



# Canon

# FUJIFILM



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# Profoto



# SIGMA



# Manfrotto



# SONY



# HASSELBLAD

CREATE TO INSPIRE



# PocketWizard



# EPSON

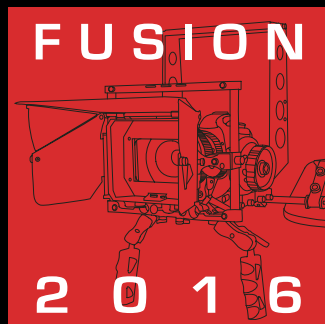
# IMPOSSIBLE

Finding Your Niche in the Age of Digital Imaging  
*Saturday, November 5th, 2016 Anvil Centre, New Westminster*  
**Industry Expo 10am - 5pm**  
See the latest in cameras, lighting, printers, paper and more at the Industry Expo. Tickets to the show are included with your speaker tickets, or just come to the expo for \$10 at the door. Reps from all the major brands will be on hand to demo equipment and answer your questions.



## Beau Newsletter - November 2016

Fusion Industry Expo • New in Used • Shooting with a Digital IR Converted Camera  
Canon Rebates • November 15th - It's the Fujifilm Photo Walk with the Fuji Guys!  
Bag of the Month - Lowepro Pro Runner BP 350 AW • New Envy straps • Fujifilm  
Instax Monochrome is here! • Hasselblad H6D-100c in Rentals • more...



# Finding Your Niche in the Age of Digital Imaging

*Saturday, November 5th, 2016*

*Anvil Centre, New Westminster, BC*

Use promo code  
**BEAU2016** to get a  
20% discount on the  
speaker series!

Fusion 2016 encompasses many aspects of photography including DSLR video, travel photography, pet photography, portraits, lighting, sports photography, and much more. View the exhibition in the gallery and attend social events.

Tickets are available to see individual speakers or a full day of speakers, and for the Industry Expo only. All speaker tickets include a pass to the Industry Expo.

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Immerse yourself in photography! Attend a full day speaker series and Industry Expo.

Tickets available online at -  
[www.photographiefestival.ca/fusion](http://www.photographiefestival.ca/fusion)


**PHOTOGraphie**  
Professional Photography Festival

Fusion 2016 is held in conjunction with Photographie, attend two events in one!  
[www.photographiefestival.ca](http://www.photographiefestival.ca)

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 Beau Photo

**Industry Expo 10am - 5pm**

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 **Manfrotto**

 **CYBERSPORT Photo**

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## PRO SALES

KEN S.

### Fusion 2016 Industry Expo

FUSION 2016 is just days away and we hope you will be able to attend. This year we have our biggest lineup of exhibitors ever! **Canon, Fujifilm, Nikon and Sony** will be bringing an amazing selection of cameras and lenses. As well **Sigma and Tamron** will be well represented with their newest lenses. **Hasselblad** will have the all new mirrorless medium format X1D as well as the H6D100C, and H6D50C. You will also be able to see a wide range of tripods, camera accessories, printers and media for digital printing. Evan Parker from **Moab** will be making attendees a free 8.5x11 print at the Moab booth on any Moab paper of their choice. Just bring a tiff or jpeg on a USB drive.

### See Product Demos

In addition to the trade show there will be a demo stage in the exhibition hall where you can watch a free demonstration on lighting or listen to talks on the newest cameras and camera accessories. Here is what some of the exhibitors will be talking about .....

**Profoto Canada:** Toronto based fashion and commercial photographer Miguel Jacob will be doing a lighting demo "Speed Redefined", explaining the core benefits of the new Profoto D2 and Pro 10.

**Nikon D5:** Capture images that defy the odds  
See the spectacular innovation in the Nikon D5 that will expand your photographic capabilities as you are guided through a tour of Nikon's finest masterpiece.

**Selecting the right Nikon for your photographic and cinematic needs.** With a broad range from entry-level to hobbyist to professional Nikon systems, there's a Nikon D-SLR that's right for you. Learn what you need to know to make the choice an easy one.

Andrew Patrick from **Epson Canada** is talking about museum quality digital printing for photographers.

### Hasselblad H6D

The Hasselblad H6D is the world's most advanced medium format camera system. It has been redesigned from the ground up to incorporate the very latest technologies, available in both 50 MP and 100 MP CMOS sensors.

### The new Hasselblad - X1D

The Hasselblad X1D camera is the world's first compact, mirrorless medium format camera (50MP CMOS sensor).

At less than half the weight of a conventional digital medium format camera, it's a game changer for the world of photography. Small enough to take anywhere, powerful enough to capture anything.



### Fusion 2016 Featured Products and Deals

Special FUSION 2016 only deals on Cameras, Lenses, Tripods, Camera bags, Lighting and more. Many of these specials are only for the day of the show. If that is not enough to get you to come down we have (over) \$1000 in door prizes! Here are a few of the trades that will be there.

### Amplis Photo / Hahnemühle

Hahnemühle is first and foremost a paper company and has been manufacturing high quality papers since 1584. They produce fine art inkjet paper and canvas that is suitable for printing museum quality, unique prints. Visit their booth to see print samples on Photo Rag, Rice Paper, Bamboo and other fine art papers.



