



**Nikonos IV-a with Fujichrome Sensia 100** - Taken just off the north west shore of Barbados. There were a group of six curious turtles swimming around us, brushing up against us they were so close. They seemed to like the sound of my camera winding to the next shot.

Read more about underwater cameras in Hunter's article on page 17.



## Beau Newsletter - February 2019

Rebates from Fujifilm, Canon, Nikon, and Sony! • New Sigma lenses  
New - Nikkor Z 14-30mm f/4 S zoom • Educational pricing on lighting and cameras • Learn at lunch talk at Beau: Learn about the Profoto A1 • Project Instant V6.0 call for entries • Rental backdrops for sale • more...

## DIGITAL

MIKE M.

## Fujifilm Price Drops &amp; Rebates



While many Fujifilm rebates are over, one bit of great news is the **significantly reduced the pricing of the X-H1**, and I do mean significant! Previously, the X-H1 body sold for \$2,450 and the kit with the vertical power booster was \$2,800. Even with the Black Friday/Boxing Week promos, the X-H1 kit only got down to \$2,535. Going forward, you will only be able to buy the X-H1 as a kit, no more bodies, but the price with the vertical power booster, which also includes two extra batteries, will be only \$1,699! Yes, you read that right: the Fujifilm X-H1 Kit w/VPB-XH1 and two extra batteries is \$1,699, which is a whopping \$1,100 down from the old price! This is an incredible value, even if you don't care about the vertical grip, since the two batteries alone are worth \$200 (and are very useful to have!), That is like getting the body for \$1,499 with a free battery grip. Wow!

For those who may have forgotten what's unique about the X-H1, have a look at my detailed overview of it here: <http://www.beauphoto.com/new-fujifilm-x-h1-preview/>

Basically you are getting a camera which is nearly at the level of the X-T3 in most ways (shooting performance, image quality, video features, EVF quality etc.), but one that also has sensor-based in-body image stabilization (IBIS)

which allows all your prime lenses to be stabilized, or the zoom you always wanted stabilized, to actually be stabilized; I'm looking at you XF 16-55mm f/2.8! Yes, the X-H1 is a slightly bigger body, but I find it very comfortable to use with larger hands and personally, I wouldn't need to add any sort of grip. I find the X-T3 on its own to be just a little too small to comfortably hold, but the X-H1 is perfect. That said, I'm sure not everyone would agree with me, so as always, at the very least you should probably play with a demo camera at our store, or rent one to use at your leisure over a weekend, to see if the size and ergonomics are to your liking. The rental fee (up to two days or two weekends) can then be deducted off the purchase should you buy one within 30 days of the rental return.

While not as dramatic a price drop as the X-H1, the super compact and lightweight **Fujifilm X-E3** bodies and kits have also dropped in price quite substantially! Here are the new prices...

X-E3 Body: \$899 (\$250 decrease)  
 X-E3 18-55mm Kit: \$1,299 (\$350 decrease)  
 X-E3 23mm Kit: \$1,249 (\$200 decrease)  
 X-E3 15-45mm Kit: \$1,049 (\$250 decrease)

**Fujifilm has also kicked in a few body rebates, as well as some substantial lens rebates, all valid until March 28th**, several of which are for lenses that have not yet ever seen a rebate like the 8-16mm or the 200mm f/2! Check out the full details here...

X-Pro2 Body: \$1,950 (SAVE \$250)  
 X-Pro2 Graphite Kit w/23mm f/2: \$2,730 (SAVE \$170)  
 X-T3 Body: \$1,770 (SAVE \$130)  
 X-T3 Kit w/18-55mm: \$2,150 (SAVE \$250)  
 X-T2 Body (black): \$1,430 (SAVE \$320)  
 X-T2 Graphite Silver: \$1,680 (SAVE \$320)  
 XF 16mm f/1.4R WR - \$975 (SAVE \$325)  
 XF 56mm f/1.4R - \$975 (SAVE \$325)  
 XF 56mm f/1.4R APD - \$1,500 (SAVE \$400)





# FOCUS on LENSES

SALES EVENT



**XF16mmF1.4 R WR**  
Save up to \$325



**XF56mmF1.2 R**  
Save up to \$325



**XF56mmF1.2 R APD**  
Save up to \$400



**XF80mmF2.8 R LM WR Macro**  
Save up to \$350



**XF90mmF2 R LM WR**  
Save up to \$325



**XF200mmF2 R LM OIS WR**  
**1.4X F2 TC**  
Save up to \$1300



**XF8-16mmF2.8 R LM OIS WR**  
Save up to \$625



**XF10-24mm F4 R OIS**  
Save up to \$325



**XF16-55mmF2.8 R LM WR**  
Save up to \$350



**XF50-140mmF2.8 R LM OIS WR**  
Save up to \$500



**XF100-400mmF4.5-5.6 R LM OIS WR**  
Save up to \$625

XF 80mm f/2.8R OIS WR Macro - \$1,200 (SAVE \$350)  
 XF 90mm f/2R WR - \$925 (SAVE \$325)  
 XF 200mm f/2R OIS WR w/I.4TC - \$6,500 (SAVE \$1,300!)  
 XF 8-16mm f/2.8R WR - \$1,975 (SAVE \$625)  
 XF 10-24mm f/4R OIS - \$975 (SAVE \$325)  
 XF 16-55mm f/2.8R WR - \$1,200 (SAVE \$350)  
 XF 50-140mm f/2.8R OIS WR - \$1,550 (SAVE \$500)  
 XF 100-400mm f/4.5-5.6R OIS WR - \$1,825 (SAVE \$625)

## Nikon News & Rebates

Nikon has officially announced a new lens for their mirrorless Z system, the **Nikkor Z 14-30mm f/4 S zoom**. This full-frame, ultra-wide-angle zoom lens is compact (under 9cm long) and lightweight (435 grams), and has a retracting zoom mechanism, allowing it to take up minimal space in your camera bag. I briefly tested a preproduction sample and was impressed with its surprisingly compact nature, solid build quality and, from what I saw during testing and from downloaded samples, was also very impressed with its image quality too. It also balanced very well on the Z7 body I tried it with. I look forward to testing a full production version when they start shipping! Note that this is the widest full-frame lens, zoom or prime, that Nikon has ever made which can actually take a standard front mounted thread-on filter; 82mm in this case.

The lens has Nano-Crystal anti-reflection coatings, a fluorine coating to make for easy cleaning, an STM focus motor for fast and quiet AF, virtually no focus breathing, and it has gaskets and seals for dust and water resistance. The Z 14-30mm f/4 S zoom should be available later in February at \$1,699. We are taking pre-orders now.

