm in full-frame terms.

Nano-GI anti-reflection lens coatings - extremely resistant to lens flare.

WR - dust and water resistant construction.

## NOW IN STOCK!

Rebates are on now on Instax instant cameras, available in great colours and styles.



## Instant gratification with Fujifilm Instax

Get instant prints from the Fujifilm Instax camera or from your phone with the Instax Share wireless printer!



## Tech Tip: Shooting Fireworks

With the annual Celebration of Light coming in late July, I thought it might be nice to share some of my Fireworks shooting tips. For an example of some of my own work, see this link: <http://mikemander.blogspot.ca/search?q=2012+Fireworks>

You'll want a solid tripod, a locking cable release (or electronic timer remote) and a range of lenses, from wide to short telephoto, perhaps even up to a 200mm lens, depending on where you will be shooting from. Personally, I like the view you get from the Burrard Bridge, and the Vietnam and Brazil galleries you'll see if you follow my link above, are from there. However with a longer lens, the views can be nice elsewhere too. The Italy fireworks gallery was shot from Jericho Beach with my 70-200mm lens. If there is wind during the night of the fireworks, you should try and go where the wind is at your back, so the smoke from the fireworks is blowing away from you. If the wind is blowing towards you, you might find the smoke obscuring much of the fireworks display as the show progresses. Obviously the wind can change after a few hours, so you might find yourself unlucky with wind direction, as has happened to me a few times.

In terms of camera settings, I always shoot raw, generally use base ISO (100 or 200 usually, depending on your camera) and stop the lens down quite a bit, from f/10 to f/13 or so. I will then lock the shutter open in Bulb mode and leave it open for a period of time and use a black card to selectively cover and uncover the lens, in order to build up an exposure with multiple interesting bursts. More on that later. At base ISO and stopped down to f/10 plus, the ambient light levels will be quite low, so I find I don't get a lot of exposure on the surrounding city usually. However, modern cameras have great dynamic range and often shadows can be brought up effectively in post, something I did with my Nikon D800 shots in the linked galleries. The reason I stop the lens down so far is to ensure the individual fireworks trails are not blown out and retain good colour saturation. If you zoom in on the magnified views in

my gallery, you'll find that usually the fireworks trails have good colour saturation right to their core and are not just blown out white. That said, if you'd rather capture more ambient, then feel free to experiment with your f-stop and/or ISO.

Getting back to the "black card" comment, what I do is watch what is going on visually and cover/uncover the lens until such time that I feel I have a good exposure built up. For example, often times fireworks will have a certain colour for a length of time, so you'll get a grouping with multiple bursts of red fireworks, then maybe blue, then some white bursts, then green and so on. Obviously this is totally variable and unpredictable, but since I like to get a range of colour in my shots if possible, I will, for example, capture a group of red fireworks, then cover the lens for a while until there some green ones, then wait for some blue ones and so on. That way, I get a multiple-exposure type of photo with a nice range of colours in one shot. Of course, if I have built up an exposure sufficiently with only one or two colours, or types of fireworks, and exposing further would only serve to blow things out, I'll stop the exposure and start another one even if I haven't captured the range of colour I was hoping for. This is all very fluid and dynamic, nothing is set in stone of course, so you will have to experiment with your technique. You might just find it easier to set up a fixed exposure time, get more shots in during the show and not have to concentrate on shooting so much. You could even set up a time-lapse with, for example, 5 second exposures at a wider f-stop, and let the camera run by itself. You may get more immediate enjoyment out of the show that way!

Apart from getting a more interesting range of fireworks in a single shot, one of the other reasons I use a black card is to avoid the bright bursts that will light up the lingering smoke that often hangs in the air. These bursts can cause an ugly, white overexposed cloud to obscure all the nice colours in your shot. You will need to pay attention to the fireworks when they launch, get a sense of how high they go and cover the lens to block the bright white flashes,



then uncover the lens quickly to capture the coloured trails that come after the bursts. The more smoke there is, the more helpful this technique can become. If it is near the beginning of the show when there is minimal smoke, or if it's a windy night and the smoke dissipates quickly, this is not as necessary or helpful of course.