Hahnemühle has recently introduced a paper specifically for alternative and historic process photographers.

### Hahnemühle Platinum

**Rag** is an acid free, 100%

cotton, 300gsm paper perfectly sized and manufactured for use with platinum, cyanotype, salted paper, gum bichromate, Van Dyke and other printing processes. It is easy to coat



and stands up well to prolonged processing and washing. The Hahnemühle rep will be on hand to answer any questions and sample packs of 5 sheets will be available for sale at the Beau Photo booth.

**The Canon booth will have the latest and greatest Canon gear for you to try out.** Here are just a few items that will be featured:

The **Canon EOS 5D MK IV**, which just won the DP review gold award. DP review said "the 5D Mark IV is the most refined 5D yet". This is a camera that will stand up to years of abuse and churn out images with appreciably better quality (and at a faster rate) than its predecessor. The touch screen and dual pixel AF offer users more shooting options, and the built-in Wi-Fi and NFC will be an important addition to those working in the field.



The new **EF 16-35 2.8MK II** has just arrived and Canon will have it at the show. One of the recent reviews states that this lens is arguably the best ever. The 16-35 L III is the new standard wide angle zoom lens for professional and serious amateur wedding and event photographers, photojournalists, sports photographers, street photographers and many others.

The Canon Booth will also have the new **EOS M5 mirrorless camera**; the compact M5 is loaded with features and new touchscreen technology that not only lets you use the rear touchscreen to position focus, it also allows its use as a touchpad to move the focus point when you're shooting through the viewfinder. This, combined with decisive autofocus, should be really significant for both stills and video shooting. Come by the booth for a touch and try

## imagePROGRAF PRO-1000



## PIXMA PRO-100



## Canon Printers

**Come by Beau Photo, see the New Canon Pro printer display and arrange for a demo or a free print!**

The new display showcases the Canon Pro 1000 which was the TIPA award winner for the 2016 best printer of the year. From Nov 5th to Nov 10th only, we will have show specials on the 17" wide Pro 1000 and the 13" Pro 100 printers that will be the **LOWEST PRICES OF THE YEAR**. Lower than Back Friday and Boxing Week prices. Call us or come by the Beau Photo or Canon booth for the show special pricing

## New in Used

### Used Hasselbald H Series Lenses

|                        |                                |
|------------------------|--------------------------------|
| HC 35mm f/3.5 - \$2650 | HC 150mm f/3.5 - \$2300        |
| HC 35mm f/3.5 - \$3050 | HC 50-110mm f/3.5-4.5 - \$3460 |
| HC 50mm f/3.5 - \$2200 | HC 50-110mm f/3.5-4.5 - \$2750 |
| HC 50mm f/3.5 - \$2050 | HC 150mm f/3.5 - \$2300        |

### Used Phase One Digital lenses

Phase One 28mm f/4.5 AF lens - \$5200

Phase One 45mm f/2.8 AF lens - \$1845

Phase One 75-150mm f/4.5 Zoom AF lens - \$3800

Phase One 80mm f/2.8 AF lens - \$900

Phase One 150mm f/2.8 AF lens - \$3300



### Big and Bold Digital Cameras

#### Used Nikon D4 - \$4400

This Nikon D4 is freshly received from our rental department. Gently used and in great condition the Nikon D4 is a FX-format, 16.2 megapixel camera that uses Nikon's fast EXPEED3 processor allowing it to capture up to 10 fps. It has outstanding AE/AF performance and full 1080p HD video. Combine that with cutting-edge metering and rugged body design this might be the perfect camera for you.



#### Used Nikon D3 - \$1299

12.1-MP FX-format CMOS sensor, 9 fps continuous shooting, Low-noise to ISO 6400

#### Used Canon 1D Mark IV - \$2000

The EOS-1D Mark IV is the choice of professionals looking for the ultimate in SLR performance. The 1D Mark IV has a 45-point AF system including 39 cross-type points, AI Servo II AF



focus tracking system with improved algorithm combined with 10 fps continuous shooting. It has an APS-H sized 16.1 Megapixel CMOS Sensor, Dual DIGIC 4 Image Processors, and an ISO range of 100 - 12800 (up to 102400 in H3 mode) with an advanced noise reduction.

#### Hasselblad H3D-39 with HC 80mm f/2.8 lens and HM 16 film back - \$5800

The Hasselblad H3D-39 uses a near full-frame 39mp CCD sensor (1.1x crop on 645) in its digital back. With its true 16bit per channel raw file the Hasselblad H3D-39 delivers superb tonality and accurate colour rendering.



### Used Lighting - Big and Small

The Rental department at Beau photo is selling off some of their older Profoto packs. All used packs come with a 30 day warranty. Selection is limited so come in soon.

Profoto 6a 2400 Pack - \$1600 3 available

Profoto 7a 2400 Pack - \$1899 1 available

Profoto 7b 1200 Pack with 3 batteries - \$1700 1 available

### Lighting for Video on the go!

If you go out into the woods today don't forget your Qudos LED lights. The Qudos action (Light) from Knog seamlessly partners with the GoPro 2, Hero3, 3+ and 4, as well as Sony action cam or any action camera with GoPro conversion mounts. It delivers 400 lumens of light from its three powerful LEDs yet only weighs 150 grams. With multiple modes to adjust brightness and light beam the Qudos Action allows users to control their shots in any scene or location – whether underwater, on the trails, or on mountain peaks, finally there is a light that will go anywhere your GoPro takes you. While quantities last!

