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January/February 1994 Volume LIV, No. 1

The Harmonizer (USPS No. 577700) (ISSN 0017-7849) is the official publication of the Society for the Preservation and Encouragement of Barber Shop Quartet Singing in America, Inc. (SPEBSQSA). It is published in the months of January, March, May, July, September and November nt 7930 Sheridan Road, Kenosha, Wisconsin 53143, Seeond-class postage paid at Kenosha, Wisconsin, and at additional mailing offices. Editorial and advertising offices are at the international office. Advertising rates available upon request. Publisher assumes no responsibility for return of unsolicited manuscripts or artwork. Postmaster: send address changes to editorial offices of The Harmonizer, 7930 Sherldau Road, Kenosba, Wisconsin 53143 at least thirty days before the next publication date. A portion of each member's dues is allocated to cover the magazine's subscription price. Subscription price to non-members is \$18 yearly or \$3 per issue; forcign subscriptions are \$27 yearly or \$4.50 per issue (U.S. funds only). ©1994 by the Society for the Preservation and Encouragement of Barber Shop Quartet Singing in America, Inc.

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Conventions

| INTE | RNATIONAL |
|------|---|
| 1994 | Pittsburgh, Pa July 3-10 |
| 1995 | Greater Miami, Fla July 2-9 |
| 1996 | Salt Lake City, Utah June 30-July 7 |
| 1997 | Indianapolis, Ind June 29-July 6 |
| 1994 | VINTER Sarasota, Fla January 23-30 Tueson, Ariz January 22-29 |
| 1996 | Jacksonville, Fla January 28-February 3 |

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A BI-MONTHLY MAGAZINE PUBLISHED FOR AND ABOUT MEMBERS OF SPEBSQSA, INC. IN THE INTERESTS OF BARBERSHOP HARMONY

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On the cover

Pittsburgh, where the Allegheny and Monongahela rivers join to form the Ohio, will be the site of the 1994 international convention.



In "Seventh" Heaven

by Joe Liles Executive Director

The second weekend of November, 1993, was an unforgettable experience. It was a conference that began the assembly of a launching pad to propel our Society into the 21st Century. What could be more exciting?

President Ernie Nickoson, who appointed the 1994 Future II Committee, now to be known as the Future 2001 Committee, actively participated in the creative planning sessions, which were led by committee member Tom Schlinkert, a professional planner by trade.

And would you believe? The originator of the first long-range planning committee in the 1950s, who also participated on the Future II Committee of the 1980s, is still a strong contributor to this 1994 version. Dean Snyder, our 90-years-young Historian Emeritus, not only carries his weight in harmonizing, but he is a treasure house of knowledge for the Society.

Others of the ninc-member 1994 Future 2001 Committee arc: George Davidson, Chairman Darryl Flinn, Rob Hopkins, Eric Jackson, Joe Liles, Charlie Metzger and Gary Stamm.

The task was to envision our Society as of January 1, 2001. A draft of a Vision Statement was proposed for each of the following important areas: members, audiences, achievements and recognition, image, conventions, leadership, values, contributions and services, finances and resources, education, and relationships and alliances. Nothing was held sacred other than the propagation and preservation of the essence of the barbershop style. An isolated sample of one such proposed 2001 Vision Statement is: "We are a cohesive management structure of committed and trained volunteers and professional staff. The governing, administrative and educational bodies are organized for maximum efficiency and effectiveness, reflecting an aggressive management of the Society's affairs in accord with the Society's vision. The leadership is forward-looking and accountable to the membership."

This visioning alone indicates a deep and thorough examination of management at all levels, both volunteer and professional. Do we need more districts? Fewer? Regions? Regional offices? Smaller International Board? Of what composition? Numbers and type of professionals? What kind of training for volunteers? Expenses for certain volunteers? The doors are open to scores of other such questions.

The committee's report is being prepared and will soon be presented to our International Board for consideration. After all, your International Board has ultimate responsibility of bringing us into the new world of 2001.

As many of you know, I plan to retire when I'm 65 (at the end of 1995), only two short years away. That's why the opportunity to be a part of this planning session means so much to me. To dream about what the Society can and should be is wonderful, but to begin giving the dream a chance to happen is an incredible experience.

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Quality is our style

by Ernie Nickoson International President

new year is here and I am looking forward to serving you again as your international president. As in 1993, my motto for 1994 is "Quality is Our Style," with the emphasis on teamwork, which you will hear more about.

I want to share with you a book that was brought about by a team of scholars. As you know, we Barbershoppers like applause whether in the concert hall or between the pages of a book. Our lifeblood has an external factor: *what do others think about us?*

Now we know. This new book, beautifully published in hardback by the Associated University Press, entitled *Barbershopping: Musical and Social Harmony*, can be purchased through our Harmony Marketplace. Royalties have been assigned to the Society.

Six men, outside of our Society and all experts in music and the sociology of recreation and hobbies, and each with academic research credentials, have studied us. They give us generally high marks, and offer suggestions for making us even better. A sampling of subject matter includes: The Respectable Art of Woodshedding, Becoming a Barbershopper (Canadian experience), A Vestige of the Past and Promise for the Future, and much more. Every chapter of the book has something new and different.

The editor-coordinator of this volume is Dr. Max Kaplan, worldwide authority on leisure trends and a friend and consultant to the Society's Future II Conunittee. Dr. Kaplan has written the preface and final chapter. One observation:

"Only on the surface can Barbershoppers ... be viewed as persons who enjoy singing and preserving a body of songs familiar to America in the 1860-1930 period. Considering the enormity of social, musical and recreational changes in the past halfcentury, the very existence and persistence of this movement is of sufficient interest to cultural historians or to scholars of leisure and popular culture."

Our study of barbershop craft and our organizational history are matters of internal pride to our members. Favorable public acceptance of our songs in the barbershop style, and favorable reviews by the media give a warm glow of satisfaction to all of us. Now comes this scholarly research perspective, to be received and read with equal pleasure.

Over and beyond our singing, many of us care deeply about our status as a cultural entity and ponder over how to improve it. To that thoughtful segment of our membership (much larger than may be assumed), this book, *Barbershopping: Musical and Social Harmony*, will give much satisfaction. It's "Quality" and I recommend it.



Naumann joins international staff

Dan Naumann of Omaha, Nebraska, has been named Director of Music Education and Services for the Society, replacing Mel Knight, who will retire in March. Naumann is already on board in Kenosha and engaged in the transition process.

