# Beau Holiday Hours

We will be closed December 25th, 26th and January 1st for the holiday. We are open regular store hours during Boxing Week so come in for some good deals!

Give a Gift Certificate Shopping for a photographer and don't know what to get them? Try a shopping spree! Give a personalised Beau Photo gift certificate and let your photographer do the shopping. Ask us for details.



# Beau Newsletter - December 2017

The benefits of less expensive lenses • New X-Rite il Studio • Smith-Victor 19" Bi-Color LED Ring Light • Arcatech ballheads • New from TetherTools • Pocket Wizard Sale • iOptron SkyGuider Pro in Rentals • Good deals on used camera bags and used film cameras • BC Wedding Awards • more...



## DIGITAL

MIKE M.

# Fujifilm Rebate Event

Fujifilm's big rebate event is continuing right until January 4th, so most bodies and lenses are on sale, including the medium format GFX! An update to last month is that now the X-T2 body and X-T2 kit (w/18-55) are now \$50 less, at \$1,849 and \$2,229 respectively. In addition, Fujifilm has decided to also put a rebate on the X100F, so it is now \$1,649 so a \$50 savings.

# Canon, Nikon, Sony

There are many, many rebates, many which started in November as well as a few that started on Black Friday, and the majority of those are continuing right through until Christmas, or some even into January! Refer to the November newsletter, the Black Friday special flyer or just call us for details!

# Cheaper lenses can be good too!

The gut reaction of most photographers is that more expensive lenses just have to be better than cheaper ones, right? Surely a Fujinon 23mm f/1.4 is better than the Fujinon 23mm f/2, the Nikkor 35mm f/1.4G is better than the Sigma 35mm f/1.4 Art, and the Nikkor 85mm f/1.4G is better than the Nikkor 85mm f/1.8G! A Canon 16-35mm f/2.8L II has to be better than a Canon 16-35mm f/4L IS, doesn't it? While it often might be true that a more expensive lens outperforms a cheaper one, you might be surprised to learn that is not always the case! For example, in many ways, the cheaper lenses in the above comparisons actually outperform the more expensive ones!

For example, like its more expensive brother, the Fujifilm 23mm f/2 has virtually no distortion or chromatic aberration but it also focuses faster, is more flare resistant, is weather-sealed and smaller, lighter and cheaper as well! Even as far as sharpness, the 23mm f/2 is virtually as good as the f/1.4, although to be honest, I would give a very slight edge to the f/1.4, but the difference is minimal enough that most

of the time, you'd likely never notice. Of course if you are shooting wide open, then the f/1.4 give you an advantage with respect to background blur, but how important is that really for a wide angle lens, and if anything, the bokeh might even be a bit smoother on the f/2. I personally own both of those lenses and find myself almost always using the less expensive 23mm f/2!





Fujifilm 23mm f/2

Fujifilm 23mm f/I.4

Without going into lots of detail on all the various comparisons, let me say that quite often, the less expensive and slower lens might actually have superior optics since it is always easier to optimize the optical design of a slower f-stop lens for any given focal length and sensor size, compared to a faster f-stop lens. It may be easier to minimize distortion and flare and achieve superior resolution across the frame compared to a faster f-stop lens. The one thing you might give up with cheaper lenses is build quality though. For example, in the case of the Nikkor AF-S 85mm f/1.8G, while is absolutely superb optically in every way, when you pick it up next to its pricier f/I.4G brother, you will immediately notice how much more solid the more expensive lens feels. However in the case of the Fujifilm comparison, I'd say that if anything, the little f/2 lens feels even better made than the more expensive f/1.4 version, so build-quality doesn't always suffer, even on cheaper lenses.

Despite being superb optically, there can be disadvantages with less expensive lenses too. For example, while the Canon EF 16-35mm f/4L IS is exceptionally sharp and has fantastic image quality in every respect, it has a relatively slow f/4 maximum aperture, and where you will really notice the difference, is in image brightness

and AF performance on a DSLR in dimmer light. That said, with the increasingly popular mirrorless cameras, the gain in brightness you get when shooting in low light with an EVF will almost always offset the loss in light from a slower f-stop, and you'd really have to be in super dark conditions to notice an AF issue. However with DSLRs, a slower f-stop lens can indeed be a pain to work with in some conditions. Another example is that while the cheaper Fujinon 50-230mm zoom is every bit as good optically as its more expensive 55-200mm brother, it has very slow focus performance compared to the pricier 55-200mm. If you are only shooting static subjects, then the cheaper lens is a great option, but try to track a fast moving bird, and the more expensive lens will yield far more keepers.

