



These are Jason's photographs that were recently in an exhibit in Italy. I arrived too late to see them hanging in the show so instead I decided to document them in the Tuscan hills. Read more about the exhibit on the last page of the newsletter.- Carol

BEAU
PHOTO

Beau Newsletter - June 2018

New from Fujifilm • Rebates on Cameras and Lenses • Trade In And Save on a New Hasselblad • Hensel Summer Promotion • New from Sekonic Sony A7III in Rentals • Used TLR cameras! • New Bowery Book from Renaissance • more...

DIGITAL

MIKE M.

Fusion 2018 Followup...

I would say that my seminar on night photography was a success. I heard from a few attendees personally, and through some other staff members, that people who were at my seminar generally seemed to enjoy the talk. This was despite a ten or fifteen minute delay getting started while we sorted out a few technical issues. Due to the late start, I neglected to mention my blog URL, where a lot of my night photography can be seen, along with images from trips, gear info and tech tips. Here it is for those who may be reading this newsletter: <http://www.mikemander.com>

It seems that people found some great deals at the industry expo, with many manufacturer's rebates kicking in on the days before the show, and a few extra special prices we had for the show and the week following, which made it a great time for buying! Thanks to everyone who attended and made Fusion 2018 a big success!

Rebates

There are many rebates still on currently, with Fujifilm lens and body rebates continuing on until the end of June. See our previous newsletter for details.

NEW Fujifilm Products

Fujifilm has announced a new lens, a teleconverter and a few extension tubes for their GFX system and the timing was such that the news didn't quite make our May newsletter. First is the GF 250mm f/4 LM OIS WR, a longer lens that is roughly equivalent to a 200mm lens on a 35mm full-frame. This lens will be priced at \$4,125.

Also announced was the GF 1.4x WR Teleconverter (\$1,060) that is for exclusive use with the 250mm lens, making it a 350mm,



or compared to a 35mm full-frame, roughly a 280mm tele. While it is still not a lens you'll be likely to shoot birds or wildlife with, it does give a substantially longer reach to the system than the previous longest lens, a 120mm macro!

Fujifilm also announced two macro extension tubes for the GFX system, an MCEX-18G (18mm) and an MCEX-45G (45mm), each of which will be \$410, which can be used together with most lenses, allowing them to focus much closer than they can natively. So far, I have not yet seen a chart published that shows their behaviour with the various different GF lenses, however we do know that autofocus and image stabilization will be fully supported. That said, AF can be dicey with extension tubes, so focusing manually initially, then trying to lock with AF will likely be the way to work with these. All these new Fujifilm items should be shipping by the time you read this.

A reminder that **Fujifilm's bundle rebates** on their GFX system are continuing until June 28th. Buy a GFX body and save \$1,250 dollars when you bundle it with either a 45mm prime, 63mm prime, or the 32-64mm zoom!



CANON Rebates

For the month of June, Canon continues to have aggressive rebates. There's a very long list, but here are a few of the nicest ones...

- IDX Mark II body - \$7,199 (SAVE \$800)
- 5D Mark IV body - \$3,999 (SAVE \$500)
- 5D Mark IV w/24-105mm II - \$5,149 (SAVE \$800)
- 6D Mark II body - \$2,049 (SAVE \$550)
- 6D body - \$1,249 (SAVE \$750)

6D Mark II w/24-105mm
\$3,199 - SAVE \$850



EF 35mm f/1.4L II - \$2,129 (SAVE \$300)
 EF 50mm f/1.4 - \$419 (SAVE \$120)
 EF 50mm f/1.2L - \$1,679 (SAVE \$280)
 EF 85mm f/1.8 - \$449 (SAVE \$120)
 EF 85mm f/1.2L II - \$2,389 (SAVE \$310)
 EF 100mm f/2.8L IS Macro - \$949 (SAVE \$150)
 EF 400mm f/5.6L - \$1,499 (SAVE \$190)



EF 24-70mm f/2.8L II - \$2,049
 (SAVE \$510)

EF 11-24mm f/4L - \$3,479 (SAVE \$570)
 EF 16-35mm f/4L IS - \$1,179 (SAVE \$300)
 EF 16-35mm f/2.8L III - \$2,439 (SAVE \$410)
 EF 70-200mm f/2.8L IS II - \$2,299 (SAVE \$530)
 EF 100-400mm IS II - \$2,579 (SAVE \$390)

NIKON Rebates

Nikon is continuing their great DSLR rebates from last month and is adding in some great rebates on pro lenses too! Here are the interesting ones, running until July 5th...