Qudos Action light Black - Sale \$89.00 Reg. \$129.95

Qudos Action Battery pack - Sale \$29.00 Reg. \$39.95

Qudos Action Mount pack - Sale \$16.00 Reg. \$19.95

# Go Wide..



*At the heart of the image*



The new **PC NIKKOR 19mm f/4E ED** lens lets you photograph scenes from your own perspective! With more options to tilt and shift in any direction, you can have the creative control you need. Ideal for architecture, landscapes, interiors, panoramas and more.

Shipping in early November!

## Or maybe longer is what you're looking for!

### **AF-S NIKKOR 70-200mm f/2.8E FL ED VR**

The perfect lens with so many uses! The new 70-200 f2.8 from Nikon features cutting edge optics, an electronic aperture for stepless aperture control, up to ~4.0 stops of image stabilization, improved weather sealing, new fluorine coated front element that repels dust, water, grease and dirt, and more.

Shipping in mid November!



These two new lenses will also be available for rent so take them out and put them to the test.

We have Nikon bodies and an extensive selection of lenses in our rental department. Try one out and apply the rental fee toward the purchase. Ask us for details.





## DIGITAL

MIKE M.

### Digital Infrared Photography



665nm IR-converted Fujifilm X-E2  
Spray Valley Provincial Park, Alberta, Canada

Over the years I've had several digital cameras dedicated to IR photography, first starting back in 2001 with a Nikon Coolpix 800, then followed by an Olympus C4040 and then a Nikon Coolpix 5400. With those cameras, I used deep IR filters on otherwise stock cameras and shutter speeds were



Nikon CoolPix 5400 with B+W 093 deep IR filter  
Northern California Redwoods

long enough in full sunlight, that I often had to use a tripod. I never used those cameras for colour photography since I

felt that their image quality wasn't good enough, however with the IR grain and glow added in post, they seemed to mostly suffice for my B&W IR ambitions. Back then, I was shooting medium format transparency film with a Pentax 67II, my main camera at the time.

Then, after buying a Canon EOS-30D in 2006, I decided to have my very first digital SLR that I had bought in 2004, an EOS-20D, converted to a dedicated IR camera, letting LifePixel do the modification with a standard 720nm bandpass IR filter. I had that camera for many years, finally selling it when I started to use Panasonic Micro-4/3 bodies.



720 nm IR-converted Canon EOS-20D  
Ruins near Lake Chelan, WA, USA

In 2012, when I was shooting with a GH2, I decided to buy a Panasonic GF2 body and immediately had it converted to shoot IR (720nm as well), and used LifePixel once again. With a standard DSLR, one has to worry that IR light doesn't focus in the same plane as visible light, leading to focus errors when the visible light is used either by the DSLR's AF sensor, or by you if manually focusing via the camera's focusing screen. This is why many older lenses had an IR offset dot on their focusing scale, so you could manually shift the focus to compensate. Well, with a mirrorless camera like the GF2, the main image sensor is being used to focus, and since the IR filter is, of course, in front of the image sensor, you get perfectly accurate AF, as well as being able to see the IR effect through the EVF or back LCD screen. Overall, this made shooting IR much

more pleasant and accurate compared to a modified DSLR!

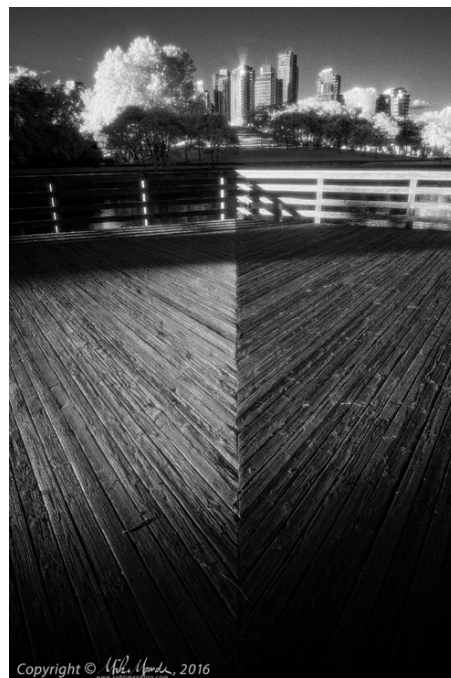


720 nm IR-converted Panasonic GF2  
Devil's Garden, Utah, USA

However, I never ended up using the modified GF2 all that much, mainly because many of my Panasonic lenses performed quite poorly in IR light, exhibiting soft edges and corners, lots of lens flare, and some also had IR “hotspots” where you would get a bright circle in the centre of the frame as soon as the lens was stopped down a bit. If I recall, my Canon lenses, despite being more of a hassle to use from a focusing standpoint, had performed better overall in IR light if compared to those Panasonic lenses, at least the ones I'd owned. In addition, the sensor in the GF2 would sometimes exhibit banding and other weird artifacts, once a shot was post-processed to crank up the contrast. It wasn't really too bad, but that, along with the many lens issues, were just annoying enough that I didn't use it all that much.