When it comes to comparing similar lenses at different price points, sometimes the cheaper lens will come out ahead too. For example, I would personally rate the Sigma Art 35mm f/1.4 as a superior lens to the Nikkor 35mm f/1.4 optically, however the Nikkor lens does focus more swiftly and has weather sealing, where the Sigma does not, so you do gain something when paying nearly twice the price for the Nikkor in this case. However if image quality is your prime concern, then the Sigma would be the better choice.

There are many such comparisons I could make, and while often times a more expensive lens will indeed win in almost any comparison, it won't always! If you are pining for a certain expensive lens, but really cannot afford it, then there just might be a less expensive alternative that you'd still be really happy with! Feel free to call me with your lens questions, and I will try to find something that is in your budget, something with great optics, and a lens where the compromises (if any) won't affect your style of shooting.

# NEW! X-Rite il Studio (\$599)

X-Rite has announced the iT Studio, a printer / monitor / scanner / camera calibration package that will replace the older ColorMunki Photo. Despite enhanced capabilities, this package will still sell for the same \$599. We anticipate having stock in mid December.



Included with the iT Studio, is an enhanced spectrophotometer that can not only be used to calibrate your displays, projectors and even iOS devices like iPads and iPhones, but can also be used to calibrate your printers. When calibrating printers, the device offers iterative paper profiling, creating new printer target patches that adapt to the initial response of the paper and ink combination. You can also fine tune paper profiles to optimize for certain spot colours or flesh tones, and there is a new dedicated B&W print profiling module that takes very detailed and fine measurements of a printer's B&W response, using up to 150 patches, allowing you to create multiple different B&W profiles, each with its own unique look, such as High-Contrast, Neutral, Platinum and more.

Also included is a standard 24-patch ColorChecker target, as well as a Lightroom plugin that allows you to create custom DNG colour calibration profiles for your digital camera's raw files, just like the ColorChecker Passport. These calibrations can be utilized by Adobe PhotoShop and Lightroom when opening your raw files.

There is also a new X-Rte ColorTRUE mobile app for iOS devices, that allows you to calibrate your iOS device's display and then show off your images in a properly colour-managed workspace. Lastly, you can also use the iI Studio package to calibrate your flatbed scanner.

Considering all it does, this new package seems like a bargain. I especially like the new B&W calibration feature and am eager to put an il Studio through its paces myself! We have these on order from the manufacturer and hope to have them in stock soon...





- Nikon-designed back-side illuminated (BSI) full-frame image sensor with no optical low-pass filter
- 45.7 megapixels of extraordinary resolution, outstanding dynamic range and virtually no risk of moiré
- •Up to 9 fps1 continuous shooting at full resolution
- 8K6 and 4K time-lapse movies with new levels of sharpness and detail
- 4K Ultra HD video recording, slow motion up to 120 FPS at 1080p
- Tilting touchscreen, Focus Shift shooting mode, outstanding battery performance - and much more



D500 Body - \$2,199 SAVE \$500 D500 w/16-80mm

D500 w/16-80mm f/2.8-4E VR - \$2,999 SAVE \$600

**D500** 



- 20.9MP DX format CMOS sensor
- Multi-CAM 20K Autofocus sensor with 153/99 AF points
- ISO range of 100-51,200 expandable to Lo 1 and Hi 5
- Share images instantly with built-in SnapBridge (Wi-Fi® + Bluetooth)
- Shoot cinematic 4K UHD video

• Full frame 24.3 megapixel CMOS image sensor

- Full HD 60/50/30/25/24p video.
- Tilting Vari-angle LCD display.
- Built-in Wi-Fi connectivity and compatibility with the WT-5a + UT-1 Communication Unit.





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 one within 30 days, you can receive up to two days of credit for your rental. Ask us for more details and if restrictions apply.



\*By unit and dollar shares, as sourced through the NPD Group's Retail Tracking Service from October 2008 to August 2017 for the Digital SLR Camera category in the Canadian market.

**Because It Counts** 

# **PRO SALES**

KEN S.