Nikon D850 + 24-120mm f/4 VR - \$5,449 (SAVE \$200)
 D7500 body - \$1,599 (SAVE \$100)
 D7200 kit w/18-140mm VR - \$1,449 (SAVE \$250)



D750 kit w/24-120mm VR
\$2,699 SAVE \$400
D750 body - \$1,999
SAVE \$450

AF-S 35mm f/1.8G (FX) - \$599 (SAVE \$100)
 AF-S 105mm f/2.8G VR Macro - \$999 (SAVE \$130)
 AF-S 300mm f/4E PF VR - \$2,299 (SAVE \$300)
 AF-S 14-24mm f/2.8G - \$2,099 (SAVE \$270)
 AF-S 24-70mm f/2.8E VR - \$2,699 (SAVE \$300)
 AF-S 70-200mm f/2.8E FL VR - \$3,199 (SAVE \$350)
 AF-S 200-500mm f/5.6E VR - \$1,599 (SAVE \$150)

In addition, when you buy the SB-5000 and its wireless controller kit, save \$150 on the bundle at \$745.

HASSELBLAD



For the month of June receive an additional \$3,000 USD (approx. \$3,750CDN) when you trade in your old medium format digital system for a brand new 100 megapixel

CMOS sensor equipped Hasselblad H6D-100c! To give you an idea of some of the trade-in allowances during this promotion, converted to CDN dollars, have a look at these examples which show the landed cost (before taxes) and the trade-in credit during the promotion...

H6D-100c (no trade) - \$42,250
 with H6D-50c trade - \$21,250 (\$21,000 trade-in credit)
 with H5D-50c/H5D-60 trade - \$23,000
 (\$19,250 trade-in credit)
 with H5D-50 (CCD) trade - \$24,300
 (\$17,950 trade-in credit)

- with H4D-60/H4D-50MS trade - \$24,550
(\$17,700 trade-in credit)
- with H5D-40/H4D-40/50 trade - \$26,450
(\$15,800 trade-in credit)
- with H4D-3I trade - \$28,150
(\$14,100 trade-in credit)
- with competitive MF trade (min 30MP) - \$29,400
(\$12,850 trade-in credit)



These are some excellent trade-in allowances! For example, you'd be lucky to even get \$3,500 on a private sale for an old, used H4D-3I in this day and age, but when you trade it in and upgrade to the latest top model Hasselblad, you still get a whopping \$14,100 trade-in allowance with the current promotion! You can even trade in a competitor's medium format system, and as long as it is at least 30 megapixels, you get a \$12,850 allowance for it during this promo, more than many such systems cost brand new! One point to note is that there would be shipping, insurance, brokerage and customs processing charges to ship your old camera down to the US for a Hasselblad trade-in, amounting to \$400, give or take, depending on the model being traded in.



PRO SALES

KEN S.



FUSION 2018

Now wasn't that a party?! I want to thank all of Beau Photo's clients that came by the River Rock Casino and Resort for FUSION 2018. It was our best attended event so far. We had an amazing line up of speakers that entertained and educated. All of our exhibitors showed the newest of their products, I hope you were able to make it around to all of them. Thanks for giving them your support!

Profoto Spring Sales Promotion

Spring means love is in the air, and the wedding season has begun. Take advantage of our special spring offer and bring your photography business into full bloom. **Buy a BIX or B2 Kit and receive a Profoto Air Remote of your choice for FREE!** Subscribe [here](#) to Profoto's newsletter and 'My Profoto' account to be eligible for this promotion. <https://profoto.com/ca/sign-up-forms/profoto-canada-spring-sales-promotion-20180509>

This offer is valid until August 30th.

Hensel Summer promotion

Hensel has come up with a special kit for summer that combines speed and power. The Hensel Expert D250 is the "roadster" among all monolights: Compact, agile and fast - perfect for dynamic shooting. The Expert D 250



Photo: Ian Van Der Wolde

Spring Sales Promotion

**Buy a B1X or B2 kit and receive a
Profoto Air Remote of your choice for
FREE!**

In order to be eligible for this promotion, you must sign in here:

<http://bit.ly/ProfotoCanadaSpringSalesPromotion>

Promotion valid from May 11th to August 30th, 2018



www.profoto.com/ca/air-remotes

Profoto®
The light shaping company™

HENSEL

PERFORMING LIGHT

TOP
OFFER

SUMMER SPECIAL

Capture dynamic moments with
Expert D 250 Speed and Grand Mini 85!