So at the end of last year, since I wasn't really shooting with it much, I decided to sell my converted GF2 as well as the last of my Panasonic and Olympus lenses. Now that I am shooting 100% with a Fujifilm system (no more DSLR either), I was waiting for the right time to have a body converted. I had researched shooting IR with Fujifilm lenses online a bit, and generally, many of the lenses were said to perform extremely well. So... when I bought my X-Pro2, I had two X-E2 bodies on hand, one to be used as a backup camera, but the second one I had kept in anticipation of its eventual IR conversion. When LifePixel had a 15% off sale a few months back, I finally decided to go for it, and sent one of my X-E2 bodies in, ordering the “Enhanced IR” filter conversion, a slightly “lighter” 665nm bandpass IR filter that what I had been used to before. Lifepixel has a very useful page, showing all the different filter options and how they affect your final image: <https://www.lifepixel.com/infrared-filters-choices>

Here is a gallery with numerous colour and B&W examples, the first images from my converted X-E2: [http://www.sublimephoto.com/exhibit/2016/0827\\_xe2\\_infrared/](http://www.sublimephoto.com/exhibit/2016/0827_xe2_infrared/)  
I had studied the examples that LifePixel has on their site,



665nm IR-converted  
Fujifilm X-E2  
False Creek



and decided it might be nice to have a bit more colour info in my captured IR raws to create more interesting colour IR photos. In addition, the deep IR contrast didn't seem too toned down; water and skies were still nice and dark, and sunlit foliage was still nice and bright. What little loss in overall IR contrast there was, I felt I could easily recover in post processing. Well, I'm sure glad I chose that filter since the post-processing colour results are far more interesting than what I had been used to with my previous cameras!

Before I continue, I'd like to add that pretty much any DSLR or mirrorless camera from the last 5 years or so would be ideal for IR conversion. That said, as I noted above, not all lenses will image in IR light as well as they might in visible light, so a bit of research is in order to try and see if your existing lenses will perform well. The issues you might see are hotspots in the centre of the frame at smaller apertures, overall softness or considerably worse corner sharpness or detail smearing, loss of contrast or extreme flare and more. Here is one online resource that might help you figure out if your existing lenses are suitable...

<https://kolarivision.com/articles/lens-hotspot-list/>

So, how does an colour-IR image look from my converted X-E2? Well it looks nothing like the processed colour image at the top of this article. This what that raw file looks like in Lightroom, with the WB cranked all the way over to the left at 2000K and -60 tint...

When I bring this file into PhotoNinja, my favourite raw



converter for Fujifilm X-Trans files, I seem to have a greater degree of WB correction than I do in Lightroom. This is how it looks like after conversion in PhotoNinja with roughly the same white-balance "numbers" as above, but with PhotoNinja they clearly have a totally different effect on the colour...

Then the image gets pushed over to Photoshop for some



red/blue channel swapping magic and colour adjustments. I also add the "traditional" grain and glow where I try to simulate the look of Kodak's long discontinued HIE IR film. The image at the top of the article is the final processed colour version, after the roundtrip into Photoshop and some further tweaking in Lightroom.



B&W version of IR image

The highlight glow you got when shooting Kodak HIE film was due to IR light being scattered through the emulsion, with the brightest highlights then reflecting back off the camera's film pressure-plate and fogging the film around the highlights. Above is a different, B&W processed version of the file that tries to emulate the dramatic B&W HIE look.

So, back to the colour version, which I find quite fascinating in the context of IR photography. Kodak also made a colour IR film, but personally I never liked it much from an aesthetic standpoint and felt it was just a little too psychedelic looking, with cyan/green skies and orange, pink or purple coloured plants and foliage. The nice thing about this digital IR converted camera, is how cleanly one can manipulate the resulting colours, to generate an image that is more conventional looking, yet still striking and dramatic without being too garish or cartoonish. I have created several different versions of my colour process but have settled on what you see in this article. Of course I will continue to tweak and experiment and who knows, I may grow to prefer a totally different look in the future. In any case, working with these images is a blast - I'm having a lot of fun!

As you can see, IR will often render skies very dark and deep water is also dark or even black. Foliage can glow brightly as well, and the shot below illustrates the differences between deciduous trees, where the leaves glow very brightly, and conifers, who's needles seem to render darker and with more colour...



People can also look strange, with near featureless baby-smooth complexions, or other times with veins showing dramatically just below the skin. Eyes can also look deep and dark with a lot of contrast, almost alien at times. For some further examples, have a look at my personal blog posting here, where there is a slightly different version of this article published... <http://mikemander.blogspot.ca/2016/08/infrared-with-fujifilm-x-e2.html>

So maybe you have an old DSLR or mirrorless camera that you've been wondering what to do with... maybe it's too old to be worth much selling second-hand and/or you don't want to go through the trouble? Or, perhaps you have a perfectly good modern camera, but your camera company of choice has just released a new model that you'd really like to have, but just can't quite justify replacing your old one with? Well in those cases, why not have a camera converted to IR?! This is what happened to me when I had the 20D, and then Canon released the 30D. I used the IR conversion of my 20D as an excuse to buy the 30D! Having a camera IR converted may just open up a whole fascinating new world of photography, one that you've never given much thought to!