The highly sought after **Nikkor AF-S 500mm f/5.6E PF ED VR** (\$4,699) continues to be in short supply unfortunately. We have been slowly whittling away at our pre-order list, but sadly availability may not improve until closer to summer this year. You can put a deposit down for a 500mm if you like, and we will let Nikon know we have another pre-order, but at this point it would be impossible to accurately

predict when your order might be fulfilled. This is not just a Canadian shortage, but rather it is worldwide. We recently delivered one to a customer and I am still amazed at how compact and lightweight the lens box is for a 500mm super telephoto lens! It's a wonderfully compact and high quality lens if you are shooting wildlife and need to hike some distance with your gear, or you are shooting sports and simply want to lighten your load without giving up speed and image quality! The new compact and lightweight PF lenses also match up perfectly with the Nikon FTZ adapter on the Z6 or Z7 mirrorless bodies!

## Time to Trade Up!

Nikon's new promotion "Trade Up and Save" starts on Feb 8th, and runs through March 28th, 2019. **Just bring in your old working DSLR as a trade in toward a new Z Series mirrorless camera.** You can get a minimum of \$250 of trade in value on the Z6 body and Z6 kit, or you can get a minimum of \$500 of trade in value on the Z7 body and Z7 kit. Beau Photo will evaluate your camera and can give you over and above these amounts. **Please contact Ken at [prosales@beauphoto.com](mailto:prosales@beauphoto.com) to set up an appointment.**

As far as **Nikon rebates**, there are indeed a few choice ones, albeit not for their Z-system. Following are the more interesting ones. Just check out those D750 rebates! Note that these are **only running until February 14th...**

**D750 Kit w/24-120 f/4 VR**  
**\$2,399 (SAVE \$700!)**





FEBRUARY 8 TO MARCH 28

# TRADE-IN

ANY INTERCHANGEABLE LENS CAMERA  
AND GET TRADE-IN VALUE\*

PLUS **\$500\***

TOWARDS THE PURCHASE  
OF A **NEW Z 7 BODY OR KIT**

OR **\$250\***

TOWARDS THE PURCHASE  
OF A **NEW Z 6 BODY OR KIT**



CAPTURE TOMORROW



D850 Body - \$3,999 (SAVE \$300)  
 D850 + 24-120 f/4 VR Bundle - \$5,149 (SAVE \$500)  
 D750 Body - \$1,699 (SAVE \$750!)  
 D500 Body - \$2,399 (SAVE \$300)  
 D7200 Kit w/18-140 VR - \$1,299 (SAVE \$400)  
 Wireless Controller Kit (w/SB-5000 purchase) - \$129 (SAVE \$110)

## Canon Rebates

**Canon continues to have promotions for their superb lineup of Pixma Pro inkjet printers.** From February 4th until March 3rd, there is a special additional discount available where if you buy either a Canon 5D Mark IV body or kit, or a 6D Mark II body or kit, on the same invoice as the Pixma Pro printer, you will get an additional \$250 rebate! If you buy any other Canon DSLR or mirrorless body, you will qualify for a \$100 rebate. There are additional discounts available when you bundle in certain SKUs of Canon inkjet paper. Contact us for those details.

### The printers are also on sale as follows...

Pixma Pro-100 (13" - dye-based ink) - \$399 (SAVE \$100)  
 Pixma Pro-10 (13" - pigment ink) - \$649 (SAVE \$150)  
 Pixma Pro-1000 (17" - pigment ink) - \$1,399 (SAVE \$200)

**Canon IVY Mini Photo Printer - \$129.95 (SAVE \$30)**  
 (Valid from February 8th to the 28th)

There are also some great lens and body rebates to be had. Here are some of the more interesting items...

EF 24mm f/2.8 IS - \$729 (SAVE \$150)  
 EF 28mm f/2.8 IS - \$649 (SAVE \$90)  
 EF 35mm f/2 IS - \$729 (SAVE \$80)  
 EF 35mm f/1.4L II - \$2,199 (SAVE \$230)  
 EF 50mm f/1.4 - \$429 (SAVE \$110)  
 EF 50mm f/1.2L - \$1,599 (SAVE \$360)  
 EF 85mm f/1.2L II - \$2,299 (SAVE \$400)  
 EF 85mm f/1.4L IS - \$1,849 (SAVE \$250)  
 EF 135mm f/2L - \$1,099 (SAVE \$250)  
 EF 11-24mm f/4L - \$3,499 (SAVE \$550)

EF 16-35mm f/2.8L III - \$2,599 (SAVE \$250)  
 EF 16-35mm f/4L IS - \$1,299 (SAVE \$180)  
 EF 24-70mm f/2.8L II - \$2,199 (SAVE \$360)  
 EF 24-70mm f/4L IS - \$1,169 (SAVE \$180)  
 EF 70-200mm f/4L IS - \$1,429 (SAVE \$190)  
 EF 100-400mm f/4.5-5.6L IS II - \$2,659 (SAVE \$310)

**EOS R Kit with 24-105mm f/4L - \$4,149 (SAVE \$250)**

Plus, add an EOS R to EF lens adapter to an EOS R body or kit and save more! Take an additional \$100 off if you buy the standard adapter and \$50 off if buy the control ring adapter with an EOS R. (Valid from Feb. 14th to the 28th.)

**Bundle a FREE Canon 470EX-AI Flash with any 5D Mark IV or 6D Mark II purchase!**



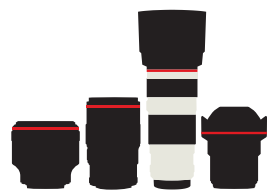
**EOS-80D Kit w/18-135 IS STM**  
**\$1,799 (SAVE \$600!)**



## Sony News & Rebates

We are finally caught up on some of the crazy Sony backorders! As of this writing, we actually have the A7 Mark III, A7R Mark III and Sony 24-105mm f/4 OSS in stock, all of which have been very hard to come by for many months! There will be a few interesting rebates in February as well, with current info indicating that they'll be running from the 8th to the 28th...

A7S Mark II Body - \$3,099 (SAVE \$200)  
 A6500 Body - \$1,549 (SAVE \$100)



**RED  
LINE**  
SALES EVENT

**Canon**

# CAPTURE PORTRAITS WORTH BRAGGING ABOUT

Canon portrait lenses give you a natural-looking photo with beautiful background blur.