Photo: Sarah-Debra Schmidt

From JUNE 1 until AUGUST 31, 2018 we offer you a truly extraordinary high speed flash kit:

SUMMER SPECIAL KIT - code no. 5130002

- 1x Expert D 250 Speed compact flash unit (8390SW)
- 1x Foldable Softbox Grand Mini 85 with integrated Hensel Speedring (43220085)
- 1x Deflector for Grand Mini 85 (49004020)
- 1x Strobe Wizard Plus radio transmitter (3950)
- 1x Softbag-e transport bag (4205)

FOR ONLY \$1999.00

This is a special order item.

Contact Ken at Beau Photo to order:
prosales@beauphoto.com



MADE IN GERMANY

This offer applies to the mentioned kit during the promotion period of June 1, 2018 until August 31, 2018. The promotion listed here is fixed and not compatible with other promotions or other special offers.

Speed offers flash durations from 1/4000 s - 1/10.000 s and recycling times between 0,22 s - 0,045 s. making it an optimal flash for people, fashion & sports photography. Included also is the new Hensel Grand Mini 85, a "grand" softbox with an 85 cm diameter and a parabolic shape for even but brilliant lighting effects. The quality of light can be changed with the use of front and inner diffusers. The unique design and build creates a very efficient light source with very good color rendering. Offer valid until August 31st. See the ad above for more details. **Only \$1999.95!**

* We don't normally stock this item so it will be a special order. Contact Ken at proseales@beauphoto.com for information and to order.

A New Sekonic Meter



Sekonic has introduced the **L-308X Flashmate** to keep pace with the needs of today's photographers and videographers.

The L-308X features three metering modes: Photo Mode - Full exposure control: Measurement data for flash and ambient light readings are clearly displayed on screen,

as well as ambient EV measurement. In addition to Shutter Priority Mode, the new Aperture Priority Mode provides measurements where depth-of-field is critical.

HD Cine Mode: Lets users select from a range of frame rates and shutter angles, while measuring accurately, to within one-tenth of a stop. The addition of ISO 850 gives cinematographers the option of taking measurements in the native ISOs of many cinema cameras.

Cine Mode: Select from the right combination of frame rates and shutter angles to achieve the exposure control necessary with one-tenth stop accuracy. Offers Lux (lx) and foot-candle (fc) readout enabling a quick set up of lighting in a compact, affordable and easy-to use design.

For more information on the Sekonic L-308X go to: <https://www.sekonic.com/canada/products/l-308x/overview.aspx>

Sekonic L-308X \$348.95

RENTAL NEWS

JASON K.

Coming soon to the Rentals Department: Sony A7III Mirrorless



Sony's newest addition to the A7 family is being marketed as the "basic" model within the A7 model line-up, but its capabilities certainly do not feel basic!

Some features of the A7III are:

- 24MP full frame sensor
- 93% AF coverage: 693 phase detection points & 425 contrast detection points
- 4K video
- 10 frames per second continuous shooting
- Steady Shot in-body image stabilization
- Touch screen
- Dual SD card slots

The Sony A7III seems to be a new benchmark for full frame camera bodies, and our very limited time with a sample body showed how well details in the shadows can be brought out. We should be receiving our rental unit in the very near future. Rental price: TBD.

Canada Day Long Weekend

As Canada Day is on a Sunday this year, we will be closed Monday, July 2. Of course, as with all long weekends, regular weekend rates apply, so get your bookings in before the inevitable last minute rush for gear!

ACCESSORIES

MEGHAN S.

Vanguard Bags

We have a limited number of Vanguard bags in stock that you may have seen at Fusion. We have one of each of the following on sale....



Vanguard Alta Sky 49 Backpack: This larger backpack is great for when you have a lot of different camera gear to carry, including space for a drone. It has both rear and top open access, a great vented back for those long

days of packing your gear around, as well as a sturdy waist belt. There is also a dedicated laptop pocket and rain cover.

Sale price \$269.99 Regular \$299.99



Vanguard Alta Rise 45 Backpack: This more compact backpack can carry a pro DSLR with 4-5 lenses, flash and accessories along with a tripod and laptop or tablet. It has a zippered expansion option to give you a bit more room on the front pocket as well. It also has very well-padded straps and a small

waist belt to keep it in place on your back. For quick access, it has both side and full front openings. Includes raincover.