A 19-year Barbershopper, Naumann most recently directed the Omaha, Neb., Chapter's Heartland Harmonizers chorus and sang baritone in a Central States District finalist quartet, Exit 353. Prior to that, he helped found and then directed the Lexington, Neb., Chapter and the Kearney, Neb., Meadow Lark Chorus of Sweet Adelines International, while singing in several Society quartets. In Dan's last year at the helm, the Omaha Chapter was among the Society's fastest-growing, registering an impressive 46 percent gain in membership.

Naumann, 42, holds a Bachelor of Arts degree in Music Education from the University of Nebraska at Kearney and received his Masters degree in conducting and voice from the same institution. He taught vocal nusic in the Kearney, Lexington and Omaha schools for 16 years, and received several awards for excellence in teaching. He presented seminars at the Nebraska State Music Educators Conventions, and conducted a number of massed choirs at various school conferences. He has also directed numerous church and community choirs.

Naumann is a certified financial planner and has owned his own investment advisory company, working with businesses and nonprofit organizations in various aspects of business planning. On the other side of the table, Dan developed experience in the arts community as the public relations/marketing officer for Opera/Omaha.

His wife, Judy, is a music educator and a Sweet Adelines International member. She will remain in Omaha to finish the school year and then join Dan in Kenosha.

Make plans for Pittsburgh!

by Ron Brooks, Music Director, Butler, Penn., Chapter

P ittsburgh, Pennsylvania, A smoky, dreary mill town nestled in the Allegheny mountains. *Not quite!* We have welcomed some of the biggest stars of Hollywood, and hosted some of the largest Broadway hits in our new Benedum Theater. Now, we are proud to roll out the red carpet for SPEBSQSA as we host the 56th International Convention.

Pittsburgh is a city poised for the future with a rich background in steel and a fantastic future as one of the biggest corporate hubs in America. Technology is the wave of the future and Pittsburgh is at its forefront—Carnegie Mellon University leading the way with inventions such as "maglev," and the University of Pittsburgh Medical Center rewriting the medical books with history-making transplants.

As you arrive, if you're coming by air, you'll see one of the most up-to-date and modern aviation facilities. The new Pittsburgh International Airport just opened in 1992.

As you make your way through the Fort Pitt Tunnel and cross the Fort Pitt Bridge, be prepared for a wonderful sight. You have arrived in Pittsburgh, Pennsylvania, where the Allegheny and Monongahela Rivers join to form the Ohio. Pittsburgh is the home of the two-time Stauley Cup Champion Penguins, four-time Super Bowl Champion Steelers, and three-time World Series Champion Pittsburgh Pirates. Yes, we are a sports town, but we also have one of the richest eultural districts within the U.S.

Pittsburgh's skyline is probably one of the most magnificent features of the city. In fact, many movies are made in Pittsburgh because of its location and splendor. You'll catch a preview of Pittsburgh if you see such movies as *Groundhog Day, Striking Distance* or *Lorenzo's Oil*, to mention just a few. Pittsburgh is being described as the Hollywood of the East.

Since we hosted the International Convention in 1982, a lot has changed. That large hole in the ground is now a state-of-



An aerial view of downtown Pittsburgh shows the Monongahela and Allegheny rivers joining to form the Ohio River. Point State Park, featuring the fountain displayed on the convention logo, is at photo bottom.

the-art subway called the "T," and we now have two additional hotels in the downtown area to help accommodate all of the conventioncers.

Plenty to see and do

There's a lot to see and do in Pittsburgh. Let's start with the south side of the Ohio River, and all along the Monongahela. We have two of the few surviving inclined railways in America. These will take you to the top of Mt. Washington to catch a view of the city skyline from above. The Duquesne Incline takes you above the Ohio River for a spectacular view of where the rivers meet. The Monongahela Incline takes you high above the Monongahela River and offers a view of the city, including a glimpse of the Civic Arena where the contests will be held. Once on the mountain, you can view the city from several overlooks (a great photo opportunity), buy some souvenirs or dine at some of the best restaurants in Pittsburgh, all with breathtaking views of the city.

Take a trip back down the "Mon" Incline and enjoy a shopping spree in wonderful Station Square, which includes many specialty shops, eateries and fun things to do. Across the street, true sports enthusiasts will enjoy visiting the Pittsburgh Sportsgarden, where you might even run into one of our local sports heroes.

While you're on the south side of town and at Station Square, check out the Gateway Clipper Fleet of ships, standing ready to take you on a river journey up and down all three rivers. There are a number of different cruises, some featuring dinner and dancing, live shows, or just a leisurely river tour with a personal guide.

Family activities abound

There is plenty for the entire family to do as you travel to the north side of town. Right next to Three Rivers Stadium, home of the Pirates and the 1994 All-Star game, experience our new Carnegie Science Center, where you can see how steel is made and have hands-on fun with science technology. There is also a cinema that puts you in the action—not for the weak of heart. While on the northside, visit the Aviary, which boasts one of the largest collections of birds in a natural habitat.

The Pittsburgh Zoo also features a marvelous collection of animals that live in a natural habitat setting. It's a must for the whole family and only 20 minutes away.

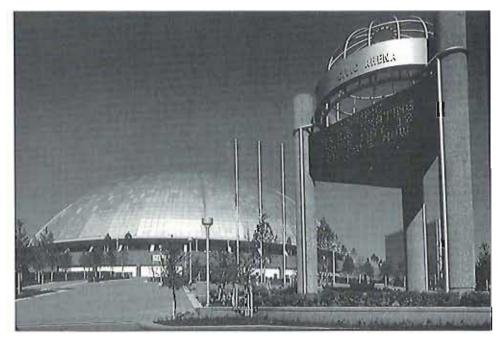
For the unique shopping experience of a lifetime, you have to visit our strip district, where trains and trucks deliver fresh food, produce and dry goods every day. There are bargains to be had and a lot to see and do. You might want to experience one of the famous nightclubs in the strip, or one of the fine eateries, such as the world-famous Permanti Brothers. You might even find yourself on our brand-new boardwalk, for dancing and nightlife, and even an oyster bar. (Gosh, are you sure this is Pittsburgh?)

How about some fast, high flyin', wetand-wild fun for the young, or the young at heart? Kennywood Park, roller coaster capitol of the world, has the world's fastest coaster—the Steel Phantom! If your pleasure is water, then visit Sandcastle, the largest water park in the U.S., featuring slides, pools, eateries, and a boardwalk filled with games and fun. There is even a place for sand volleyball, huge jacuzzis to keep you warm, and an under-21 nightclub for dancing and socializing.