Anyway, the best thing to do is experiment, try different things. You might not like the results from my technique either, plus the black card technique is a lot of work where the concentration can detract from your immediate enjoyment of the show too. A few more miscellaneous tips...

If you do use a black card, watch out for light coming from behind you. On the Burrard Bridge for example, where there are streetlights at your back, even a black card can reflect and when you cover and uncover the lens, any reflections from the light might "fog" your bulb exposure. If you have a petal-shaped lens hood, you might want to remove the hood so you can get a better light seal when you cover the lens with the card. Try to angle the card to avoid light reflections and make sure the card is as matte as possible too. I have some black velvet type of material on mine, which reflects less light than the slightly glossy black card I had used originally.

You may want to remove the protective filter, if you have one on your lens, since lower quality filters can cause ghost reflections of bright light sources. If you have a very high quality filter, you might be able to leave it on though. If you've ever done any nighttime cityscapes, you'll likely already have a good feel for whether or not you'll want to remove your filter.

Wherever you decide to shoot from, go early! I try to find a spot at least an hour and a half before the fireworks start. If you want to photograph from English Bay, or any of the really prime locations, well then you'll probably need to go many hours earlier to get a good spot.

Quite often there are "teaser bursts" several times before the main show starts. These usually fall on a five minute

mark, so maybe 9:40pm, 9:45pm, or 9:50pm and so on. I have seen teasers as early as 9:30pm. The nice thing here is it is brighter out still and you can get some nice exposure on the city. For example, photos 2 and 3 in my Vietnam gallery and photos 1 and 2 in my Brazil gallery are examples of that. You should check your watch or cellphone to see how many seconds off a 5 minute mark the teasers come, so that way you can be prepared to quickly take a shot and catch a teaser burst. However note that I have found these teasers to be somewhat inconsistent and sometimes you'll be frustrated at the timing.

Lastly, play with the white balance of your raw shots when you are processing them. Simply setting the camera to daylight or tungsten might not yield as nice a result overall as an in-between setting. If you get the city in the shot, then sometimes selectively desaturating the colour of the streetlights and buildings, or selectively changing the WB of certain areas of the shot, can look better than simply playing with the overall white balance to get rid of the ugly orange city glow. That way you can optimize the white balance to make the sky and fireworks look as good as possible and deal with the city separately if it looks ugly.

Below are two shots, the darker one is the original exposure with default settings in Lightroom and the other is adjusted to taste. You can see how much detail I was able to pull out of the shadows with Lightroom and a D800 raw file, allowing me to clearly show the crowds on the beach, bring up the very dark blue sky a little and also show some details in the trees and the city. I more or less exposed for the highlights to keep the colour saturation of the fireworks, and brought up the darker areas in post. This was at ISO 100, f/13 and a total exposure of 58 seconds. I built up the exposure to get some blue, green and red fireworks in the same shot, as mentioned above. However, even though the shutter was open for 58 seconds, I suspect that the total time the lens was actually open (not blocked by my black card) was likely only about 10 to 20 seconds or so.



The 2015 Honda Celebration of Light competition begins promptly over English Bay at 10:00pm each night, rain or shine, on the following dates:

July 25 - CHINA - Team Lidu

July 29 - BRAZIL - Group Vision Show

Aug 1 - CANADA - Archangel Fireworks

Original image before processing.



After some adjustments in Lightroom.





# AF-S NIKKOR 300mm f/4E PF ED VR

IN STOCK NOW!

Featuring the Phase Fresnel (PF) element which nearly eliminates chromatic aberration on its own, together with the Extra-low Dispersion (ED) glass element and Nano Crystal Coat (N), this lens delivers strikingly clear, accurate images.



New levels of sharpness and clarity with 4.5 stops of Vibration Reduction (VR).

Nikon's Silent Wave Motor (SWM) provides ultra-quiet, ultra-fast autofocus.

Rent one and test it for yourself. You'll see how lightweight and sharp it really is.