## Convert a Used Camera!

If you don't have an old "conversion-worthy" camera already, and if you are happy with your current camera with zero desire to upgrade, then why not consider buying a second hand camera and having it converted? At Beau Photo, we often have many used digital cameras to choose from, sometimes older and really inexpensive ones too. Might be worth a look!



Nikon D70 body - \$90

Nikon D300 body - \$250

Nikon D50 w/18-200 - \$175

IR converted D80 body - \$500



## Canon Rebates!

Unlike most other companies, Canon has a very long list of body and lens rebates for the month of November! These are, as usual, instant rebates that come off invoice, so there is nothing you have to mail in. Please call us for full information since there is only room to list some of the more choice ones in our newsletter...

EOS 5D Mark IV Kit w/EF 24-70mm f/4L IS - \$85

EOS 5D Mark III body or kit - \$140

EOS 7D Mark II body or kit - \$285

EOS 80D kit w/EF-S 18-135mm IS - \$280

Rebel T6i body - \$205

EF 24mm f/1.4L II - \$130

EF 35mm f/1.4L II - \$200

EF 85mm f/1.8 - \$110

EF 85mm f/1.2L II - \$210

EF 100mm f/2.8L IS Macro - \$160

EF 11-24mm f/4L - \$320

EF 16-35mm f/2.8L II - \$330

EF 24-70mm f/2.8L II - \$330

EF 70-200mm f/2.8L IS II - \$400

EF 100-400mm f/5.6L IS II - \$340

EF 1.4x III or 2x III Extender - \$30

## Canon Printer Rebates

There are also rebates on printers, from the 4x6" Selphy, all the way up to their huge, large format floor-standing models! For the desktop inkjet printers (Pro-I, Pro-10 and Pro-100, all 13" wide), the rebates vary based on whether or not you buy the printer alone, or if you bundle in a Canon DSLR and Canon inkjet paper on the same invoice for a bigger rebate.

Selphy CP1200 - \$13

Pixma Pro-I - \$175-\$325

Pixma Pro-10 - \$175-\$325

Pixma Pro-100 - \$125-\$275

iPF PRO-2000 (24" wide) - \$100

iPF PRO-4000 (44" 1x roll feed) - \$150

iPF PRO-4000 (44" 2x roll feed) - \$200

iPF PRO-6000S (60" 2x roll feed) - \$400

**Also, we have an additional special on our last Pro-I in stock**, a price of just \$759 after the \$175 printer instant rebate. This printer is discontinued now and replaced with the larger, 17" Pro-1000, which sells for \$1,599. So, if you want a top-quality 13x19 inch inkjet with stunning B&W printing, a gloss optimizer and archival grade output, and DON'T need 17 inch wide printing capability, this last Pro-I might be the bargain you've been waiting for!

## Beau Photo / Fuji Guys Photo Walk!

Test out the latest gear from Fujifilm, like the acclaimed X-Pro2 and X-T2 bodies, pro lenses like the 16-55mm f/2.8 or 50-140mm f/2.8 OIS, the big 100-400mm tele-zoom, or even the latest compact primes like the 23mm f/2 or 35mm f/2! We will be hosting a nighttime photo walk on Granville Island as follows, **you must register to attend, we can't allow unregistered persons to attend!**

Where: Granville Island, Vancouver

Date: Tuesday, November 15th

Time: 7:30pm start until 9pm end

Watch [our blog](#) in the upcoming week to find a registration link for this photo walk. Space is limited, so don't delay once the registration page is up! The walk will happen regardless of weather, so be prepared for rain if need be! Also, bring a tripod, if you've got one. If not, then it will be a good opportunity to test out some image stabilized lenses and the high ISO capabilities of the new bodies!



## HASSELBLAD Update

We now have the awesome Hasselblad H6D-100C available for rental or demo, and will soon be getting the highly anticipated (and somewhat delayed) X1D-50C mirrorless medium-format system, hopefully by mid-November. Customer pre-orders of the X1D-50C should finally start shipping by the end of November, with the X1D-50C '4116' special edition kit following about a month later. In addition, the H-lens adapter and new 30mm wide-angle should start shipping in November.

For lots of good deals on previous generation Certified Pre-Owned (CPO) Hasselblad gear, check out the following link... <http://hasselbladbron.com/cpo.pdf> (prices are in USD) We can order these for you if they haven't already been snapped up. Hasselblad updates the CPO PDF on a regular basis, so keep checking back for new deals!