## CANON PORTRAIT LENSES ON SALE



**L** EF 85mm  
f/1.2L II USM  
\$2,929 / **\$2,299**

**SAVE \$630**



**L** EF 50mm  
f/1.2L USM  
\$2,129 / **\$1,599**

**SAVE \$530**



**L** EF 135mm  
f/2L USM  
\$1,469 / **\$1,099**

**SAVE \$370**



**L** EF 85mm  
f/1.4L IS USM  
\$2,219 / **\$1,849**

**SAVE \$370**



EF 85mm  
f/1.8 USM  
\$619 / **\$449**

**SAVE \$170**



EF 50mm f/1.4 USM  
\$589 / **\$429**

**SAVE \$160**



EF 40mm f/2.8 STM  
\$299 / **\$229**

**SAVE \$70**



EF-M 32mm  
f/1.4 STM  
\$629 / **\$549**

**SAVE \$80**

All prices valid Feb. 1, 2019 - Feb. 28, 2019.

[www.canon.ca/redline](http://www.canon.ca/redline)

**Canon**

\*Savings calculated using MSRP. Dealers may sell for more or less.  
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### A7R Mark III Body - \$3,799 (SAVE \$200)



Sony FE 12-24mm f/4G - \$2,199 (SAVE \$100)  
 Sony/Zeiss FE 16-35mm f/4 OSS - \$1,699 (SAVE \$100)  
 Sony FE 24-240mm OSS - \$1,349 (SAVE \$50)  
 Sony/Zeiss FE 24-70mm f/4 OSS - \$1,099 (SAVE \$100)  
 Sony/Zeiss FE 35mm f/1.4 - \$2,099 (SAVE \$100)  
 Sony/Zeiss FE 35mm f/2.8 - \$949 (SAVE \$50)  
 Sony E 50mm f/1.8 OSS - \$375 (SAVE \$25)  
 Sony FE 50mm f/1.8 - \$325 (SAVE \$25)  
 Sony/Zeiss FE 55mm f/1.8 - \$1,149 (SAVE \$100)  
 Sony FE 70-200mm f/4G OSS - \$1,699 (SAVE \$100)  
 Sony FE 90mm f/2.8G Macro OSS - \$1,399 (SAVE \$100)

### Sigma News

Sigma has announced a new **28mm f/1.4 DG HSM 'Art' lens**, rounding out their existing wide angle prime lens lineup nicely, which currently consists of 14mm, 20mm, 24mm, and 35mm fast f-stop lenses. Initial availability of the new 28mm will be for Nikon (F) and Canon (EF) DSLR mounts, with a Sony E mount version available at a later date.

Pricing will be \$1,829 and delivery is slated to start in early March of 2019. We are taking pre-orders...

Another new lens that we may not have mentioned in our newsletter yet is the **Sigma 40mm f/1.4 DG HSM 'Art' lens**.



It is a bit of a unique focal length to have such a fast aperture, since usually lenses with that focal length tend to be slower "pancake" style designs. Personally, I love the slightly wider focal length that a 40mm gives when compared to a 50mm, and for me, were I shooting with a Canon or Nikon DSLR, it would definitely be my choice as a "normal" focal length lens! The Canon EF and Nikon F mount versions

has been shipping since December and the price is also \$1,829. The Sony FE mount version is slated to become available sometime in February. Note that unlike a pancake lens, the 40mm f/1.4 is rather massive, big and heavy, but it does offer a unique focal length for such a fast, full-frame lens.

I have yet to test either of these two new Art lenses myself, but online reviews have (not surprisingly for modern Sigma glass) been praising the image quality, sharpness, bokeh and colour rendition of these two new lenses.

### In-store specials on some cameras, lenses, and used gear!

Are you sad you missed out on a great Boxing Week deal? Did you not get the photo related gift you were hoping for at Christmas? Well drop by our store and check out our selection of extra special sale or clearance pricing on some brand new digital bodies and lenses!

In addition, we currently have a solid selection of used Canon and Fujifilm digital bodies, as well as some unique and rare lenses, like a second hand Canon EF 11-24mm f/4! Contact Ken for more info on our selection of used and consignment gear.



## PRO SALES

KEN S.

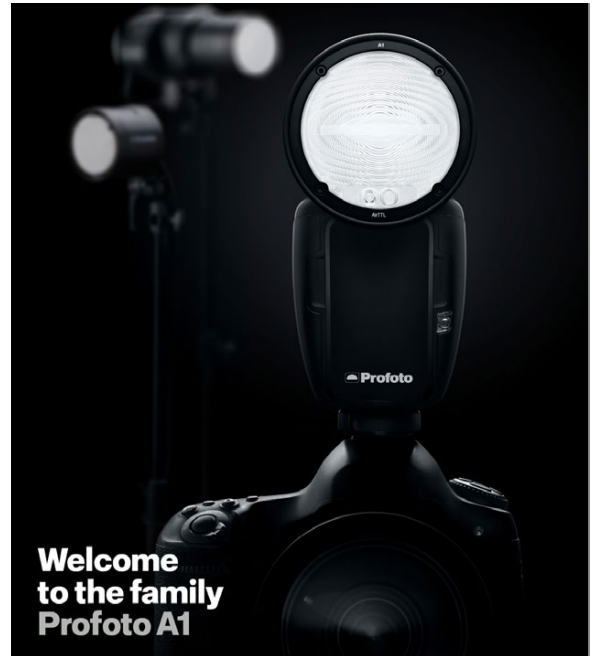
### Educational Pricing for Lighting and Cameras

You might be safe in assuming that schools often get special pricing for photography lighting equipment, but did you know students can get these **deals from Profoto, Broncolor and Hensel?** While the discount varies from these companies, the requirements are very similar. First of all, you have to be a full time student currently registered in a Professional Photography program. Secondly it has to be at an accredited university or college. Online or small private schools do not qualify. You have to be able to produce your student card and a copy of current enrollment. Sometimes approval is on a one by one basis as we need to get the final approval from these companies. If you are unsure you can always ask. Certainly if you are studying photography at school and want to pursue a career in photography, you may want to capitalize on these savings before you graduate. Purchasing well built, quality products is always the best choice and they will last you well into your career. Also make sure that whatever you purchase is CSA tested and approved for Canada. Many foreign products are sold online and even through stores in Canada that are not CSA approved. If something happens while you are using it on set, in someone's home or even in your own home and it causes a fire or damage and it is not CSA approved, it could void your insurance and indeed end your photography career.