Take a trip about 15 minutes east and you'll find yourself in Oakland, home of the University of Pittsburgh and Carnegie Mellon University. While in the college town, visit the Carnegic Museum of Art and the Museum of Natural History. Connected with this facility is the Carnegie Library, which houses the largest collection of barbershop information of any library in the country. The Stephen Foster Memorial Museum is also located on the Pitt campus. Right behind the Museum of Natural Art hides a true gem in Phipps Conservatory, where you can enjoy a peaceful tour among some of the most beautiful floral displays anywhere.

This, along with some of the finest amateur, public and professional golf courses for those early risers. Pittsburgh offers something for everyonc.

If you get to the convention early, Pittsburgh will be celebrating Independence Day on Sunday, July 3, with one of the most



Pittsburgh's Civic Arena, shown here from the street entry, will be the site for the AIC shows and all contest events at the 1994 international convention.



Heinz Hall will be the venue for the World Harmony Jamboree next July 8.

spectacular fireworks displays anywhere. Complete with a synchronized sound track, it's something you won't want to miss. About 100,000 people normally attend this celebration on Point State Park, where there will be plenty of food, featured live bands, and the Pittsburgh Symphony. Since no alcohol is allowed on Point State Park, it's great for the entire family.

We are genuinely excited about showing off our city to the 1994 convention-goers and will be ready and waiting for a record crowd to make the 56th convention a memorable one. Come and visit our great city, enjoy the best in barbershop and go home with memories of a lifetime.

Play that barbershop chord—who?

by Wilbur Sparks, Society Historian

H ow did barbershop harmony originate? Who was responsible for it and when did it happen? Historians and history buffs in the Society have found new answers in an interesting article in *American Music* (Fall 1992), a quarterly published by the University of Illinois Press, which states the theme that African-American quartets of the 1880-1940 period, *rather than white quartets of that time*, were the originators of barbershop harmony. This was largely disregarded, the author contends, by white authors and teachers, including some Society members who wrote about the historical precedents of barbershop.

The author of the American Music article, "Play That Barbershop Chord," is Lynn Abbott, an independent researcher-writerhistorian who lives and writes in New Orleans, where (he has learned) such quartets were then common in black neighborhoods. In 36 carefully written pages (including 183 footnotes), Abbott describes Negro quartets (using the terminology of that day) that sang four-part harmony in many American cities. His sources are entirely credible: interviews with people who knew and heard such singers; newspapers and books of that early day; and biographies of well-known musicians.

The thorough research that Abbott provides as the foundation for his opinions demands that his article be given careful attention. We agree with Val Hicks, who stated in a recent letter, "Abbott has made an excellent contribution to our existing knowledge on the origins of barbershop harmony." The thesis of Abbott's paper is set out in his first paragraph:

"Barbershop harmony is one of the great American inventions. The contemporary image of barbershop harmony is couched in a romanticized perception of the "Gay Nineties," with dapper, white, middle-America barbers and their patrons posed next to barber poles in attitudes of harmonizing. There is, however, little in the mainstream literature of the period to reinforce this image. The literature of African-American history, on the other hand, is shot through with references to barbershop singing. These references suggest strongly an African-American origin for both the concept of male quartet singing in barbershops and the particular style of harmonizing that has come to be known as 'barbershop'."

Abbott states that "close" harmony had reverberated across the American musical landscape since the proliferation of professional singing families and minstrel quartets during the early 1840s. He points out, however, that such mainstream antecedents were innocent of the "minors," "swipes," and "snakes" that characterized black recreational male quartets. Throughout his paper he does not use musical language to define or describe "barbershop harmony" or any of these slang terms.

Examples cited

One of Abbott's early stories testifics to "the pervasiveness of quartet singing" among blacks during the 1890s and early 1900s. His 1983 interview with Dr. Laddie Melton, a native New Orleanian, who started harmonizing in schoolyard quartets around 1910, brought forth an interesting assertion: "We used to love to get together. It was typical, almost, for any three or four Negroes to get together and, they'd say, "Let's crack a chord! Let's hit a note!" He quotes from Dr. James Weldon Johnson, the famous Negro author, lyricist and a civil rights leader, who wrote about memories of that period: "Any four colored boys (would be) a quartet."

Quartet singing of that time, Abbott writes, often was found in Negro barbershops and sometimes was a favorite source of pleasure for Negro vaudevillians. In the early 1900s, Joe Sarpy's Cut Rate Shaving Parlor in St. Louis was a hangout for local black singers and performers. One of the most famous minstrels of that day was Sam Lucas, a barber in earlier life, who first started out in a quartet with Callender's Minstrels.

Around 1888, W. C. Handy was tenoring a quartet in a Florence, Alabama, barbershop "for the trying out of new swipes." The Mills Brothers learned their harmony from their father, "an old trouper" who operated a barbershop in Piqua, Ohio. He later sang bass in their first professional quartet. Abbott finds little or no evidence of an African-American origin of barbershop harmony in the writings of white authors who have scarched for these beginnings. Influential books by Sigmund Spaeth and C. T. "Deac" Martin, he writes, did not give serious attention to such origins. He asserts that musicologist Percy A. Scholes named no black quartets, referring only to the "barbers' music" of Eliabethan England, which he found mentioned in the writings of Samuel Pepys, a diarist of that time.

Abbott points out that Deac Martin gave little attention in *Keep America Singing*, his history of the Society's first ten years, to the possibility that barbershop harmony had carly roots among Negroes. We do not know Martin's reason for such an omission, but it is a fact that he had strong personal opinions on this subject. In a 1946 letter to Carroll Adams, he wrote that "in the community where I was raised, the natural affinity of colored people for harmony parts, as we (use) them in our definition of barbershop harmony, was almost infinite."

Early Society viewpoint faulted

Abbott writes that, from its beginnings, SPEBSQSA, through its publications (magazine, books and pamphlets), has made it scem that barbershopping is a white tradition and has played down evidence that barbershop harmony has any black origins. He writes that in its early years, the Society "diseouraged black membership and thus divorced itself from possible contact with African-American roots." As one instance of this attitude, he refers to a Harlem-based black quartet, the Grand Central Red Caps, that won a Parks Department contest in New York in June, 1941, but was denied the right to compete in the national finals contest of the Society, staged in St. Louis the following month. Learning of their entry, Founder O. C. Cash wrote the Parks Department: "Relative colored quartets competing St. Louis. Board of Directors decided some time ago such procedure would be embarrassing and ruled it out. None has competed in the South and West."