Sale price \$125.99 Regular \$139.99



Vanguard Alta Rise 43 Sling Bag: A nice light-weight sling bag, great for everyday use to carry a pro DSLR body with 4-5 lenses, flash and accessories. The sling bag allows you to easily swing the bag around to your front and

access the side opening and quickly get to your camera. There is also full front access to make it easier to organize

all your equipment. It includes a padded dedicated pocket for a tablet, and lots of extra accessory pockets. Includes raincover. **Sale Price \$98.99** Regular \$109.99

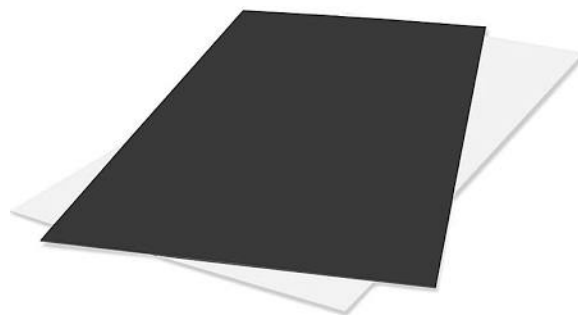


Vanguard Alta Rise 33 Messenger Bag: Large sized messenger bag, great for a large pro DSLR with lens attached (will hold up to 70-200mm) with 3-4 extra lenses, flash and accessories, including a 13" laptop. The

quick access zipper on the top allows you to get at your equipment easily and stow it away fast when you are on the go or in a working environment. The easily unzipped expansion option gives you that bit of extra room when needed as well. Includes raincover.

Sale price \$125.99 Regular \$139.99

We have Foamcore!



For those looking to make their own V-flat, large reflector or flag for various photo shoot needs we have 4x8ft sheets of foamcore in double sided white, double sided black or black/white combination. These are double sided stiff foam boards that are 3/16" thick and quite strong but easily cut down to size if necessary. We also sell gaffer tape for creating your own V-flats!

Don't have time to make V-flats yourself? We can make them for you! For the cost of the two desired pieces of foam core (you pick your colour, though most V-flats are black/white combination) plus a \$15.00 charge to put them together, we will make up a V-flat for you. Please be sure to

request this service in advance of needing it though, as we need some time to put it together!

White/White Foamcore 4'x8': \$21.65

Black/Black Foamcore 4'x8': \$26.95

Black/White Foamcore 4'x8': \$39.00

Black or White 2" Gaffer Tape: \$26.50

Gaffer Tape - Barb B.

I've received requests for Cable tape, 1" fluorescent tapes, and small core 2" black and white tape for you travellers. I've been unable to source from my local gaffer tape supplier so I've approached my original U.S. supplier for these items. I've ordered a comprehensive selection and expect to have them in stock shortly.

FILM / ANALOGUE

NICOLE L-D.



Our consignment department has a new arrival, a **Kodak Baby Brownie Special 127 camera**. This adorable little box camera is a black Bakelite camera with a meniscus lens and rotary shutter. These babies were manufactured from 1939

to 1954. The Baby Brownie Special had a few unique details separating it from Kodak's previous 'regular' Baby Brownie model. Details such as its braided leather handle, fancy white Bakelite shutter button, and also an actual viewfinder, not just a folding frame finder. This little cutie is selling for \$35.00. Don't worry...Beau Photo stocks 127 film, \$18.80 each. Summer has the perfect weather to take this little camera for a rip!

Most unusually we have **three Rolleiflex's for sale** in the store. These famously wonderful TLRs are not usually so plentiful, but currently we have an abundance of them. They range in condition, but in general they all look to be in good to very good condition. If you've always wanted a Rolleiflex, now would be a great time to come down and have a look so you can pick your favourite!

A unique, less common Japanese TLR from the mid 50s that has landed here is the Alpenflex IIS, with the Orient III Hachiyō shutter.



People tend to focus a lot on German and Japanese manufactured TLRs but there are quite a few interesting Chinese models in circulation as well. Here is some information from the book "Cameras of the People's Republic of China" by Douglas St Denny:

"According to Chinese history, Zou Boqi (1819-1869), from southern Guangdong province, invented photography.

He made '...an apparatus for taking pictures...' in 1844. He left behind notes and, after his death, plans for making various photographic devices as well as formulae for making light-sensitive material were found among them. Europeans had a great influence on the camera industry. Photography was a pursuit of the wealthy and they brought in or were given cameras made by Leitz, Zeiss and Rollei. During the Cultural Revolution though, many foreign cameras were destroyed by the Red Guards, so few non-Chinese cameras are available in China that were brought in before the Revolution. During the '70's the second hand stores were stocked with Leicas and Super Ikontas, brought in by visiting Japanese and Hong Kong business men. The locals thought there might be a second Cultural Revolution and dumped their foreign goods. Although the camera companies copied German and Japanese cameras, most of the influence on design and manufacturing technology came from the Soviet Union. Many of the plastic cameras of the 50's and early 60's were made from molds used for the same style cameras in Russia and Czechoslovakia. Lenses probably came from the Soviet Bloc as the glass grinding industry was very primitive in China. As late as 1957 they were making eyeglass lens from Coca Cola bottles left behind in 1949."