### New at Beau Photo

# Smith-Victor 19" Bi-Color LED Ring Light



We often get requests for some new items that may have uses outside the photo world, and this ring light is just such a product. While it is a great portrait light, there is also a lot of interest in it from the fashion and makeup world. The

Smith-Victor 19" Bi-Color LED Ring Light features a high CRI of 95 with step-less color temperature adjustment buttons for immediate tungsten, daylight and 4250K. The redesigned reflector provides softer and smoother light than previous models. Luminance can be adjusted from 1% up to 100% and has a rating of 6000 Lumens. The digital LCD screen allows easy setup of the desired color temperature and brightness. Additionally, it comes with a remote that provides control over the settings.

Smith-Victor 19" Bi-Color LED Ring Light - \$259.95

# Beau Photo is now an Arcatech reseller!

Acratech is a family run manufacturer of quality, innovative products for photography and imaging. All of their products are proudly made in their Pomona, CA facility using the finest materials and top quality workmanship. In 1999 Acratech



was a job shop doing machining for a wide variety of customers including aerospace, automotive and medical. In the evenings Arcatech's founder Scott Dordlick, designed and manufactured the original prototype of the Ultimate Ballhead. He decided to design a new ballhead because he could not find a strong and lightweight ballhead that would work well for hiking and travel photography. Scott built a

prototype for his own use, thinking that it would not be possible to compete against big companies like Arca-Swiss. Scott was persuaded to start selling ballheads by people who would see his prototype and often ask "Where can I buy a ballhead like that?"

We are impressed with the quality of the well thought out design and the manufacture of the Arcatech tripod head and accessories, and have decided to carry their product line. Many items will be brought in as a special order to start but as popularity and demand grows we will be stocking more of their great line of products. Acratech Ballheads are designed to be lightweight and rugged for the active outdoor photographer. The open structure lets moisture, dirt and debris fall through instead of being trapped inside a socket.

#### Arcatech GPSS

A smaller version of the Arcatech GP Ballhead, it maintains the 25 lb. (11.4 kg) capacity and the ability to function as a ballhead, gimbal head, and a panorama head. The GPSS has a shorter quick release clamp, and a smaller base diameter than the GP. It is perfect for travel tripods.

Available with an "Arca Swiss" style, knob or locking lever quick release clamp. Camera quick release plates sold separately.

Arcatech GPSS Ball Head - Introductory offer \$ 539.95 All other Arcatech heads 10% off our regular price.

## **Photoflex**

Photoflex has added the front diffusion cover for the Photoflex 60" umbrellas to their lineup of products. Beau Photo now stocks them in 3 sizes: 45", 60" and 72".

If you like the convenience of using an umbrella and the quality of light from a softbox, you should consider Photoflex's front diffusion cover, especially since you may already own one of their umbrellas already. This extra layer of diffusion



softens the light and easily adds a new light modifier to your photography kit of tools.

Photoflex 45" umbrella diffuser \$42.95

Photoflex 60" umbrella diffuser \$49.95

Photoflex 72" umbrella diffuser \$56.95

Have a look at the link below for more information: http://www.photoflex.com/lessons/product-spotlightumbrella-diffusion-covers-panel/

# **Tether Tools**

It's time to 'Ditch the Dongle'! Tether tools USB-C tethering cables are coming in the new year. To make the tethering process as streamlined as possible, Tether Tools is introducing a complete line of high-speed USB-C compatible cables for either computer or camera users with USB-C ports.

#### USB to USB-C

The line will feature USB-C cables to go from either USB Type A or USB-C on the computer side to USB-C on the camera side. This will make it easy for photographers who shoot with one of the newer USB-C cameras, whether they use an older (USB-A) or newer (USB-C) computer. (Currently USB-C cameras are offered by Hasselblad, Panasonic, Sony and Olympus)

#### USB-C to USB

The line will also feature a USB-C cable that goes into the newer computers' USB-C port to each of the existing types of camera USB connections on the market: USB 2.0 Mini-B 5-Pin, Mini-B 8-Pin, Micro-B 5-Pin, 3.0 Micro B, Micro B Right Angle, and Male B. We believe that these will be the big sellers out of the gate. Photographers who have recently upgraded their computers but are sticking with their existing camera body will be anxious to ditch their computer dongle and streamline their USB tethered connection.

# Manfrotto Deals for the Holidays

Manfrotto adds a little stability to your Christmas. We have some great deals on tripods for you or the photographer on your list.