As a result of this incident, both former Governor Alfred E. Smith, who had been

continued on next page

named as one of the Society's vice-presidents for 1940-41, and Commissioner Robert Moses, the organizer of the Parks Department contest seven years before, resigned from the Society, and publicly announced their actions. News stories about this situation appeared widely in the national press. While Signund Spaeth, well-known writer on popular music and a Society member, criticized the Red Caps ruling, he did not resign, and wrote a monthly column, "The Old Songsters," in *The Harmonizer* for many years afterwards.

SPEBSQSA altered policy later

Abbott states that "while SPEBSQSA's current racial policies are vastly improved from those of its formative years, incidents such as the exclusion of the Grand Central Red Caps effectively banished the rich legacy of African-American quartet singing from the organization's vision of barbershop harmony." As a matter of history, the Society's "white only" policy continued to 1960, when it was made a matter of local chapter option. Even this policy was abolished in 1963, when the word "white" was removed from the standard chapter bylaws, with full announcements going to all chapters.

In many Society writings, Abbott points out, the "white origins" thesis continued to be carried. Deac Martin concluded his discussion of origins in *Keep America Singing* with the flat statement that "this 'barber's music' came to our shores along with other Old World customs, and ... gradually took on a distinctive American flavor." But in Martin's reminiscences, *A Book of Musical Americana*, published in 1970, he told of having been introduced to "the distinctive American flavor of barbershop" by a black quartet he heard ... in his boyhood home town.

When Abbott looks for the reason why the harmony sung by Negro quartets should have been called "barbershop" harmony, he rejects the idea that it came from Elizabethan barbershops. Instead, he finds "a better explanation," first stated by Dr. James Weldon Johnson in his 1925 reminiscences of growing up in early Jacksonville, Florida, where every barbershop had its own colored quartet. This association became known as "the Jacksonville connection," and Abbott asserts that, down through the years, Society historians ignored it.

Lynn Abbott's remarkable paper recounts many other interesting pieces of evidence pointing to the probability that some African-American quartets of the late 19th and early 20th centuries created and sang a harmony style which well might be identified as an earlier form of what later became called "barbershop" harmony. Calling himself today as "only a primitive musician," and therefore not attempting to analyze the style in theoretical fashion, he has nevertheless drawn a good word-picture of the sound that others of that day wrote about and a few recorded. What is more admirable is that he conducted this research by himself. It is regrettable that, until his paper was published, Abbott's interest and scholarship in this field were not known to Society historians. Working together surely would have been helpful to both.

Barbershoppers of today owe Lynn Abbott a great debt and, we hope, will join with him in further searching for these black origins. At the same time, it would be most helpful if he would join us in searching for examples of the art form that might come from others who also were singing and studying it throughout all the years of its evolution. We look forward to a productive partnership with him in the future.



Bolton Landing 1993 a huge success!

by Norm Mendenhall, Editor, The NOR'EASTER, Northeastern District Bulletin

B olton Landing is *the* barbershop place to be on Labor Day weekend if you are anywhere east of the Mississippi. What started off four years ago as a small quartet contest, with less than ten quartets performing to an audience of less than 75 [*Harmonizer*, Jan/Feb 1993], has blossomed into a 35-plus quartet contest and weekend extravaganza for an audience of more than 2,000.

Bolton Landing, N.Y., is a small resort town located on the shores of Lake George, about an hour north of Albany. About five years ago, Barbershopper Andy Pratt, a resident of the town, decided that it would be a neat thing to spend Labor Day weekend doing barbershop big time. His concept was to bring together as many quartets as possible for a weekend of merriment and singing and yet not have it cost a lot to attend. Thus started the Bolton Landing Quartet Festival.

This year, quartets started arriving on Friday night, checking into motels and hotels and then showing up on the street corners, singing to anyone who was there. Saturday morning, bright and early, a free cruise on the lake for all quartets and guests was highlighted by a serenade to campers along the shore as the boat rotated in Paradise Bay during the singing. The surprised campers responded with a resounding round of applause.



Contest winner in the high school category was Harmonic Perception, who placed tenth overall at the Bolton Landing Quartet Festival.

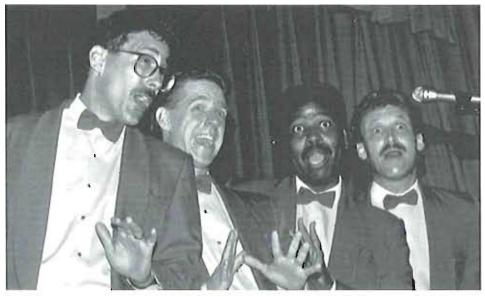
As the quartets left the cruise, they were given a list of 14 "clues" that represented geographical locations in town where they had to sing a song and receive a star for appearing. Quartets who collected 14 stars (almost 30 quartets) had their names put in a hat and drawn for prizes, such as a free yacht with crew for a day, clothing, meals and much more.

Dealer's Choice, Joker's Wild, Bank Street, Yesteryear, The Management, New Day, Pandemonium, The Notewits, The Oxymoron Quartet, Adamsville Flats and Sweet Adeline quartets Daybreak, Foxfire and Sound Relations were among the 35 quartets that entertained four audiences at the central school, one audience on the grass at the ball field and numerous impromptu audiences in business establishments and street corners all over Bolton Landing.

Judges for the contest phase were Steve Plumb, Jane Macchiaroli, Dale Syverson, Bob Wachter, and Steve and Linda Janes. The judges were delivered to the contest site in a 1916 Chevrolet limo, with Steve Plumb and Bob Wachter riding the running boards like gangsters, as the *Peter Gunn* theme played on the sound system. Top quartets arriving at the Albany airport were greeted with chauffeur-driven "stretch" limos, complete with a red carpet rolled out for their entrance. Some quartets and judges were housed for free in the famous Sagamore Hotel, which has been featured in *Lifestyles of the Rich and Famous*.

Choruses included the Saratoga Springs, N.Y., Racing City Chorus; the Pierrefonds, Quebec, West Island Harmony Chorus and the Waterville, Maine, Kennebec Valley Chorus. In all, 47 acts performed over the weekend.

It was definitely the most entertaining barbershop event of this writer's 10 years as a Barbershopper. Others said that it was the best weekend event they had attended in more than 30 years. I've been to three international conventions, and had thought it couldn't get any better than that, but last Labor Day weekend proved me wrong! The highlight for me was the Dealer's Choice singing their medley tribute to the Beach Boys—it must have been almost 20 minutes



Bank Street was but one of several top Society quartets performing at Bolton Landing on Labor Day weekend.

long and had the entire audience jumping out of their seats before the final note ended.