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Beau Photo

## FILM / ANALOG NEWS

Nicole L.-D

### Great news for those who love Harman Direct Positive Fibre Paper! It is back in full production!

Harman Direct Positive FB paper is a high quality, traditional silver gelatine black and white, high contrast paper on a 255g/m2 fiber base with a glossy surface. It has a 1-3 ISO rating. In addition to Harman's regular cut sheet sizes of 4x5, 5x7 and 8x10, Harman will now be producing 11x14, 16x20 and roll size.

My favorite use for it is in my pinhole camera. It is red light safe and I prefer to get a positive image straight out of the camera. This creates less work for me in my bathtub darkroom.

We stock three sizes:

4x5 25 sheet for \$34.24

5x7 25 sheet for \$42.40

8x10 25 sheet for \$112.48

Other sizes are easily ordered in.

### Fujifilm Instax

On the Instax Camera front we will be carrying the NEW Instax Mini 8 in Wild Raspberry and Electric Purple! It costs \$99.00 and that includes a package of film!!

We will also be getting the NEW Instax 300 Wide, which will sell for \$149.00 and also includes a package of film.



### Moab Inkjet Paper by Legion Paper

The people from Legion Paper have told us that the Moab Colorado Fibre inkjet paper is being replaced by **Juniper Baryta Rag 305**. This new paper is 100% cotton and offers the thickness of traditional darkroom fibre papers. The Juniper Baryta Rag 305 is a double weight, barium sulfate coated inkjet fine art paper that embraces the charm of silver halide by bringing new technology to an old tradition. This Moab paper is made in the USA and has zero optical brighteners added. It is made in sheets sizes of 5x7, 8.5x10, 13x19, A4 and A2. Roll sizes are 17"x50, 24x50 and 44x50.

### Film Camera Consignments

Recently we have had quite a few new additions to our consignment department. Everything from vintage 35mm and 120 Point & Shoots to 35mm SLR's



One of my favorites to come in on consignment is the Balda. Balda cameras were



around before WWII and sold for an affordable price compared to other folding cameras, such as the Welta. Currently we have two in our consignment department. One of them has a fitted case and is listed at \$50. The other has no case but is still in great condition and is listed for \$40.00. If you would like to see which other cameras we have on consignment or view them as they are listed please see Beau Photo's Instagram gallery. Our Instagram user name is beau1520.





## RENAISSANCE ALBUMS

SIMON B.

It's officially summer and wedding season is in full swing. When you're busy shooting on location you may forget that your next customer could very well be guests of the wedding you are currently shooting. There is also a good chance the bridesmaids and groomsman you're photographing could be looking for a wedding photographer for their special day very soon. It's important to find a way to advertise your service to those guests. You could definitely use social media to post some photos of the day to Instagram and Facebook for people to like or follow you.



We also suggest giving away a little photo book with real photos from the wedding such as the Ventura 2x3 album. An \$8.25 investment could be a very low cost way to secure future business. Simply print

10 2"x3" photos and stick those into the book with your contact details. It's a quick and low cost marketing tool that will help you and your business stand out from the rest.

## Renaissance Stock Albums Sale:

While stock lasts – mats not included

### Library Albums

**Shantung Black Silk - Large 12 page: Sale \$90** (reg. 180.)

**Luxesuede Black - Large 12 page: Sale \$90** (reg. 180.)

**Madison NL – Matt Black - Embossed Medium – 18pg:**  
**Sale \$89** (reg. 171.15)

**Madison NL – Matt Black - Embossed Medium – 24pg:**  
**Sale \$109** (reg. 196.35)

**Madison NL – Matt Black - NL Medium – 18pg:**  
**Sale \$89** (reg. 130.)

**Madison NL – Matt Black - Embossed Medium – 24pg:**  
**Sale \$129** (reg. 196.35)

### Milano Albums

**Madison NL – Matt Black - Large – 12pg:**  
**Sale \$49** (reg. 72.97)

**Madison NL – Matt Black - Large – 15pg:**  
**Sale \$49** (reg. 72.97)

**Madison NL – Black - Large – 15pg:**  
**Sale \$49** (reg. 72.97)

**Madison NL – Matt Black Embossed- Large – 12pg:**  
**Sale \$39** (reg. 57.22)

**Madison NL – Matt Black Embossed - Large – 15pg:**  
**Sale \$39** (reg. 57.22)

## See us on the Island!

We'll be attending **Image Explorations on Vancouver Island July 26th - 30th** with many of these new album products. If you're planning a drive near Shawnigan Lake during that time, we would love to see you. We'll also have a **Beau mini-store** there as well with all



sorts of gear and accessories so it is worth checking out. Request your guest pass by email - [albums@beauphoto.com](mailto:albums@beauphoto.com)

**Image Explorations** is a fun week of photography workshops, sharing with fellow photographers and expanding your horizons. Visit their website for information and find out how you can attend a great week of learning and inspiration.