**Learn at Lunch Talk - Feb 28th.  
12:00 - 12:45 at Beau Photo**

### The Profoto A1, the world's smallest studio light: what makes this flash so different?

Just over a year ago Profoto launched the A1 and it opened up the world to the amazing products created by Profoto. No longer are Profoto lights exclusive to studio photographers, but now wedding and portrait photographers and those photographers who don't have



big budgets or have the need to be very portable can now purchase this affordable light and create beautiful images. During this 45 minute talk we will discuss the advantage of the A1 over other products, how easy it is to use and the accessories that can help you create different lighting effects and different looks.

The Profoto A1 comes with either a Canon or Nikon dedicated hot shoe but with the Profoto Air TTL remote for Sony or Fujifilm cameras, those camera owners will have the same features and control, just off camera.

### KEH is Back at Beau Photo February 15th



**KEH is holding a  
buying event at  
Beau Photo!**

**February 15th  
10:00AM - 4:30PM**

**110-1408 8th Avenue West  
Vancouver, BC.  
604 734-7771**



The purchasers from KEH will be at Beau Photo on February 15th from 10:00 AM till 4:30 PM to purchase Cameras, lenses and some camera accessories. Bring your gear in to sell to them or trade up to new gear with Beau Photo and get a 10% bonus.

## Canon Vixia HF W10



Canon has recently announced the Vixia HF W10. While we don't usually sell a lot of camcorders, this one caught my eye. I have an older Canon camcorder and the features that are built into the new Vixia HF W10 are all the features I was wishing my camcorder had. The big one is that it is waterproof. I can't tell you how many times when I was filming a soccer game and the weather turned, I had to pack everything up and miss recording the game. The other option was to huddle over the camcorder with an umbrella in one hand and panning with the other, and not being very successful with either. Now with the Vixia HF W10 being waterproof I can just shoot and not worry about the weather; Heck I could even go swimming with it as it is waterproof to 16.4 feet. Actually if I was 16 feet below



the surface I would hope someone would have called the life guard already! A couple of other key features include

the extra long battery life of 5 hours. That equals a lot of overtime play and shootouts. Face tracking is also key when you want to have consistent sharp images.

Overall Key Features:

- Waterproof up to 5m / 16.4 ft.
- Shockproof up to 1.5m / 4.9 ft.
- Freezeproof down to -10°C / 14°F
- Dustproof
- Full HD 1920 x 1080 @ 60p/30p/24p AVCHD Recording
- 1/5.8-inch 2.5 Megapixel Back-illuminated CMOS
- 40x Optical / 60x Dynamic Zoom
- Advanced Image Stabilization
- Internal Battery with Approx. 5 Hour Battery Life
- Compatible with Portable Batteries and USB Charging
- 8 GB Built-In Flash Memory & SD Memory Card Slot
- 3.0-in Capacitive Touch Screen
- Face Tracking
- Time Lapse Recording

**Canon Vixia HF W10 - ETA April 2019 - \$499.00**

## Sekonic C-800 - Now With (X,Y)

Sekonic announces the new C-800 Spectro Master colour meter. Often on set you may be working with several lights from different manufacturers, and trying to match them correctly is almost impossible. The C-800 makes it so much easier. The C-800 now has more color control parameters specifically designed to help match lights to one another. CIE1931 (x,y) has been added, giving users the ability to measure and dial-in specific chromaticity coordinates into lights of some major brands. Hue and saturation units of measure have also been added to better match RGB LEDs to any light source. In addition, new display screens provide easy interpretation and understanding of the new data fields, making this the best meter for all applications.

For more information and a list of specifications go to:

<https://c800.sekonic.com/>

**Sekonic C-800 Spectro Master \$1998.95**



## New at Beau Photo

Beau Photo is now able to order **Elinchrom lighting and accessories, as well as Temba bags, Benro Tripods and Shimoda bags**. We will not have a lot of stock on hand but will be happy to special order any of these great products for you.

## New in Used

This month I am going to start a listing of hidden treasures - or "I can't believe it has not been snapped up yet".

### Cambo Wide DS

The Cambo Wide DS is an ideal camera for architectural photography. The camera was designed for both film and digital photography. The Wide DS has a wooden hand grip for ease of handling and has a rotating back that makes it easy to switch from horizontal to vertical. This camera includes a focusable Schneider Apo-Digital 35mm f/5.6 XL lens with Schneider center MC ND filter, Cambo viewfinder, and Hasselblad H series mount. It also comes with a Cambo ball head CBH-5.

Condition:  
Excellent  
\$4000.00

Tag # 5342,  
5343, 5345



### Broncolor Para 220 FB

We have a Broncolor Para 220 FB on consignment. This is an amazing light shaping tool for the professional photographer. The Para FB reflector is impressive not only because of its shape and size, but most of all because of its unique light quality. The Broncolor Para offers different qualities of light depending where the light source is placed - in a sense focused or defocused. For a full overview of the Broncolor Para 220FB please download the catalogue below.

[https://www.broncolor.swiss/uploads/tx\\_bronproducts/broncolor\\_download\\_brochures\\_light-shapers\\_para\\_fb\\_en\\_01.pdf](https://www.broncolor.swiss/uploads/tx_bronproducts/broncolor_download_brochures_light-shapers_para_fb_en_01.pdf)

### Used Broncolor Para 220 FB

Condition: Like new - \$5000.00

### Rodenstock Apo-Sironar Digital HR 28mm f/4.5 lens

The Rodenstock Apo-Sironar Digital HR 28mm f/4.5 lens comes with a Copal 0 shutter and Cambo Wide DS mount. The Rodenstock Apo-Sironar Digital HR 28mm is a well reviewed and super sharp lens.

Condition: Excellent - \$5189.00

Tag # 5344

## Also in Used...

As we working on getting all these recent consignments photographed and up on the website, we thought it best to send out a list of recent consignment cameras and lenses.