Manfrotto 055 Pro 3 section with MHXPRO-BHQ2 Ball head Sale \$379.95 Reg. \$473.95 \*Limited quantities

Manfrotto 055 Pro 3 section with MHXPRO-3W Pan 3 way head Sale \$379.95 Reg. \$462.95

Manfrotto 055 Pro 3 section Carbon Fibre Tripod Sale \$485.95 Reg. \$619.95

Manfrotto 055 Pro 4 section Carbon Fibre Tripod Sale \$496.95 Reg. \$631.95

Manfrotto 190 Pro 3 section with MHXPRO-BHQ2 Ball head Sale \$336.95 Reg. \$384.95

Manfrotto 190 Pro 3 section with MHXPRO-3W Pan 3 way head Sale \$330.95 Reg. \$425.95

Manfrotto 190 Pro 4 section Carbon Fibre Tripod Sale \$399.95 Reg. \$547.95

#### **PocketWizard**



PocketWizard is getting into the Christmas spirit early with a great new promotion, and it is easy to remember: from now until the end of December we will take 15% off everything PocketWizard makes.

This is a great deal so don't leave it to the last minute in case we run out!

# SIGMA

# Capture The Beauty Of Winter

Enhance your lens with a **BONUS** SIGMA USB Dock!\*



# SIGMA USB Dock Mail-in-Rebate Promotion

Receive a BONUS SIGMA USB Dock when you purchase a qualifying SIGMA lens from an authorized Canadian retailer between December 1st and December 31st, 2017.\*

Go to SigmaCanada.ca/bonususbdock for promotional details, to redeem your bonus product and to obtain information regarding the USB DOCK product.



\* Proof of purchase is required using the mail-in-rebate form to receive the SIGMA USB Dock bonus. One bonus per proof of purchase. Promotion is in effect from December 1st and December 31st, 2017. Submissions for bonus product must be made by January 15th, 2018. Allow 4-6 weeks for delivery from receipt of mail-in-form. Canadian residents only.

USB Dock: Retail Value \$89.95, USBDOCKC Canon, USBDOCKN Nikon, USBDOCKP Pentax, USBDOCKAS Sony, USBDOCKS SIGMA

# **Participating Lenses**



100-400mm F5-6.3 DG OS HSM Contemporary



24-70mm F2.8 DG OS HSM



120-300m F2.8 DG OS HSM Sport



24-105mm F4 DG OS HSM



150-600mm F5-6.3 DG OS HSM Contemporary



14mm F1.8 DG HSM Art



150-600mm F5-6.3 DG OS HSM Sport



20mm F1.4 DG HSM Art



18-35mm F1.8 DC HSM Art



24mm F1.4 DG HSM Art



50-100mm F1.8 DC HSM



35mm F1.4 DG HSM Art



30mm F1.4 DC HSM Art



50mm F1.4 DG HSM Art



12-24mm F4 DG OS HSM Art



85mm F1.4 DG HSM Art



24-35mm F2 DG HSM Art



135mm F1.8 DG HSM Art

For more information on SIGMA lenses visit SigmaCanada.ca

To find an authorized SIGMA retailer near you, visit SigmaCanada.ca/where-to-buy

BEAU NEWS DECEMBER 2017

# broncolor Savings

For a limited time only! Save 20% off broncolor accessories! Have you had your eye on a new strip box or octa? Maybe the new beautybox 65? The magical para 88 or the stunning para 222? An Edge Mask or optional diffuser for cleaner edges? A Softlite reflector? Now's the time to build your broncolor Lite Shaper collection. From now until December 15, 2017, you can purchase broncolor accessories with 20% savings!



\*This offer cannot be combined with any other offers, discounts or promotions. Only accessories that start with a BR33 code are eligible at the discounted price.

# Looking for a unique Christmas gift? Noblex Super Wide PRO 6/150 U

Want a unique camera for someone special on your Christmas list? The Noblex Super Wide PRO 6/150 U is it. NOBLEX cameras are film cameras that expose the film by rotating the lens 360° for one exposure. The film rests on a curved film plane, and is exposed through the constant shutter slit. The Noblex creates distortion free photographs with an angle of view of 146° when using a NOBLEX PRO 6/150 lens. What makes these pictures stand out are their remarkably even edge to edge illumination and unsurpassed sharpness. This camera was recently serviced to make sure it is fully functional. This item is new in its original box but please note the rear battery doors are missing.

#### Noblex PRO 6/150 U

Clearance new lower price! \$2000.00 Regular \$4255.00

# **RENTAL NEWS**

IASON K.