## My Photo Adventures with a Newborn.

I decided to take it upon myself to set up a home studio and take a picture of my newborn, Tasman, for her birth announcement. Having been selling presentation products for BEAU for over five years I thought I'd give it a go and see what my clients go through to get "that shot".

First, I called a few clients who specialize in baby photography for some handy tips and here are their suggestions:

- Photograph a newborn within 15 days of their birth
- Heat the room to 25c+ so it's nice and warm without clothes on.
- Make sure they feed 30 minutes before the shoot



With those tips in mind my next step was to grab

equipment. I ended up with: 2 - Pro Profoto B1's with umbrella & soft light reflector; Nikon D810, 24-120mm lens, Sekonic L-758DR light meter; Manfrotto background kit and stands, and BD Seamless white paper.

The day to photograph finally arrived, albeit late, with Tasman being 6 weeks old, far past the recommended 15 days. I had my 2 year old son assisting, the room heated and the equipment set up. I spent about an hour trying to get "that shot" and I must say it's far more difficult than I could have ever imagined. My admiration and respect goes out to all family and baby photographers.

As you can see, I eventually got an image that I was happy with, printed it as a 7x5 and presented it in TAP Packaging Solution's Bubble Gum Pink folder sold at BEAU (special order of 100 mounts/box) for 61 cents each. And now I rest.



## PRESENTATION PRODUCTS

BARB B..

We've noticed that many people are moving towards USB presentation and away from the CD/DVD albums as a preferred method of delivering wedding proofs. In response, we've added the AGT 'Elite' USB case to our stock and we'll gladly special-order other options.

Due to this, we're offering the Black 'Topflight' CD/DVD folios with 2x2 window at 9.57 each (a 25% discount) and AGT CD/DVD (2 disc) folders at .15 each while supplies last. Once sold out, we'll special order for you, at regular prices. We've



also continued the clearance on Thank You and Birth Announcement cards as outlined in our June newsletter.

As well, we've received a box (24 count) of TAP folios (premade, 4x5 8-up Horizontal/Vertical, Black with black foil accent) suitable for Portrait proofs that we're offering



at \$10.50 each. They're regularly priced at \$20.31 each, so this is a good opportunity to stock up at bargain prices.

Over the past year, we've experienced a number of backorders which have made it difficult to serve our clients in a timely fashion. Unfortunately the situation doesn't seem to be improving so we're considering replacing some of the TAP products we carry with those of another manufacturer: Tyndell Photographic. Their products are remarkably similar in materials used and appearance, and comparably priced. I've asked if they'd be interested in adding a couple of Beau's more popular items to their line, and I have received a selection of samples from them to assess. I'll have them on display here. If you'd like to drop by and give me your opinion, I'll be happy to see you and hear it.





# Image Explorations

July 26-30, 2015

IE IS HELD ON BEAUTIFUL VANCOUVER ISLAND, BC ON THE CAMPUS OF A PRIVATE SCHOOL SURROUNDED BY TALL TREES AND LAKES, IE OFFERS A UNIQUE ENVIRONMENT WHERE EVERYONE WORKS AND SHARES TOGETHER...  
NO DISTRACTIONS, NO AGENDAS AND NO EGOS.

PHOTOSHOP, FINE ART, BUSINESS, MARKETING, PORTRAITURE ... YOU NAME IT AND THIS INSTRUCTOR TEAM CAN **DELIVER** LEADING EDGE SKILLS.