### Used Sony

Sony A7 II Body 24.3MP \$1350.00 (ex-Rental)

Sony FE 35mm F/2.8 \$699.00

### Used Nikon

Df body New lower price \$1800.00

AF-S 50mm f/1.4G \$425.00

PC-E 45mm f/2.8D ED \$1700.00

AF-S 24-120mm f/4G ED \$949.00

## Used Fujifilm

FujifilmX-T1 Body New lower price \$650.00

FujifilmX-T2 Body \$995.00

FujifilmX-Pro 2 Body \$1450.00



FujifilmX-E2 Body \$450.00

XF 16mm f/1.4 RWR \$899.00

XF 90mm f/2 R LMWR \$899.00

XF 18-55mm f/2.8-4 R LM OIS \$550.00

XF 10-24mm f/4 R OIS \$850.00

XF 55-200mm f/3.5-4.5 R LM OIS \$575.00

## Used Canon

EOS 5D MRK II Body New lower price \$899.00

EOS-1D MRK III Body \$600.00



EOS 5DS R - New Lower Price \$3000.00



EF 14mm f/2.8 L \$1100.00

EF 15mm f/2.8 Fisheye \$800.00

EF 35mm f/1.4 L \$1375.00

EF 40mm f/2.8 STM Macro Pancake \$125.00

EF 50mm f/1.2 L \$1370.00

EF 85mm f/1.2 L \$1600.00

EF 135mm f/2.8 SF \$300.00

EF 180mm f/3.5 L Macro \$1300.00

EF 8-15mm f/4 L \$1183.00

EF 11-24mm f/4 L \$2800.00

MP-E 65mm f/2.8 Macro \$840.00

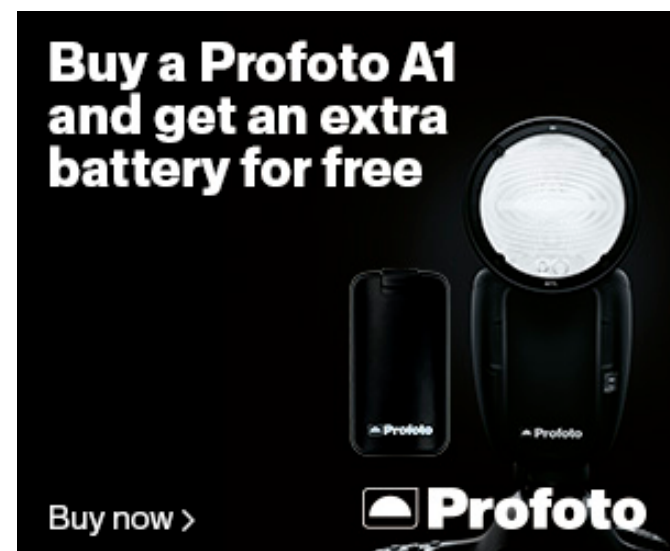
TS-E 45mm f/2.8 \$850.00

TS-E 90mm f/2.8 \$850.00

EF 28-300mm f3.5-5.6L IS \$2500.00

EF 70-200mm f/2.8 L IS \$1275.00

**Profoto A1 Free Battery Promotion Now  
Extended till April 15th**





Purchase a Profoto A1 and get a free A1 battery too!

Wedding and portrait photographers the world over have been seeing the advantages of using the Profoto A1 and it has changed the way they light their images. Even many photographers who in the past, have only used existing light or natural light are seeing how they can incorporate the A1 in to their photographic style and create beautiful images.



The Profoto A1 has been dubbed the world's smallest studio light. It is designed with very pleasing light shaping capabilities. It has a unique round head with a soft, smooth fall-off that makes it easy to create a natural and beautiful light. It also includes a smart magnetic mount and three dedicated A1 light shaping tools that click on and off quickly and easily – a Dome Diffuser, Wide Lens, and Bounce Card. They can be stacked for more creative options.

The A1 offers a built-in LED modeling light that makes it easy to set the light and understand how light and shadows work together, and it's extremely easy to use. Like all Profoto products, it's intuitive to use and you don't need to read a long instruction manual to understand how it works. An AirTTL remote is also built into the A1. With AirTTL and HSS you can create professional results quickly and easily,

and with the remote you can seamlessly connect to other Profoto flashes to control them from the A1.

The Profoto A1 is not only an on-camera flash, it's also very effective off-camera as a standalone unit. The A1 has its own Li-Ion high capacity battery built-in that lasts up to four times longer than AA batteries with no performance fade, and a facility to recharge quickly, so you can shoot for longer with confidence. A1 can keep up with you because it recycles four times faster than other on-camera solutions at 1.2s at full power. Put simply, you'll never miss a shot.

**Purchase a Profoto A1 between now and April 15th and get a free A1 battery. That is a \$142.00 value!**

Come into Beau Photo or contact Ken at [prosales@beauphoto.com](mailto:prosales@beauphoto.com) to pick up your A1 or for more information.

**The world's  
smallest studio light  
Profoto A1**

The A1 is every inch a Profoto light - just smaller. Its round head delivers light that's both natural and beautiful. And it's incredibly easy and to use, with superfast recycling and a long-lasting battery, so you'll never miss a shot. On the move, shooting on-camera or off, this is light shaping excellence everywhere.

Discover more at [profoto.com](http://profoto.com)

**Profoto**  
The light shaping company™



# HENSEL

PERFORMING LIGHT

## FROM OLD TO NEW

### THE TRADE-IN OFFER FOR FLASH DEVICES

Are you still harboring a collection of old or unused flash devices? Wouldn't it be great if you could put them to good use? We want to support you in bringing your lighting equipment up to date: We take your monolight, flash generator or flash head in when buying new Hensel flash equipment and give you a special discount on the new light(s).

#### WHAT KIND OF DEVICES CAN YOU TRADE IN?

All kinds of monolights, flash generators or flash heads - no matter what manufacturer or brand they are from\*.

#### WHAT DO YOU GET FOR YOUR OLD LIGHTING EQUIPMENT?

You get a special discount on your next purchase of a new Hensel monolight, flash generator or flash head.

For example: If you trade in two monolights, you get the discount on two new Hensel monolights. If you trade in one flash generator and one flash head, you get the discount on one new Hensel flash generator and one new Hensel flash head.

\*This offer also applies if the traded in flash device doesn't work properly anymore. The offer does not apply to speedlights/flashguns and is not compatible with other special offers and conditions.