As far as the contest on Saturday was concerned, The Management won the adult category and Harmonic Perception won the high school category (they also came in 10th overall). Each winner received a \$500 prize as well as a trophy. Daybreak, Foxfire, The Notewits and New Day rounded out the rest of the top five overall winners. Top quartets—those who have placed in the top 15 at international competition in the last 10 years, such as Bank Street and Yesterycar were not eligible to compete in the contest, but showed up to give the audience a taste of what was to come on the evening show.

The grand prize was the choice of a trip for four to Hawaii, including airfare from the city of choice, or \$3,000 in cash. The names of all performing quartets were put in a hat and the winner was drawn by noted Barbershopper Hal Purdy. This meant that got reduced-rate rooms for the weekend. In fact, the only thing many had to pay for were meals and, for those not performing, show tickets were only \$10. Ernic Johansen, past NED district president, was heard to say, "Heck of a deal for ten bucks!"

One long-time Barbershopper was overheard saying, "I think this is what O. C. Cash had in mind when he started it all many years ago!" All in all, it was the best barbershop event of the year in NED—maybe for the entire east coast!

Next year will see an even bigger effort. Quartets already committed include Joker's Wild, Nightlife, Bingo Brothers, Great Stage Robbery, SRO, Daybreak, Ambiance (1986 SAI Queens of Harmony) and the list is growing on a monthly basis. The prizes next year include \$500 to each winner in the categories of best adult quartet, best college quartet and best high school quartet. The grand prize will again be the choice of



First prize in the adult category at Bolton Landing went to The Management.

everyone who sang in the contest or on the evening shows was eligible for the grand prize by just showing up and singing. The winner was **Showbiz**, a quartet from the Seneca Land District.

The entire event was backed by the town of Bolton Landing and surrounding area businesses. The contest was free for both the contestants and the audience; there was free shrimp cocktail for all present on Saturday; there was a free afterglow with free food, free beer and free soda after each show on Saturday and Sunday evenings. Any quartet that showed up at the local Ben & Jerry's ice cream parlor and sang a song got free ice eream. Almost all quartets got free rooms for three nights at local hotels and motels around the area and most chorus members a trip for four to Hawaii or \$3,000 cash and will again be drawn at random by Hal Purdy.

The event is "open" and not an invitational. Any quartet that wants to sing will have the opportunity to do so. Obviously, there is a limit, but it hasn't been reached yet and, knowing Andy, he'll make room for anyone, even at the last minute.

Put Bolton Landing in your plans now for a great Labor Day weekend in 1994. You won't be disappointed, I guarantee it!

For more information, contact the: Bolton Landing Chamber of Commerce, P.O. Box 368 Bolton Landing, NY 12814 (518) 644-3831 To register your quartet for the 1994 festival, call Andy Pratt at: (518) 644-9762.

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Frank Chilberti, Jr. President, Chilbert & Co.

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Marketing the Society

Royalty income programs benefit members directly

by Gary Stamm, Director of Marketing

D id you realize that nearly two-thirds of the budget that runs our great Society and its many programs is fueled by *non-dues income*? That's right, convention registrations, merchandisc sales and other sources play a major role in giving you all the fun and educational programs you have asked for and enjoyed over the years.

A growing, and very important, portion of that non-dues income is royalties rebated by our service providers. The MBNA America/SPEBSQSA credit card and the *LifeLine* long-distance telephone service are the two best-known examples.

In both of these programs, as well as our group life insurance program, individuals can benefit by being provided a service, paying lower fees as a member of a group, or even saving money, as is the case with the long-distance service. In other words, the programs are potentially of benefit to you, the member, or they would never have been adopted. That is the bottom line.

With both the credit card and the long distance service, the Society receives money when the member uses the service. This is *not* money from the member, but money rebated by the company providing the service. Truly *non-dues income*.

In 1993, the Society received more than \$100,000 from MBNA America for credit card royalties. Another \$10,000 was received from *LifeLine*. This money goes into the general operating fund and is used for the benefit of all members.

Of course, if you do not care to use any of these services, you simply say "no, thank you" to the mail or telephone customer representative. It's easy----and it's your choice.

Telemarketing approved in advance

What about those telephone customer representatives? In today's jargon it's called telemarketing. Companies that provide services will tell you in a heartbeat that telemarketing is the most effective method of reaching a potential customer. Ads in the magazine and booths at conventions (both of which have been employed by our service vendors—at additional income to our Society) are good at creating awareness of the product, but usually do not sign up many eustomers. There really is no substitute for two human voices communicating. Again, it allows you, the customer, to say, "no, thank you" and inumediately terminate the conversation.

As part of our contracts with our service providers, the Society must give prior approval to any telemarketing campaigns. We help schedule the timing of the eampaigns and approve the scripts from which the service representatives work; however, the interests of the membership come first. We do not approve anything that approaches badgering or is misleading. We are careful to tell the companies to instruct their operators to use courtesy and to terminate the conversation at the customer's request. If

In 1993, royalty revenue was \$110,000, money used to the benefit of all members

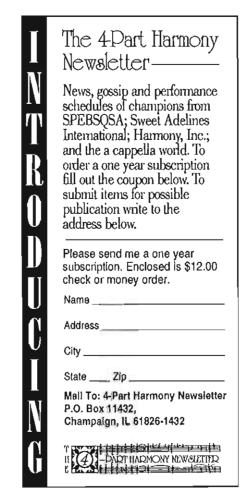
you have any complaints about a telemarketing campaign, I urge you to contact me here at Harmony Hall. I will call my contact at the service company and find out what went wrong.

Of course, telemarketing is a hot-button for some people. If telling the service representative "no thanks" is already too much of a problem for you, let us know and we will flag you in the computer as a no-go for telemarketing. Give the "no, thank you" a try first, however.

We are developing excellent relationships with our service providers. As was announced in the November/December *Harmonizer*, MBNA America has become the sponsor of the college quartet contest. This in an indication of a commitment that goes beyond an impersonal business transaction and links both organizations in a common cause.

I mentioned in my article last issue that we would be publishing the results of the member and non-member surveys that were conducted for the Society. The surveys are still being analyzed, so the report will come next issue. Let me tease you, however, with a number from the survey. Twenty-two percent of the non-members surveyed said they like barbershop music. We think this number is very encouraging. It also points the way for an increased market for our barbershop entertainment and merchandise. It may even indicate that an associate-type membership (a non-performing, support membership) could enjoy a good reception. Associate members will also be offered the member benefits we have been talking about, thus increasing our non-dues income base.

I hope you can see the importance of the member benefit programs to the Society and to *you*. If a particular service is not of benefit to you personally, it very well might be to a fellow Barbershopper. And, the next service you hear about may be just what you are looking for. In total, these optional programs are a benefit to the Society and to the vast majority of our members.