**WILLIAM BRANSON 111**  
**ANDREW SIMPSON**  
**THOM ROUSE**  
**LAURIE KLEIN**  
**CRAIG MINIALLY**  
**DAVE CROSS**  
**DENNIS AND CHERI HAMMON**



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VISUAL VOICE**

IMAGINE A PLACE WHERE YOU SIMPLY RECHARGE AND ENJOY  
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[WWW.IMAGEEXPLORATIONS.COM](http://WWW.IMAGEEXPLORATIONS.COM)  
[INFO@IMAGEEXPLORATIONS.COM](mailto:INFO@IMAGEEXPLORATIONS.COM)  
604-505-6150



## Trade Shows and Photo Conventions

There are quite a few trade shows coming up this summer, and Beau Photo will be there to meet everyone who comes out, answer questions and show off the latest gear. Come and see us at one of these events, and check out some great workshops and speakers as well!



Join us in Vancouver to explore and fuel your passion for photography at **CAPA Photo Expo**. The Canadian Association for Photographic Art is creating a vibrant arts community to welcome photographers from the Pacific Northwest across Canada, the US and other countries. CAPA Photo Expo runs **August 1 – 3, 2015** with **Photo Tours** running from **July 28 through August 6, 2015**.

**EVENT – CAPA Photo Expo 2015, at UBC - Vancouver**

Internationally renowned speakers

Amazing Photo Tours

Interactive workshops

Hands on photographic experiences

<http://capaphotoexpo.ca>



**Vancouver International  
Photography Festival**  
**Saturday October 3rd -**  
**Sunday October 4th**  
**Van Dusen Gardens**

The purpose of this festival is to provide an opportunity for national and international enthusiasts to come together and share their common interest in the photographic arts through education, entertainment and other promotional activities.

Since the establishment of this non-profit organisation in June 2011, the Metro Vancouver International Photography Festival Society has been steadily growing into an international playground in which photography enthusiasts share their knowledge and experience.

The society's mission is to promote photography and the relating arts, while stimulating tourism and the local economy through the exchange of different cultures and charitable work on an international level.

<http://www.vipf.ca>

**Professional Photographers of BC  
together with Beau Photo Present:**



**September 25-28, 2015**

**Anvil Center - New Westminster, BC**

Join us at **PHOTOGraphie 2015**. Be inspired and share the value of photography through education, gallery exhibitions and image competitions. For four days, the local community and BC youth, along with amateur and professional photographers are invited to participate in this interactive event.

The scope of **Fusion 2015** is to not only focus on the latest in DSLR video but also to include many aspects of still photography including lectures, demos and even a round-table discussion. There will be three workshop tracks with still photography, DSLR Video, and outdoor workshop sessions.



# DANCE PHOTOGRAPHY WORKSHOP

*Exploring light and movement with dancers*

July 19th-2015-Vancouver

**David Cooper** is teaching a hands-on one day dance photography and lighting workshop in his Vancouver studio. Working with professional dancers you will practice capturing dynamic movement and learn how to use short duration strobes for freezing motion.

COST \$450.00 for the day

- Lunch and snacks will be provided
- Advance deposit required to guarantee your space.

## What we provide

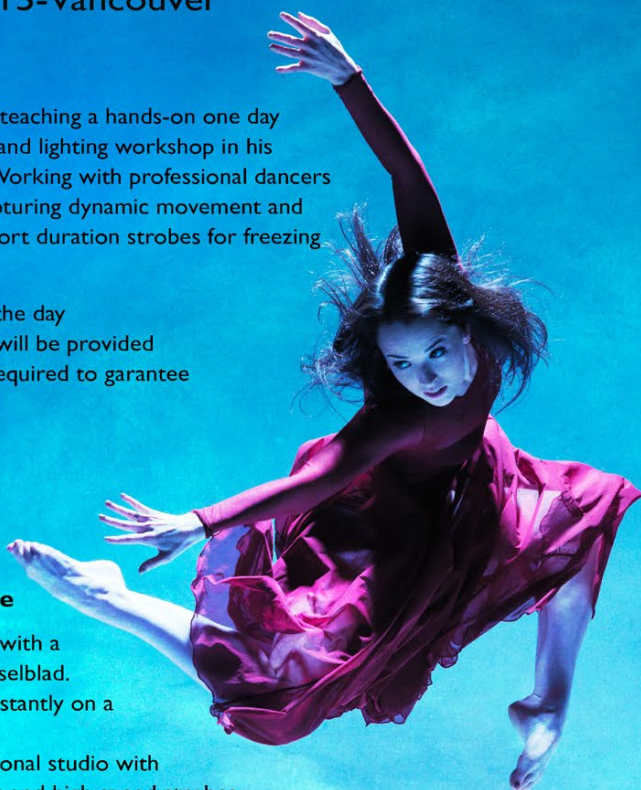
- Tethered shooting with a medium format Hasselblad.
- See your results instantly on a large monitor.
- Shoot in a professional studio with a sprung dance floor and high speed strobes
- Experiment with various lighting set-ups
- Learn to direct professional dancers and communicate precise instructions to master capturing jumps.
- Files are 150mbs each for maximum quality
- This one day class will be small and intimate, allowing lots of time for shooting.