St Denny, Douglas. 1989. *Cameras of the People's Republic of China*. Leicester [England]: Jessop Specialist Pub.

There are two Chinese manufactured TLRs in the store on consignment right now: Pearl River and an Eastar. These are selling for \$250 each.

The Eastar was manufactured in the late 70s at the Tianjin Camera Factory in Tianjin. The Eastar's name is actually a bad translation of its Chinese name 'Dong Feng' which means 'eastern'. It can be found mostly in Beijing camera stores. The Eastar uses 120 film and produces twelve 6x6 images per roll (a 6x4.5 mask is available if one would prefer 16 images per roll). Shutter and advance are uncoupled so one must advance using the ruby window. It has shutter speeds from Bulb and 1/sec all the way up to 1/300.

Pearl River TLR variants were made from the 60's to the 80's in the Guangdong Camera Factory, Guangdong Province.



The Pearl River namesake of this camera flows through the Guangdong Delta. Like the Eastar, the Pearl River uses 120 film for twelve 6x6 images (a 6x4.5 mask is available if one would prefer 16 images per roll). It has shutter speeds from 1/25 to 1/250. It has no Bulb mode.



RENAISSANCE ALBUMS

MEGHAN S..

Fusion 2018!

It was great to see everyone who came out to our Fusion event May 5th, and wonderful to have Renaissance Albums out from New York! I hope everyone had fun and enjoyed seeing some new products from all the suppliers. Albert from Renaissance Albums brought us some great new sample albums, with a few newer cover options as well as the new Stitched Bowery Book. This beautiful new book looks really lovely with its saddle-stitched spine and gorgeous book cloth slip cover. I now have some samples in store for photographers to see or borrow to show their clients, so if you didn't get a chance to see the samples at Fusion feel free to call or email me for a time to come down and have a look at the sample albums in store.



PRESENTATION PRODUCTS

BARB B..

Team and Class Mounts

I know this school year is JUST finishing, but fall is approaching. I'll be in touch with those of you who traditionally have team and class photos to present during September and October, but if you'll be working with a new team or school, please let me know as soon as possible so I can help you create a time line for your orders. If you plan to imprint the team logo, please contact me for details as soon as you can.

FROM THE COVER:

CAROL P.

il FOTONATURALIST 2018

La Brilla

Massarosa, Italy

18 photographers, and 4 camera clubs.

Featuring the artistic vision of the beauty of nature from many local talented photographers.

Jason and another photographer from the Netherlands were specially invited to participate in this inaugural photo show at La Brilla, a cultural center in Massaciuccoli. The exhibition was organised by Luca Rossi, a local photographer. People who attended the show were amazed by Jason's images, especially as they do not have the same wildlife that we have in BC.

Lake Massaciuccoli (Lago di Massaciuccoli in Italian) is a lake in the outskirts of the town of Massarosa, in the Province of Lucca, Tuscany, Italy. The composer Giacomo Puccini lived nearby and frequently hunted around the lake.

Massaciuccoli is home to the Lipu Massaciuccoli Bird Watching Nature Sanctuary, with a small ecological museum and raised trails over the marshland. The sanctuary has many bird blinds where, you can watch the native bird species in their environment.

Screen Dance Intensive

1 day workshop exploring film making with dancers

June 23rd ~ Vancouver BC



If you are just starting out shooting video on your DSLR camera or more advanced and looking to explore how to move the camera creatively for capturing motion, this hands on day with professional dancers will force you to move the camera and get it off the tripod. We will be exploring various settings on your camera for slow motion, hand held shooting, using a slider, setting up a cage on your camera, using a focus puller and a chance to work Freefly's M5 gimbal as a stabilizer. Part of the morning will be for reviewing screen dance films, talking shop about camera settings, external recorders and sound. Later we will be assigning 4 professional dancers for you to work with and get some real footage you can take home.



Renowned dance photographer David Cooper and F-O-R-M festival director Sophia Wolfe will guide you through the day in his east side studio. There will be tea, coffee, drinks and snacks provided. The fee for the day and access to gear is \$300.00 It will start at 9:30 and finish by 5:30pm. There is an early bird special of \$250. if paid by April 15th. You will need your own camera and will have access to various film making equipment to expand your skills. This will be a small class and a chance for everyone to participate with dancers.

David's latest trailers for the Royal Winnipeg Ballet can be seen here:
<https://vimeo.com/259501475> and <https://vimeo.com/206503642>

What to bring

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

<http://davidcooperphotography.com> Contact :David Cooper at dacooper@telus.net