# High-Volume Event Photography Printers

## Frontier DX100 Printer



## HUGE Fujifilm DX100 Printer PROMO at FUSION 2016!

From November 1st -16th, 2016, take advantage of a huge promo and sale pricing on Fujifilm's swift and efficient DX100 printer! *The promo includes \$750 in instant savings, as well as \$2,500 in free goods!*

Fujifilm Frontier-S DX100 Printer - \$3,150 (SAVE \$750! Reg. \$3,899)

Free goods include:

- 1) DX100 Fabric Roller Case
- 2) 3-year Extended Bench Repair Warranty (100,000 prints)
- 3) Full set of 200mL Ink Cartridges
- 4) Four (4x) cases of Glossy or Lustre Paper, any width  
or  
Two (2x) cases of 8" Premium Matte

- a compact, pigment inkjet based printer.
- print standard sizes from 3.5"x5" up to 8"x39" panoramic formats.
- vivid, yet accurate colour reproduction with great skin-tones.
- prints are waterproof with longevity that can match or exceed traditional photographic printing processes.
- prints up to 360 4x6 prints per hour, or one every 10 seconds,

## Fujifilm ASK 300 Dye-Sublimation Printer

### Perfect for Santa photos and photo booths!



- a compact dye sublimation location printer, with an 11"x17" footprint.
- outputs 3.5x5, 4x6, 5x7 or 6x8 sized prints.
- print speed is 12 seconds per 4x6 print
- prints come out of the printer 100% dry and waterproof
- features a dust-proof design, with a filtered and pressurized printing compartment, which minimizes print flaws.

Save \$150 on Fujifilm's ASK300 Dye-Sub Printer - \$1,349  
(Regularly \$1,499) Sale in effect November 1st - 16th, 2016

### Media

Lustre 6" DX100 Paper Roll (615 4x6 prints) - \$69.95  
Lustre 8" DX100 Paper Roll (246 8x10 prints) - \$96.95  
DX100 Ink (200mL) - \$87.95ea - printer uses a 6 ink set

4x6 ASK 300 Dye-Sub Media (800 prints) - \$182.95  
5x7 ASK 300 Dye-Sub Media (460 prints) - \$209.95

\*other paper sizes available for both printers



**Beau Photo Supplies**  
1520 W. 6th Ave, Vancouver, BC  
604.734.7771

# FUJIFILM

## BAGS

MEGHAN S.

### Bag of the Month On Sale For The Month Of November!

#### LowePro Pro Runner BP 350 AW



Sale Price: \$208.50  
(reg. \$236.95)

LowePro has updated their Pro Runner line of backpacks to be very well organized with a modern design. This is the smaller of the Pro Runner series, but it still allows you

to carry a pretty full set of gear, along with a laptop, tablet

AND Wacom type tablet, each in their own padded, dedicated pockets! Plus all kinds of extra room for accessories! They have even included a removable extra zippered pouch for batteries, cards, cords or other necessities.

I also find this backpack to be very comfortable and it seems to be quite ergonomically designed. When you are carrying

a full backpack around all day when traveling, on a film set working, or out to various locations for a photo shoot you need something with good straps. This backpack has really

nicely padded straps, without being too bulky, as well as a padded area on its back to help with lower back support. Also included is a padded waist belt for extra support, which can be removed if you like.

Here's what will fit: DSLR with lens attached (up to 70-200) with 4-5 extra lenses or speedlights, up to a 13" laptop,



10" tablet, Wacom type tablet, large smartphone, pro tripod and accessories.

### Envy Straps

#### New Wrist Strap & Camera Harness

We now have more Envy straps! In addition to a larger variety of the stylish neck straps and scarf straps, we now have in wrist straps as well



as a camera harness system. The wrist straps feature the very stylish decorative patterns, like the neck straps, and also have a quick release snap. They use the weight of the camera to tighten around your wrist and are slightly padded feeling so they are very comfortable to wear.



The camera harness is a really simple but comfortable design. Made of heavy duty elastic, it has some stretch to it and moves with you. It is a better alternative than wearing your camera around your neck, allowing for better support and weight distribution. It also helps stop the camera from bouncing around as you walk! It can be worn in addition to the neck strap or on its own. The harness comes in a variety of sizes from Small to XXL.

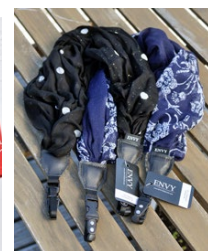
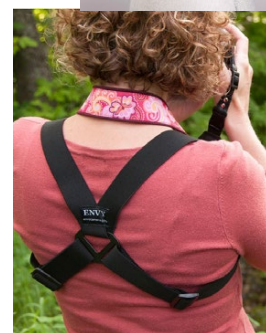


**Patterned Camera Neck Strap: \$39.99**

**Scarf Camera Neck Strap: \$37.99**

**Wrist Strap: \$21.99**

**Camera Harness: \$39.99**



## Filters & Accessories

SIMON B.

### The Mini-V Fog Machine from ROSCO

ROSCO has announced a lightweight professional grade fog machine that sells for just \$569. The Mini-V is a perfect choice for mobile users who are looking for a continuous steady flow of fog. The Mini V has a on/off rocker switch at the end of a 6' cable. The light-weight unit is easily transported to any location that needs a professional grade fog machine.

Learning of this new product and Halloween being so close I contacted Jen Steel at ROSCO and asked if I could try it out for myself. Jen kindly dropped off the machine at my house and my 3 year old son was super excited to pose in his dragon costume. I am not a portrait photographer so bear with me. I grabbed my Nikon D810, 14-24mm lens, Profoto B1 Monolight and Rosco Mini-V and these are the results. I took side by side comparison photos, one with fog and one without to compare the difference. The photo with fog looks far more dramatic in my opinion, and by changing your lighting techniques and adding colour gels, it could be a very creative tool.