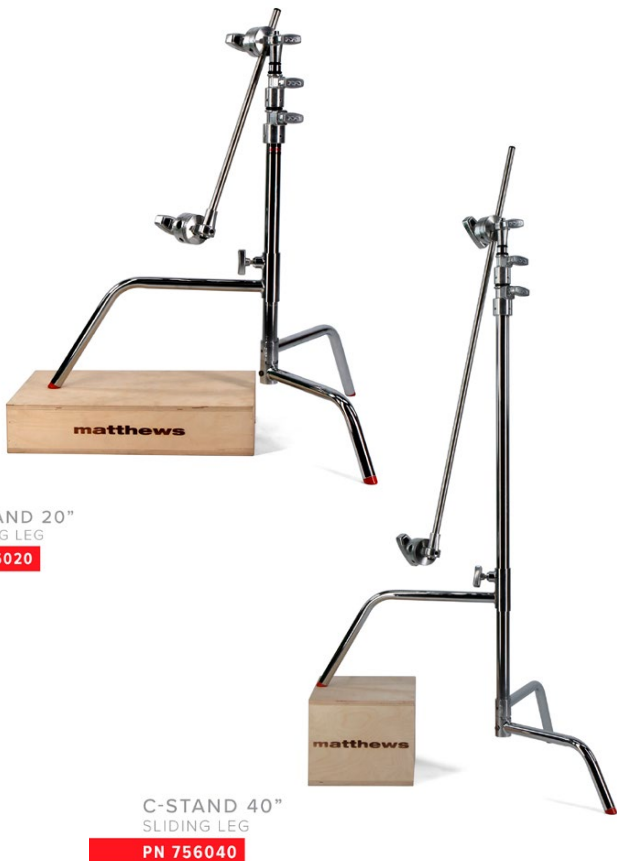
## RENTAL NEWS

JASON K.

### NEW in Rentals, So Many Stands!

We have some very exciting new additions to Beau Photo's Rental Department...due to popular demand, we have increased the number of Matthews 40" C-Stands w/Sliding Leg & 20" C-Stands w/Sliding Leg, both with Grip Arms + Pins included! Also due to popular demand, we have added a couple of Hi-Hi Overhead Roller Stands with Rocky Mountain Legs, increased the number of Matthews Medium Overhead Roller stands, and added four Low Boy Junior Double Riser with rollers.

- 40" C-Stand w/Sliding Leg w/Grip Arm + Pin:  
\$10/day or weekend
- 20" C-Stand w/Sliding Leg w/Grip Arm + Pin:  
\$7/day or weekend



C-STAND 20"  
SLIDING LEG  
PN 756020

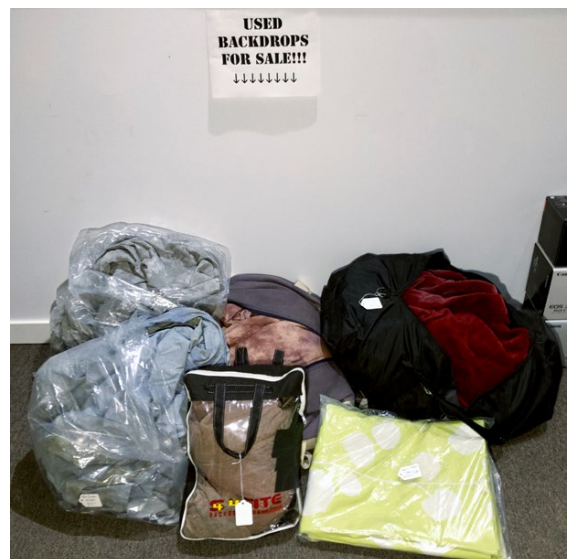
C-STAND 40"  
SLIDING LEG  
PN 756040

- Low Boy Junior Double Riser with rollers:  
\$12/day or Weekend
- Medium Overhead Roller Stand:  
\$16/day or Weekend
- Hi-Hi Overhead Roller Stands with Rocky Mountain Leg:  
\$18/day or Weekend



### Out With the Old

We are clearing out some backdrops to make room for some incoming products. They are mostly 10'x20' in size, except for the light green one in the lower right corner, which is 4.5'x6'. **\$50 ~ \$100 each.**



## ABOUT OUR BLOG!

MEGHAN S.

### Read more on our blog!

Many of our newsletter subscribers may not realize that we also have a Beau Photo blog! The blog is a great place to find out the latest special offers from our suppliers, upcoming workshops or events, reviews of new cameras, other hardware or film stock, maybe a developing experiment we've tried, or my ongoing 'Camera Speed Dating' entries with Nicole. Over the past year or so we've been trying out different old cameras that we own or have borrowed from collector friends, and running a roll of film through them to see what we think. We have both generally made an effort to have cameras in our own collections that actually function, because not only do we love the look of old cameras as interesting shelf pieces, we love to really shoot with them. Learning each new (old) camera's inner workings and different functions is half the fun! We try to post a new 'Camera Speed Dating' entry every Sunday morning. Look for Hunter's upcoming entry too!

[www.beauphoto.com/blog](http://www.beauphoto.com/blog)



### Events at Beau Photo

For a full listing of our upcoming events, like our 'Learn at Lunch' series, be sure to check out the Events Calendar page as well!

[www.beauphoto.com/events/category/community-events/](http://www.beauphoto.com/events/category/community-events/)

## FILM / ANALOGUE

NICOLE L-D.

### Call for Entries!

**It's that time of year again ~ time to start getting ready for our annual Beau Photo instant show! 'Project Instant V6.0 - An Instant Instant'.** Once again, Science World will be hosting this exhibition in their Aurizon Atrium. Opening night will be on Wednesday April 3rd from 6-8pm. As well as enjoying various art expressions with an instant element, expect food, wine, and a few different instant film photo booths.

The submission fee is \$15 and one must submit all photos by March 20th. The show duration will be April 2nd to April 28th.

For more information, e-mail [film@beauphoto.com](mailto:film@beauphoto.com)

### New Film Developer



We have a new 'locally brewed' film developer - BMQ B&W film developer!

The BMQ is an MQ developer designed to work with cinematic style high silver content films, although it will work great with any B&W film. It produces sharp, fine-grain negatives with very good tonal separation. The developer comes with a stock

solution and replenisher, and requires no dilution. The 1L kit will develop 25-35 films, depending on how it is stored and used. Follow the directions outlined on the bottle for best results.

**BMQ developer and replenisher - \$11.52**

# Call for Entries

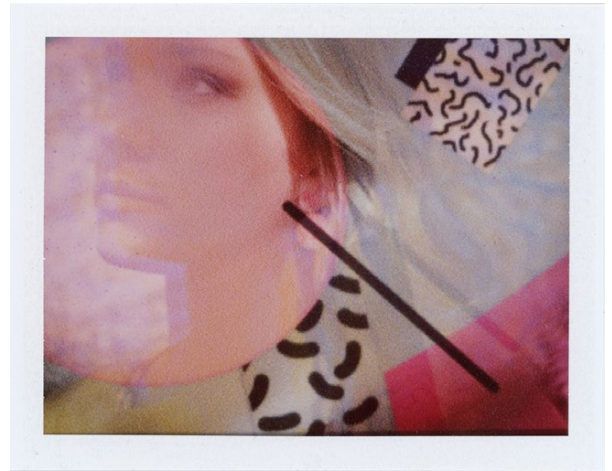
## Project Instant V6.0 An Instant Instant

An Exhibition of Instant Images  
April 2nd – April 28th

Opening reception: April 3rd 6–8pm  
Science World – Aurizon Atrium

In an instant: a moment of time defined as infinitesimal. So short that it becomes difficult to measure, and more difficult to experience. The click of a shutter is much longer, so maybe in the realm of instant photography, the length of an instant needs to be redefined.