#### **NEW** in Rentals!

After some customer requests, we have added a **Tether Tools Tethering kit**, which includes the following:

- Tether Tools Rock Solid Low Boy Roller
- Tether Tools Rock Solid Tripod Cross Bar
- Tether Tools Tether Table Aero Laptop Support
- Tether Tools Secure Strap to keep laptops safe!
- Tether Tools Strap Moore for storage of external harddrives, batteries, etc...

#### \$30/day

\*\*\* Kit not exactly as shown, as the main support is a low-boy type roller stand and not a tripod.



## iOptron SkyGuider Pro



The iOptron SkyGuider Pro is a compact but powerful star tracking mount for astrophotography. It features four tracking rates, IX or sidereal, I/2X for sky and landscape combined, solar and lunar. Also, all 4 tracking rates work in both northern and southern hemispheres. A quick slew mode with both forward and reverse to help quickly

reframe your image without disrupting the cameras position is also included. **\$35/day** 



Image of the Andromeda Galaxy taken with Sony A7RII + Canon 400mm f5.6L, 7 minute exposure.

## **ACCESSORIES**

MEGHAN S.

# Burke Mountain Leather Straps

If you are looking for a great holiday gift for that photographer in your life, (or perhaps even for yourself) Burke Mountain Leather handmade camera





straps are a wonderful option. They are locally made with beautiful Italian leather or water buffalo, and come in a variety of styles, sizes, and colours. We currently have a wide

assortment of straps in store that you can have a look

through and try on and decide which one would be right for you or that special photography enthusiast in your life. Colour code your various camera bodies with the many options of coloured edge straps too!





Recently added to the BML family is a lovely soft, raw-edged wrist strap. Available in black with several different types of attachment options, including a quick release clasp.

Custom orders available! If you can't quite find the right one, BML would love to create that perfect strap just for you at no extra charge.

Just let us know your customized length, style and colour and we will order it in for you. Please do allow a couple of weeks for completion.

Regular Leather Neck Strap: \$110.00 Coloured Edge Leather Neck Strap: \$135.00

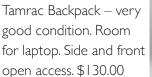
Leather Wrist Strap: \$40.00

# Used Camera Bags

While we carry a variety of new camera bags we also have a wide assortment of used bags as well. Currently we have a great stock of gently used bags from small shoulder bags to various backpacks. We even have Polaroid SX-70 cases! There are a few special cases in store right now too, such as a giant hard case with foam inserts and several metal carry cases. In addition to used bags we also have lots of retro camera straps that are still in very good condition and come in some pretty cool patterns. Here is just a small selection of what's available...

Lowepro Fastpack 200 great backpack, like new. Room for equipment on the bottom and everyday essentials on the top. \$110.00







# FILM / ANALOGUE

NICOLE L-D.

# Used Film Cameras That Could Be Yours

Minolta Hi-Matic C is a shining example of 1970's design!



Let me just say I love its green 'lens set button', I know, I know, looks aren't everything... but this camera also takes great photos! Cute AND functional, a rare combination! The Minolta Hi-Matic C uses 35mm film. It has a Rokkor 40mm f2.7, 3 element lens. It conveniently has a 49mm filter thread, making a variety of filters readily available. It focuses using a distance scale and symbols: close up person, full length person, group of people and mountain scene! Very easy! This camera even has a hot shoe. It is here on consignment for \$75.00



The **Yashica-D** was a 120 film TLR that was manufactured for approx 15 years. This particular one is fully functioning,

Lowepro Nova 200 AW – very good condition. Large shoulder/kit bag. \$70.00





Lowepro Slingshot 202
– good condition. Small,
lightweight sling bag. Side
access for gear on bottom
and room for extras on
top. \$100.00



ThinkTank Glass Taxi — good condition. Lightweight backpack for DSLR with long lens attached. \$140.00



Consignment straps.

Price range from \$25 - \$50

is cosmetically in lovely condition and comes with a fitted case. It is here on consignment for \$250.00.

Ever wanted to try your hand at 3D shooting? We have



two beautiful **Stereo Realist 35mm cameras** here on consignment. I am all about the look of these cameras, they were first designed and made in 1947 and they reflect the styling popular at the time, full of long horizontal lines with a splash of 1930's Art Deco. Public fascination with stereo cameras subsided around the mid 1950's and sales dropped, however the Stereo Realist was in production till 1971.