SPEBSQSA introduces EasyDues Plans

DIRECT BILLING OF MEMBERSHIP DUES MAKES NEW PLANS POSSIBLE

Beginning with December 1993 renewals, members of all U.S. chapters (and Canadian chapters that wish to participate) will be invoiced directly from the international office. In addition to renewing their membership for another great year of fim and fellowship in the Society, members can select from EasyDues Plans: three existing programs, plus two new methods that make subsequent renewals easier than ever. The move to direct billing follows a two-year trial of select chapters, which showed an increase in member retention as a result of direct billing. The program also reduces paperwork for chapter secretaries and treasurers, provides marketing flexibility for special promotional pricing for membership drives, and simplifies tax-deductible gifts to programs such as the Endowment Fund, Heritage Hall Museum of Barbershop Harmony, World Harmony Fund, Youth Outreach programs or Heartspring.

EasyDues Auto-Draft: Convenient, low monthly payments. No finance charges.

WHAT IT IS

Pre-pay your dues for the next year, and avoid a large, single payment when your membership renewal comes due. Simply choose the Auto-Draft option, and you can have your dues billed direct to your VISA / MasterCard or to your checking account on a monthly basis. WHY YOU'LL LIKE IT Easy, automatic, *freel*

Never requires a large, single outlay of cash.

Prepay dues for second and subsequent years automatically.

Reduces confusion: all dues paid through Auto-Draft, and only incidental expenses (uniforms, etc.) handled directly by chapter. HOW TO START

- Pay the full amount on your membership dues invoice, by personal check or money order payable to SPEBSQSA, Inc., or with your VISA / MasterCard (sorry, no other cards accepted). Be sure to include the full account number, expiration date and your signature.
- Complete the Auto-Draft enrollment form included with your dues renewal notice.
- If you choose Auto-Draft through a checking account, enclose a voided check for processing.

EasyDues Installment : Join for as little as \$9! Take up to 6 months to pay.

WHAT THEY ARE

Beat the "slicker shock" of a lump sum when joining the Society, by taking up to 6 months to pay your dues.

Auto-Draft Installment: Join for just \$9, and enjoy all the benefits of full membership right away. We'll charge the balance to your credit card or checking account in 5 monthly payments. Bonust We'll move back your renewal date an extra 6 months, giving you 18 months of membership for the price of a single year.

Standard Installment: Pay fees and 1/2 dues when you join, and the bafance will be billed in 6 months. WHY YOU'LL LIKE 'EM

Never requires a large, single outlay.

Get 6 months free with Auto-Draft Installment.

Easy to pre-pay subsequent renewals through Auto-Draft—after the sixth month of membership, your monthly payment goes down, as you pay your second-year dues.

Auto-Draft Installment offers convenience of dues automatically charged to checking or credit card account.

HOW TO START

1. Complete a membership application

- Pay the \$9 enrollment fee, by personal check or money order payable to SPEBSQSA, Inc., or with your VISA / MasterCard (sorry, no other cards accepted). Be sure to include the account number, expiration date and signature.
- 3. Auto-Draft Installment: Complete the enrollment card. Upon full payment, you will receive your regular membership card with a new renewal date for 12 full months later.
- Standard Installment: Pay ½ of the Society, district and chapter dues now. You will be billed for the balance of your firstyear dues after 6 months.

EasyDues Annual Payment: Simple. Straightforward.

WHAT IT IS

Il you prefer, you can pay your annual dues in a single payment. Your membership for the current year will be paid in full, so you can continue enjoying the many pleasures of membership in the Society. WHY YOU'LL LIKE IT One single, easily-tracked payment.

No additional bookkeeping in your checkbook or credit card statements.

No finance charges on outstanding credit card balance.

HOW TO START

On receipt of your membership renewal notice, pay full amount due, by personal check or money order payable to SPEBSQSA, Inc., or with your VISA / MasterCard (*sorry, no other cards accepted*). Be sure to include the full account number, expiration date and your signature.

EasyDues Escrow: A "Pay-As-You-Sing" chapter option.

WHAT IT IS

Many members and chapters have a long-standing, successful tradition using the P.A.Y.S. "Pay-As-You-Sing" program. With the EasyDues Escrow Plan, you can continue to use this proven, eflective system.

WHY YOU'LL LIKE IT

A very easy payment plan: pay your dues out of "pocket cash" on a weekly or monthly basis.

Chapter treasurer keeps account balance for you.

Can be easily transferred to the EasyDues Auto-Draft Plan at any time.

- HOW TO START
- 1. On receipt of your membership renewal notice, present a copy to your chapter treasurer.
- 2. Treasurer verifies the amount in your P.A.Y.S. account and prepares and sends a check to the international office for the full amount due.

Barbershoppers take to cyberspace

by Brian Lynch, Communications Specialist · Internet: brian-lynch@genie.geis.com

B lending the old-fashioned and the eutting edge, an increasing number of barbershop enthusiasts are using inexpensive modems and computer bulletin boards to share ideas and exchange information about the world's happiest hobby. Through the miracle of the world-wide "information highway," harmonizers from as far away as Sweden and New Zealand are meeting in the electronic realm nicknamed cyberspace to discuss barbershop vocal technique, performance standards, recruiting and retention programs, and to swap bulletin articles, contest scores and graphics.

Becoming a part of this international cyberspace community is relatively simple. All you need are a personal computer, modem, telephone line and a little patience.

What is the Internet?

The Internet is no single service. Rather, it is a collection of protocols, addresses, mail-handling instructions, and agreements among thousands of commercial, government, cducational and research institutions. You might think of it as the "information highway," and the various local bulletin board systems (BBS) and commercial networks such as GEnie, America Online and CompuServe as the entrance ramps to the freeway.

Computers around the world are linked to the highway. When you send mail from your local system, it is passed from system to system under these routing protocols until it finally arrives at the destination. The actual sending of the mail from machine to machine is free, although your service may charge you for access to it.

If you work for a big company, government or educational organization, there's a good chance you may have Internet access. Ask your network administrator how to access Internet through your office e-mail system.

If you don't have access through work, you'll need to find another route. One is through a local BBS. Find a users group in your area (call computer stores or your public library) and ask one of the byteheads about it. S/he can probably point you to a local board that has access.

The other way is through commercial services such as America Online,

CompuServe and GEnic. (See sidebar.) Get an account with one of them, then use that as your gateway to the Internet.

For most services, the user name assigned to you by the system's mail system is also the beginnings of your Internet address. For instance, on GEnie, my mail user name is BRIAN-LYNCH. My Internet address is that name, plus the routing information used by Internet: brianlynch@genie.geis.com is the full address.