## What to bring:

- You should bring your own camera to practice with throughout the day.
- A hard drive or thumb drive to take away your files.
- Lots of enthusiasm

## Contact:

dacooper@telus.net PH:604-255-4576  
www.davidcooperphotography.com



David Cooper Photograph 2012 - Danielle Gardner



Danielle Gardner-workshop photo by Adrienne Thiessen



Heather Dotto and Danielle Gardner



Jacq Smith

# PPOC Business Insurance Program Breakdown



- Complete business package including coverage for building, equipment, computers, loss of income, liability, etc. for home-based businesses or large studios
- Replacement cost included for building, equipment and computers
- **WORLDWIDE** coverage for 60 days
- Business Interruption coverage for loss of profits covered due to an insured claim including necessary extra expenses
- Policy enhancements include:
  - Accounts Receivable, Valued Papers, Building Signs, Fine Arts
  - Fire Department Service Charge and Building Damage by Theft
  - Top-Up Extension \$50,000 aggregate
  - Cyber Event Expense Limit – \$25,000
  - Crime Insurance including: Money, Securities, Depositors Forgery, Counterfeit Money, Employee Dishonesty
- Commercial General Liability – \$2,000,000 including non-owned auto and \$1,000,000 Tenants Legal Liability (Increased limits available)
- Legal assist coverage included – provides free answers to legal questions relating to business activities

**THE POLICY IS AVAILABLE TO NON MEMBERS, BUT PPOC MEMBERS RECEIVE A 20% DISCOUNT. WE ALSO PROVIDE GROUP HEALTH/DENTAL COVERAGE & CRITICAL ILLNESS.**

## **GOLD PACKAGE**

Only available to members

**Photography Equipment limit – \$10,000**

**Computer Hardware & Software limit – \$10,000**

**Off Premises/In Transit limit – \$10,000**

**Professional Liability – \$100,000**

**Premium starting at \$425**

## **PLATINUM PACKAGE**

Available to members and non members

**Photography Equipment limit – \$25,000**

**Computer Hardware & Software limit – \$25,000**

**Off Premises/In Transit limit – \$25,000**

**Professional Liability – \$250,000 (members only)**

**Premium starting at \$800**

## **CONTACT US**

### **WESTERN CANADA AND ONTARIO**

#### **Harvard Western Insurance**

3615 Quance Street East  
Regina, SK S4V 3A4

Phone: 306-757-1633

Fax: 306-757-1434

Toll Free: 1-888-382-6657

Tammy Zajac, Account Executive  
tzajac@harvardwestern.com

Connie Middleton, Program Liaison  
cmiddleton@harvardwestern.com

### **QUEBEC**

#### **Marleau Renaud Assurances**

430 Boul. De l'Hopital, St 106  
Gatineau, Quebec J8V 1T7

Phone: 819-246-3200

Fax: 819-246-8411

Cedrick Bisson

cedrick@marleaurenaud.com

### **MARITIMES**

#### **Caldwell Roach Insurance**

7 Pine Hill Drive  
Elmsdale, NS B2S 1G8

Phone: 902-883-1550

Fax: 902-883-1552

Cell: 902-877-7888

Andrew Raymakers  
araymakers@cral.com

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**INSURANCE**

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