The unit itself is very easy to use. Just plug in and press a button. Even my 3 year old managed to work the machine and have lots of fun with it.

Beau Photo has a fog machine to rent for \$40 if you want to try out the effect before purchasing one of your own. The Rosco Mini-V is a special order, so please allow 3-6 days for delivery.



## RENTAL NEWS

JASON K.

### New in Rentals!

#### Hasselblad H6D-100c



It has arrived, the Big Kahuna. This new camera from Hasselblad sports an incredible 100 megapixel CMOS sensor capable of 16 bit colour with a 15 stop dynamic

range, and also 4K video with full HD RAW video output at 30 fps. Speedier processing and a larger buffer enables the H6D-100c to shoot at a fast 1.5 fps for a longer period of time. The digital back features a USB-C connector for fast tethering speeds (up to 5Gbps), and also a WiFi connection for remote control, wireless previews, and file browsing. An all new user interface coupled with a high resolution touch screen makes navigating the camera's menus easier than before! **\$500/day or weekend**

#### Canon EF 16-35mm f2.8L III Lens

Canon has just introduced an updated version of its popular 16-35mm f2.8 ultra wide angle lens. This third version of the 16-35mm f2.8 lens has an all new optical design which promises much improved corner to corner sharpness, with less distortion & vignetting. A nine rounded blade diaphragm promises a more pleasing bokeh quality, and an attractive 18 point starburst with pointillistic light sources when stopped down. Also, as with all "L" lenses, this one is also built like a tank, and features water and dust resistance. **\$35/day or weekend**

### Remembrance Day

This year, Remembrance Day will fall on a Friday, so that weekend's pickups will be Thursday, November 10, with returns on the following Monday. As with all long weekends, rentals will be booked early, so if you have a shoot, please book any important rentals well in advance!

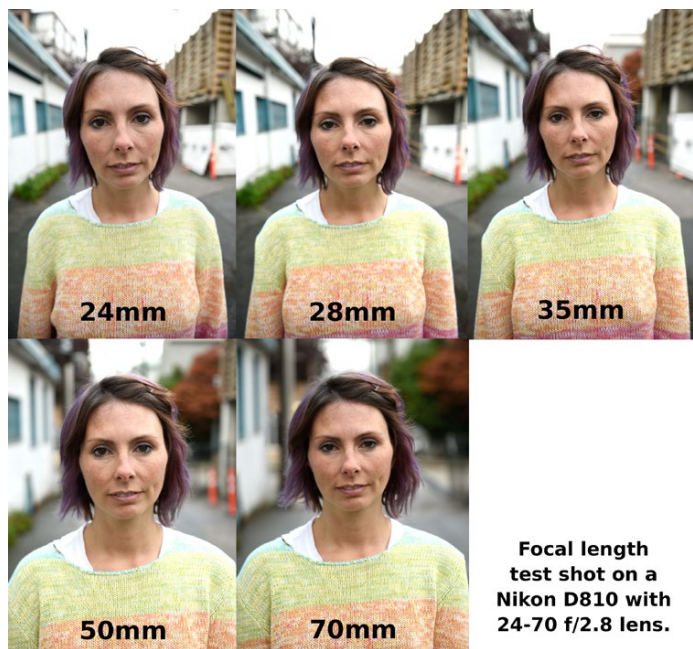


## Film / Analogue

NICOLE L-D.

### Try Out Telephoto...

Try something new, buy an affordable manual focus telephoto zoom lens! They are an inexpensive and more convenient way to experiment with many focal lengths without having to pack around a whole bag of prime lenses. See how telephoto can minimize distortion when shooting portraits by situating you at a more optimal distance away from your subject. As you can see, if you are shooting a portrait with a wide angle lens and are too close to your subject, you will notice severe distortion and your subject's facial features will appear stretched. A telephoto lens means you will be at a further distance away from your subject, significantly reducing the distortion. Many people think it is



**Focal length  
test shot on a  
Nikon D810 with  
24-70 f/2.8 lens.**

the lens itself creating this change in appearance, but it is actually based on the distance you are to your subject. Of course if you want to fill the frame with a close up shot of someone's face, when you are using a wide angle lens you will be very close to them and this is what is causing the distortion of the image. Also find out how easy it can be to adjust your composition while remaining stationary, or to go undetected by the creatures you may be photographing.

Here in our consignment department we have many classic third party zoom lenses. Familiar brand names include Kitstar, Tamron, Bushnell, Sigma, Soligor, Vivitar, Tokina, Porst and many more. There are both twist zoom and push/pull styles with prices starting from just \$8.00!



In the 80's people went a little bit crazy creating their own soft focus filter effects by layering things like hairspray or Vaseline straight onto filters. These zoom lenses can be bought so cheaply that the risk of damage to the lens while trying these effects is minimized. You could still use a filter or layer things straight on the lens itself. People also used sparkles, water drops, fabric... there's no limits to what you can shoot through.

Another popular effect people have used these lenses for was to zoom the barrel of the lens from wide to telephoto, or telephoto to wide while keeping the shutter open, giving centre focus with streaky edges.