You can exchange mail with people around the world using the Internet, so long as you have the recipient's complete e-mail address.

Getting on the barbershop mailing list

Basically, a mailing list is exactly what the name implies: a list of people who all receive mail on the same topic. For the barbershop list, it is essentially a "forwarding" service: you send your mail to one address, and it is copied to everyone else on the list.

The barbershop mailing list is maintained by Dave Bowen of the Hilltop, Minnesota, Chapter. To subscribe to the barbershop mailing list, and to receive a roster of current subscribers, write to Dave at "david.bowen@cray.com" excluding the quotation marks. He will add your name to the forwarding service. If you would like to send mail to everyone on the list, send it to the same address, and it will be passed along.

Traffic is typically running to 3 or 4 letters daily, on a wide range of topics. The list is basically a discussion group about barbershop: your successes, failures, scores, fun, etc. You can read and reply to messages on topics you think are of general interest to barbershoppers. Network etiquette, or "netiquette" dictates that the "howdy, everybody" content of these messages should be kept to a minimum. These tend to elutter people's mailboxes, and should be handled in private e-mail.

It's a good idea to end your messages with your full name, phone and fax numbers and e-mail address, so others may contact you by conventional means if they wish. Many folks add character art or epigrams as well, in keeping with the generally lighthearted tone of most electronic communication. Internet news groups are like a distributed bulletin board. Each site keeps a single copy of the current articles for all of its users to read. Every now and then it exchanges articles with neighbors and, bit-by-bit, new articles propagate across the world. A news group called "rec.music.acapella" is dedicated to discussions of the wide world of harmony singing, barbershop included. Ask your system administrator to hclp you subscribe to this, or send e-mail to acapellarequest@vistachrome.com.

Equipment you'll need

Basic modems, such as a 2400baud unit with send-fax capability, are available for less than \$100. Models with more advanced software, higher speeds and fax-receive capability can found for as little as \$189 or as much as \$500; but for most of us, the basic unit will serve quite nicely. Since most commercial services charge a premium for connect speeds higher than 2400, you may never have need for more modem than that. As with all hardware purchases, though, you should buy as much power as you can reasonably afford.

Be sure to ask the salesman for a demonstration of the communications and fax software bundled with the modem. Some modems contain only the most basic of software, which can be poorly designed and awkward to use. Fortunately, many high-quality programs are available as inexpensive shareware, including ProComm (DOS), Unicom (Windows), ZTerm (Macintosh) and many others. Consult your local users' group or bulletin board for availability.

Fax software permits you to send faxes in the background directly from your favorite word-processing program, without ever printing a hard copy. Many high-end programs will also receive faxes for you, and convert them into editable text. You'll need a modem that has send-receive capability, though, so be sure to doublecheck.

Bulletin boards offer local access, national reach

Most of the national on-line services have access numbers in all major metros and many outlying areas. This means you can connect to the entire planet for the price of a local call.

The national services also offer extensive personal services, such as current news and sports headlines, home shopping, interactive games, airline schedules and reservations, interactive "chat" services and special-interest bulletin boards covering everything from astronomy to zoology.

Watch the computer magazines for special sign-up promotions that usually include free connect time and/or software.

PRODIGY

Subscribers: 2 million +

- Contact: (800) PRODIGY
- Price: \$14.95/month includes unlimited connect lime in core services and two hours of Plus services (stock market quotes, airline reservations, bulletin boards).
- Software: PRODIGY custom software, for either PC or Mac, \$4.95 for shipping & handling. Graphical intertace.
- Barbershop: JUMP Arts Club, Country/Western, Barbershop

- Internet: Limited; try sending mail to the user's id thus: abcd12A@prodigy.com
- Notes: A very large national service owned by IBM and Sears, PRODIGY uses a graphical interface. It is limited in its utility for sharing files among users. A recent price increase seems to have driven many of the Barbershoppers off the board.

GEnie

- Subscribers: 300,000
- Contact: (800) 638-9636
- Price: \$8.95/month includes 4 hours connect time; additional time at \$3.50/hr.
- Software: Any telecommunications program for PC or Mac; Aladdin, a custom DOS program, automates many functions.
- Barbershop: Type "M135" and enter the Music Bulletin Board. Type "Set 9" to enter the Oldies & Nostalgia category. Start your text capture buffer, then type "read 12 all" to download all messages (more than 300!) in the barbershop topic.
- Internet: Free messaging. Send mail to Harmony Hall at the address: brian-lynch@genie.geis.com
- Notes: Buddy Myers, SWD Roundup editor, is on there, along with about 35 other Barbershoppers. The monthly Update is posted on the GEnie barbershop bulletin board, and other publications/press releases when time permits. File transfers are easy, and it is a local phone call almost everywhere.

America On-Line

Subscribers: 500,000

- Contact: (800) 827-6364
- Price: \$9.95/month includes 5 hours connect time; additional time is \$3.50/hour.
- Software: Custom software for DOS, Windows or Mac. Graphical interface for Windows & Mac.
- Internet: Free messaging. Send mail to users at "user@aol.com"
- Barbershop: Not much activity, although there are a number of users who have listed barbershop in their user profile. Send mail for *The Harmonizer* to DanDally@aol.com
- Notes: AOL features an excellent graphical front-end for Windows or Macintosh, but not much barbershop activity. Chat rooms are a lot of fun.

CompuServe

Subscribers: 1 million +

Contact: (800) 848-8199

- Price: \$8.95 month includes unlimited basic services, such as news, weather and sports, shopping, games, travel arrangements and mall. Extended services include special-interest bulletis boards and forums
- Software: Any telecommunications program, plus custom software for DOS, Windows or Mac. Graphical interface for Windows & Mac.
- Internet: Free messaging. Send mail to users at "12345.6789@compuserve.com"

Barbershop: no particular forum currently.

If your drops look like Lake Wobegon, Come to Tobins Lake.

For over 50 years, the professionals at Tobins Lake Studios have helped quartets like yours look as great as they sound. *Painted backdrops, draperies, lighting,* and *special effects* from Tobins Lake Studios make the difference.

Call (313) 229-6666 today for a free catalog & stop looking woe-be-gone. *Team up with Tobins Lake and start playing the right side of the tracks*.