Save \$20.00 on the Fujifilm Instax Mini 90 Neo Classic (black) instant camera from December 1st - 23rd! Great for photography lovers, parties or even to create your own personalized holiday cards.

**Sale Price \$169.99** Regular Price \$189.99

Here is a kickstarter campaign from one of our clients whose work uses the uranotype processes and I 6mm film that I found very interesting and wanted to share...

#### TRANSMUTATIONS: Visualizing Matter | Materializing Vision

My Kickstarter for a 16mm documentary and photographic expedition for my exhibition, "TRANSMUTATIONS: Visualizing Matter | Materializing Vision", has begun! Click on the link below to learn more, peruse rewards and contribute!

# https://www.kickstarter.com/projects/1669937151/transmutations-visualizing-matter-materializing-vi

It's a journey of 8500 kilometers, 5000 feet of 16mm film, 6 boxes 8"x20" film, four cameras, three locations, two weeks and one geiger counter. I began this project over ten years ago, but the past 18 months have seen all the pieces start to come together. You've probably seen posts on some of this work; I've strived hard over the last nine months to get the body of work to it's current state, accumulating all the pieces necessary and refining my application of the uranotype process, often working through all hours of the night to print the work in a way true to my vision. Now I need your help!

In order to conclude our campaign by the holiday, I've kept it short, ending on Friday December 22 at 9:00pm PST. So I need all the help I can get to make this project a reality!

If you are interested in contributing and there's any chance you can do it today, it would be most appreciated. The more money we raise on day one, the more publicity we get from Kickstarter, which will get the project seen by a larger audience. If you can spread the word and would like to SHARE, thank you! If you could take a moment extra time to make a brand new post in social media with the link above, the project will reach far more people.

Needless to say, I am humbled and incredibly grateful for any contribution to my project.

Thank you for your faith in my work and vision. lesse Andrewartha

### RENAISSANCE ALBUMS

MEGHAN S...

# Professional BC Wedding Awards 2017

The Professional BC Wedding Awards were held November 22nd, 2017 at the Hard Rock Molson Canadian Casino Theatre in Coguitlam and Beau Photo was happy to sponsor the Photography category again this year. We would like to congratulate all the finalists and winners, including a some of our





own clients. Shari + Mike, who won Best Wedding Group Photograph! Keep up the beautiful work everyone. We had a lot of fun at the awards ceremony and would like to thank Justin and everyone involved for putting on a lovely

Best Wedding Videographer/ Cinematographer Winner: Fresh Finish Media

Finalists: Hello Tomorrow Wedding Films & Memento Films

Best Candid/Photojournalism Photograph Winner: Justine Boulin Photography Finalists: Adam and Kev Weddings & Povazan Photography

Best Overall Wedding Photography Winner: Tara Lily Photography

Finalists: Adam and Kev Weddings & Erin Wallis

Best Wedding Couple Photograph Winner: The Apartment Photography

Finalists: Mathias Fast Photography & Matdivad Photography

Best Wedding Detail Photograph Winner: Adam and Kev Weddings

Finalists: Caroline Ross & Blush Photography

Best Wedding Group Photograph Winner: Shari + Mike Photographers

Finalists: Alex Law Photography & Love Tree Photography

# PRESENTATION PRODUCTS

BARB B

I'm not quite sure where November went.. but it's already countdown to Christmas! Many of our deadlines for holiday ordering have passed. We've filled our warehouse with as much stock as we can and we're as prepared as we can be, but please place your orders as soon as you can for best selection, and don't hesitate to call or email me if you have questions.

If you have a client who forgot to plan, it's possible that we can order and bring in additional items for Christmas presentation but please be aware that expedited crossborder shipping might be required. If you're in this situation, we will be happy to get a shipping estimate for you to present to your clients.

Since I'm in a festive kind of mood, are there any presentation products that you'd like to see us carry? If so, please let me know what's on your wish list. We've been able to add popular special-order items to stock in the past, so if enough of you request, we'd be happy to consider it. barb@beauphoto.com

Our manufacturers typically increase their prices effective January 1st. Please consider ordering for your early spring obligations before the end of the year and save yourself some money. Historically, average annual increases have been in the vicinity of 5%, basically the tax you'd pay on your orders. I expect to send my final 2017 orders to AGT, Tyndell and TAP on December 28th so please forward your orders to me by that date.

Compliments of the season: Happy Holidays, Merry Christmas and Happy New Year to you and yours, from me and mine.