It could be a moment short enough to catch the glance of a passer-by, or a period of time long enough to cause shapes and light to become abstract.



### Tell us your instant stories!

We are gathering entries for our sixth instant photography exhibition. Submissions can be dropped off or mailed in to Beau Photo Supplies.

There is an entry fee of \$15.00 + GST for submission of one to three photos. Each person will have up to three images included in the show, and a selection of entries will be chosen for framing and exhibition style hanging. Prizes will be awarded in several categories.

**Submissions must be  
received by Wednesday  
March 20th, 2019**



For information: [www.beauphoto.com/instant](http://www.beauphoto.com/instant)  
or [film@beauphoto.com](mailto:film@beauphoto.com)



## DIGITAL PRINTING (And other subjects!)

HUNTER W.

### Barbados

I was lucky enough to go away on vacation this month to Barbados, the eastern most island in the Caribbean. I always travel with a few different cameras for different situations and this trip was no exception. I brought 5 with me and actually managed to use all of them!

The two I used most and the two I was most excited about shooting were the Nikon F3 and the Nikonos IV-a. I had shot slide film once before in school on a 4x5 camera and I've always admired it so I decided to shoot only slide film in these cameras since I knew it would be bright enough for the slower speed films.

I was definitely nervous about the underwater shots as I had never shot film underwater before. The **Nikonos IV-a** paired with the 35mm f/2.5 lens was a joy to use, especially with its automatic shutter speed which made metering relatively care-free. Being able to mount the lens upside down also proved extremely handy. However, there were a few things I found frustrating. I had a difficult time with the focus on the lens as it uses zone focusing so there is no real way to confirm that your subject is in focus. This gets



**Nikonos IV-a with Fujichrome Sensia 100** - Taken just off the west coast shore. I spent a good half hour waiting for this fish to come closer to the surface and be more comfortable with my presence. Definitely glad that this one turned out.

even trickier when you are bobbing up and down, and the distance seems to change whether you are above or below the waterline.

A few of my photos had some motion blur as well from the camera choosing a slower shutter speed when the sun disappeared behind a cloud. This of course could have been avoided had I been paying more attention and changed my aperture. Chances are I would miss focus if I had a wider aperture though so it was a bit of juggling.



**Nikonos IV-a with Fujichrome Velvia 100** - Taken just off the west coast shore. I included this image because it shows just how chaotic the water was and some of the exposure and focusing challenges.

I definitely feel that when I use the camera again I will be more competent with it. Overall I enjoyed using the camera, was happy with the images I got, and can't wait to shoot with the Nikonos again.

If you are interested in trying out underwater photography we do have a couple of options in the store right now. We have a Nikonos II with a 35mm f/2 lens (\$250) which gives you full manual controls, and a Snap Sights compact point and shoot inside a waterproof case (\$65) which is fully automatic.

The Nikon F3 paired with my 35mm f/2D lens was the camera I used while on land. I have long wanted to try a proper Nikon film camera. I have a Nikkormat EL that my lenses do not meter with so it's all a bit of a guessing

game. I didn't think it would make much of a difference to me having a working meter but I found myself much less worried about my shot being incorrectly exposed and more focused on my subjects and composition.



**Nikon F3 with Fujichrome Provia 100** - Taken at St. Nicholas Abbey inside an old windmill next to their rum distillery.

I thoroughly enjoyed using the F3 and have no complaints about it. I will say that I am very glad I brought spare batteries though, and I definitely recommend that anyone using a camera that needs batteries carries extra in the their bag because mine died on the first day of the trip!

We do not currently have a F3 in the store but we do have a couple of FM2's. It isn't quite the same camera but does have similarities. They are between \$350 - \$400, and one even has a motor drive to go along with it!



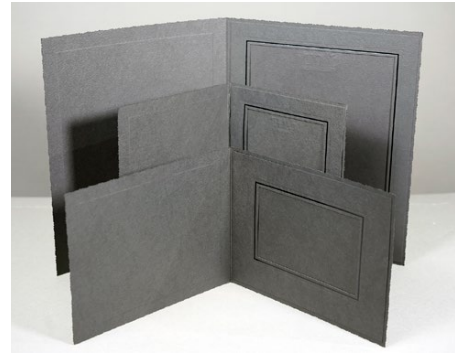
**Nikon F3 with Fujichrome Provia 100** - Taken at St. Nicholas Abbey of my wonderful travel buddy and patient model.

## RENAISSANCE ALBUMS PRESENTATION PRODUCTS

MEGHAN S..

### AGT Vancouver Folders

If you have an upcoming event or you are looking for an inexpensive way to display your photos, we have a



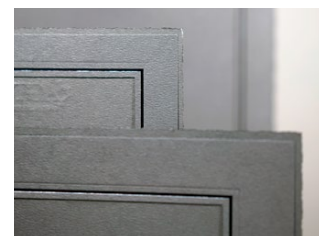
great variety of presentation folders in all the standard sizes. In this edition of the newsletter, I thought I'd do a spotlight on the Vancouver Folders from AGT.



We stock these folders in the following sizes in black with a black key line: 4x6, 6x4, 5x7, 7x5, 8x10, 10x8 and 12x8

They are also available in various other standard sizes with a gold or

silver keyline and other opening options such as oval. You can create a personalized die stamp for your event, school or business and have each folder custom stamped.