### Fujifilm Instax Monochrome Film



**Instax Mini Film Monochrome will soon be in stock! Ten frames per box - \$14.75.** I had the pleasure of testing it last weekend at the APAC seminar. Fuji loaned me one of their Instax Mini 70 cameras loaded with

monochrome. I took a close up of Jason & myself and the film and camera both did well considering the dim lighting we were in. I also found the photo to be very well focused. I was out in front and Jason a little behind me so naturally my face is brighter but we both still have good facial details. I was very impressed with the exposure though!

# If you are making the effort to shoot high-res images, why not make big beautiful prints too?



Canon imagePROGRAF PRO 1000 printer - \$1599  
ask us if there are any current rebates!

## imagePROGRAF PRO-1000

- 17" wide, archival pigment based inkjet printer
- New firmware allows prints up to 25" long
- Newly formulated LUCIA PRO 11-colour plus Chroma Optimizer ink system
- Wireless or USB printing
- Anti-clogging technology eliminates banding from clogged heads and reduces head cleaning frequency
- Air feeding system vacuum grips the paper in perfect alignment

## imagePROGRAF PRO-2000

- 24" wide roll feed, archival pigment based inkjet
- Revised LUCIA PRO inks for wider gamut and better D-Max
- Chroma Optimizer to reduce gloss differential and improve durability
- Internal colour densitometer for automated linearization
- Optional dual-roll setup that doubles as a take-up spool
- New anti-clog print head with automated nozzle remapping

Canon imagePROGRAF PRO 2000 printer - \$4195  
ask us if there are any current rebates!



We have both of these printers out of their boxes at Beau and are happy to do a test print for you! Call or e-mail Mike to arrange a demo.

# Canon

## RENAISSANCE ALBUMS

SIMON B.

### Holiday Deadline Reminder!

**November 18th** is the last day for all holiday orders to be submitted if you wish to deliver your album by December 24th. Please mark all your orders "Holiday 2016".

### Fusion 2016 Speaker

A reminder that Kendra Coupland from Love Tree Photography will be speaking at Fusion 2016 on November 5th. Kendra and Brad have been Renaissance Album clients for years, and we will have a sample album of their work on display which will be well worth a visit. Check out [www.photographiefestival.ca/fusion](http://www.photographiefestival.ca/fusion) for details and tickets.

### Clearance - \$5 Mini Albums

Renaissance Ventura 2x3 and 3x3 albums in white, red, blue and pink are now priced to clear. Renaissance has discontinued all colours except black and brown so our stock on hand is on sale!



The Ventura 2x3 and 3x3 peel and stick albums are a perfect way to promote your business! Here are a few ideas for you:

Many portrait photographers include a small album as a premium when the customer spends a certain amount of money on a photo session. The customer wants to get that free item and will pay that little more to get it.

Take a mini printer such as Canon Selphy to the wedding, print out a few key shots from the wedding and make a surprise presentation to the bride & groom.

Hand out a small album to the wedding's bridal party since it's likely the bridesmaids and groomsmen are next to get married. Receiving an album with some key shots of the day with your business contact details inside is a very memorable direct advertising tool for your business. The album would only cost you \$5 plus prints.

## PRESENTATION PRODUCTS

BARB B.

### Countdown to Christmas

#### Stick & Stretch

Have you considered offering mounted canvas prints to your clients for 'gifting' this season?

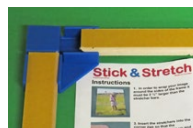
Museum-wrapped canvas prints elevate the perception of photos or family portraits to the next level, becoming more like a painting than a photo. Production costs are quite economical, but the appearance is deluxe!

Beau carries the Stick and Stretch system, in both the lighter weight 'regular' 1 1/4" sticks and heavier weight 'pro' 1 3/4" sticks so you can create your own museum-wrap mounted prints. We currently stock the regular sticks in the most popular lengths from 8" to 24" long, and the pro sticks in the most popular lengths from 8" to 42" long.



The Corner Kit includes 4 corner anchors, a practice frame, and a supply of staples and glue and is a one-time purchase. After that, you just buy the sticks you need!

To see just how easy it is to work with this system, there is a brief video tutorial at [sticknstretch.ca](http://sticknstretch.ca)



Our early Christmas present to you:  
25% off all in house stock!

**Regular Corner Kit Special: \$28.12** reg. 37.50

**Pro Corner Kit Special: \$52.46** reg. \$69.95

**Sticks Only:** As an example, an 11x14 regular frame would normally be \$14.28 (2 x 11" sticks at \$3.43 each and 2 x 14" sticks at \$3.71 each). On special, that frame at 25% off would be \$10.68. While supplies last!



## Seasonal Photo Mounts

Tyndell has sent us an illustration of the holiday folders they'll offer this year. If your clients are considering a photo card, please let me know and I'll get the details for you.

Will you need mounts to hold 'Visit with Santa' photos this year? We have a reasonable supply of folders on hand. If you'll be needing a large quantity of these mounts, please let me know as soon as possible so I can bring more in.



Tyndell holiday folders.



Santa mounts, in stock at Beau.

## TRAVEL PHOTOGRAPHY TOURS:

1. INDIA - JAN 2017
2. MOROCCO - APRIL 2017



PHOTO BY: J. WAYNE KAULBACH

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 WHO WILL BE CONDUCTING BOTH TOURS.