AGT Photomount is a Canadian owned and operated company that uses recycled paper from mills that are part of the Sustainable Forestry Initiative or Forest Stewardship Council. All the paper used is archival and acid-free. We love supporting Canadian companies and we are happy to be stocking a wide variety of AGT folders, easels and viewmounts. For pricing or special order inquiries please give me a call or send me an e-mail at [info@beauphoto.com](mailto:info@beauphoto.com)



# Learn at Lunch with Aura Mckay

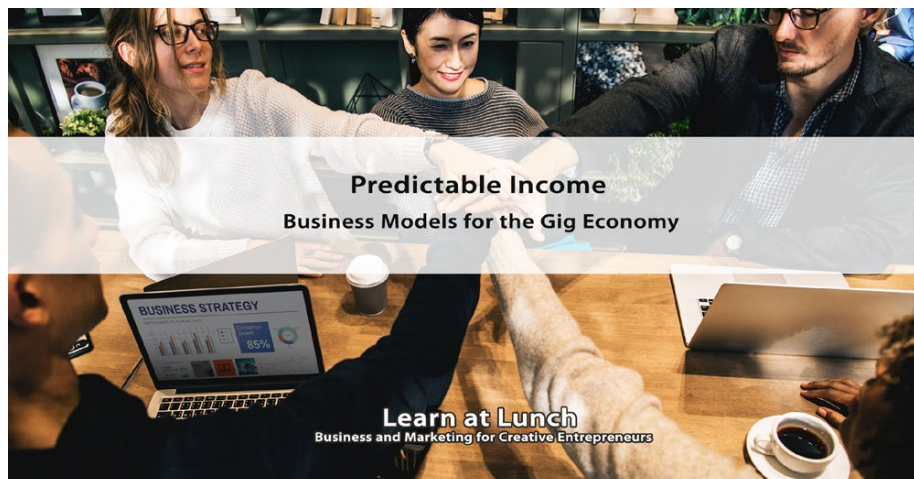
Join Aura at Beau Photo for a lunch time learning session! Once a month, you can gain insight into a variety of topics dsigned to help you expand your business. Click below on the session you are interested in for more information and to register.



Learn at Lunch -  
Your Marketing Message  
Wednesday February 6th, 12:15pm



Learn at Lunch -  
Attract Your Ideal Clients  
Wednesday March 6th, 12:15pm



Learn at Lunch -  
Predictable Income  
Wednesday April 3rd, 12:15pm



# Richmond Camera Show & Swap Meet



**Date:** 16th February (Sat) & 30th March (Sat)

**Time:** 10am - 3pm

**Admission:** \$5

**Early Bird Admission (9:30-10am):** \$10

**Table:** \$50 (includes admission for 2)

## Location:

**South Arm United Church**

[11051 #3 Road, Richmond, V7A 1X3](#)

#3 Road & Steveston Hwy

**LOTS OF FREE PARKING**



**Sell film and digital photo gear that  
your not using for CASH !!!**

**KEH Camera** will be at our February 16th Show to  
make immediate purchase offers!

\*visit the KEH site for details on what we purchase.

**This is an anything photographic swap  
meet - buy / sell / trade your camera  
gear!**

All formats of film gear, digital cameras and lenses,  
accessories, studio items, lighting equipment...etc. For  
large quantities or collections, contact us early for  
special arrangements.

**Consignment table** will be available in both shows to  
sell your items.

**Sign up for a free drawing**

\$100 Beau Photo gift certificate

\*winner must be present to claim the prize

**Book your table now**

Get in touch with us via email

[richmondphotoswapmeet@gmail.com](mailto:richmondphotoswapmeet@gmail.com)

\*contact show promoter for special arrangements

# DANCE PHOTOGRAPHY WORKSHOP

2 day workshop exploring light and dance with ballet and  
contemporary dancers

Feb 16 & 17 ~ 2019 Vancouver BC



Dancer: Diego Ramalho Photo: Mark Klotz | David Cooper Workshops

David Cooper is teaching a two day hands-on dance photography and lighting workshop in his Vancouver studio. You will practice capturing dynamic movement and learn how to freeze motion. There will be 4 ballet dancers on Saturday Feb 16th and 6 contemporary dancers on Sunday Feb 17th

Contact: [dacooper@telus.net](mailto:dacooper@telus.net) or 604-255-4576



# Shadows in Morocco

with a spot of Spain  
and bit of Berlin

THREE SHOWS!

Live Multimedia  
with William Jans

info & tix:  
[williamjans.com](http://williamjans.com)



**PREMIERE!** William's 9th show about absurd travels.  
Previous shows dubbed: "Awesome & so FUN! Extraordinary!  
You'll leave inspired!" (Georgia Straight)

**Friday March 15**  
**Langara College Theatre A130**  
100 W 49th Ave. (2 bl fr skytrain)

(7:30 doors 8 pm show) \*tix online or buy at door if not sold out

**PREMIERE:** Join photographer & adventurer William Jans for his 9th new multimedia show about absurd travels. Including: desert chaos, transit troubles, getting lost in the hardest city to navigate in the world, and what it's like to be spied on for a month! Come see why these infrequent live shows are so popular and often sell out.



"Awesome show"  
(Georgia Straight)

LIVE MULTIMEDIA WITH WILLIAM JANS

**Fri. Mar. 22 Langara Theatre**  
100 W 49th Ave. (8 pm show)

Flashy festivals, fake food, broken bones, rockabilly, radiation, sumo wrestling, an eerie abandoned amusement park, capsule hotels, jam-packed trains, Bond Island & going through "Buddha's Nostril"

info & tix:  
[williamjans.com](http://williamjans.com)



"Fantastical"  
(Global TV)

LIVE MULTIMEDIA WITH WILLIAM JANS

**Thurs. Mar. 28 Langara Theatre**  
100 W 49th Ave. (8 pm show)

Sleeping on the Great Wall, top 5 most dangerous hike, climbing the "perfect" volcano, sickness & surgery, and the crucifixion festival in the Philippines! A TRULY WILD show about travelling!





# LE SALON NOIR MASTER CLASS

WITH  
DIANNE BOS AND  
SARAH FULLER

LERAN, FRANCE  
JUNE 8-15, 2019

Le Salon Noir : Master Class\* is designed for intermediate practitioners with an understanding of traditional darkroom processes and techniques and are excited to develop their practice among peers in the comfort of a cozy B&B in Languedoc, France. Using low-fi camera methodologies, analogue silver-based photographic processes, and alternative photographic emulsions including Cyanotype and Anthotypes, participants in the Master Class will draw inspiration from the surrounding region for their artistic creations.

Based out of Lérans, France in the foothills of the Pyrenees, participants will have the opportunity to explore the amazing history and culture of the Occitanie region. Planned field trips include a visit to Niaux and its 15,000 year old cave drawings, as well as Montségur and other Cathar ruins that dot the region.

The time will be divided between instructor-led field trips, technical instruction, and independent studio time. Dianne and Sarah will provide technical assistance and artistic guidance in the form of darkroom orientation, mini-workshops and studio visits. Though the instructors are partial to traditional photo practices they will be happy to help you improve your digital photography chops as well. <https://instituteofunusualstudies.wordpress.com/home/workshop-2019/>