Harmonizer

1993 District Quartet Champions

Cardinal



Motive Evansville and Greater Indianapolis, Ind. Virgil Sauls, Tenor David Sauls, Lead Chris Gregory, Bass Donald Sauls, Bari

Virgil Sauls 618 S. Green St. Henderson, KY 42420 (502) 826-5027

Central States



Four From Home St. Charles and Springfield, Mo. Joel Lancaster, Tenor Doug Brooks, Lead Jeffrey Freese, Bass David Brooks, Bari

Jeffrey T. Freese 202 Lakewood Ct. #5 O'Fallon, IL 62269 (618) 624-5931

Dixie



Atlanta Power Co. Marietta, Ga. David Balentine, Tenor Richard Lewellen, Lead Thom Hine, Bass Brian Williams, Bari

Thomas Hine 174 Treechop Dr. Marietta, GA 30064 (404) 419-7405

Evergreen



Milky Way Anacortes and Mt. Baker, Wash. Douglas Broersma, Lead Tim Broersma, Tenor Stan Boon, Bass Charles Boon, Bari

Stan Boon 2025 E. Viewmont Dr. Mt. Vernon, WA 98273 (216) 757-8494

Far Western



Rhythm And Rhyme

South Bay and San Gabriel Valley, Calif. Craig Ewing, Tenor Dean Waters, Lead Tim McDonald, Bass Les Dergan, Bari

Craig Ewing 7297 Cherokee Circle Buena Park, CA 90620 (714) 521-8221

Illinois



Echo Lane Elgin, Lombard, Northbrook and St. Charles, III. Steve Coon, Tenor Chuck Sisson, Lead Richard Kingdon, Bari

Douglas Smith, Bass

Douglas Smith 1750 Patricia Lane St. Charles, IL 60174 (708) 377-7304

Pittsburgh Convention Schedule of Major Events

| Tuesday, July 5 | Gang/Tag Sing Pittsburgh | Hilton ballroom |
|-------------------|--|--|
| Wednesday, July 6 | MBNA America College Quartet Contest Pittsburgh AIC Shows Civic Are | |
| Thursday, July 7 | Quartet Quarterfinal Sessions Civic Are | na 10:45 a.m., 2:45 p.m. and 7:15 p.m. |
| Friday, July 8 | Sing With The Champs Lower Lo | bby, William Penn |
| | Massed Sing Mellon Sc | juare 12 noon |
| | World Harmony Jamboree Heinz Hal | 1.30 p.m. |
| | Quartet Semifinal Session Civic Area | |
| Saturday, July 9 | Sing With The Champs Lower Lo | bby, William Penn |
| | Chorus Contest Civic Are | na 11:15 a.m. |
| | Quartet Finals Civic Are | |

Registration, special event and tour ticket pick-up information

Convention registrations, special event and tour tickets may be picked up in the registration area located in the Pittsburgh Room, William Penn. Registration will open at 10 a.m. on Monday, July 4, and thereafter at 9 a.m. each day; registration closes each day at 6 p.m. Tickets for Monday's tours will be mailed, provided the orders have been received prior to June 15, 1994. All late-arriving attendees with next-day tours should make special arrangements for tour ticket pick-up by calling (800) 876-SING no later than June 15, 1994.

Pittsburgh International Convention Registration • July 3-10, 1994

INSTRUCTIONS Complete order form and mail with payment to: SPEBSQSA, 6315 Third Avenue, Kenosha, W1 53143-5199.

Registration fee includes a convention badge, a reserved seat at all contest sessions and a souvenir program.

If you register for more than one person, please furnish *complete* information for each person on a separate sheet and attach to this order form.

Registrations may be picked up at the convention or obtained in advance by mail. If you would like to have your contest tickets mailed, please add \$3.00 postage and handling cost to your order. Mailings will be made during the month of May.

Registrations are transferable but not refundable. Make checks payable to SPEBSQSA. When you receive confirmation, please keep it as your receipt.

| | | | Nickname |
|--|---|--|----------------------------|
| | | | |
| | | | Nickname |
| | | | Zip Code |
| | | | s. () |
| Quantity | Туре | Rate | Total (US funds) |
| | Adult | \$75.00 ea. | \$ |
| | Jr. (under 19) | \$37.50 ea. | \$ |
| Postage an | nd handling cost | \$ 3.00 | \$ |
| | | TOTAL | \$ |
| □ I require □ I require General de | e seating for handic e nearby reserved s escription of handic | apped 🖸 I will seat for a compa ap | be in a wheelchair nion |
| D Master | Card 🗆 VISA | Exp. date: mo | o year |
| Account N | | TTTT | |

1994 CONVENTION ONLY

| Forof | lice use |
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convention insert

Harmonizer

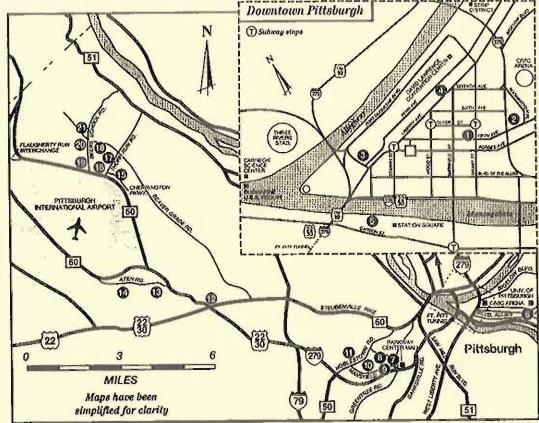
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Pittsburgh Hotel Information

Free shuttle-bus services will serve hotels 6 through 21 to the HQ hotel all week. On contest days, the Civic Arena will be added to the routes.



| HOTEL | SGL/DBL | DBL/DBL | Ex.PER. | SUITES | POOL | PKG |
|--|---------|---------|---------|--------|------|--------|
| 1. Westin William Penn (HQ) | \$99 | \$99 | \$10 | \$220 | N | \$8 |
| 2. Hyatt Regency Pittsburgh | 80 | 80 | 10 | 132 | Y | 8 |
| 3. Pittsburgh Hilton and Towers | 99 | 99 | 20 | 270 | Y | 10 |
| 4. Pittsburgh Vista Hotel | 96 | 96 | 10 | 380 | Y | 13 |
| 5. Sheraton Station Square | 105 | 105 | 15 | 300 | Y | . FREE |
| 6. Hampton Inn - Playhouse Square (#,+ | | | | | | |
| 7. Best Western Parkway Center Inn () | 68 | 68 | 6 | N/A | Y | . FREE |
| 8. Holiday Inn Greentree (�) | 89 | 89 | 10 | N/A | Y | . FREE |
| 9. Hampton Inn Greentree (#,+, �) | 79 | 79 | 0 | 79 | N | . FREE |
| 10. Pittsburgh Greentree Marriott () | | | | | | |
| 11. Hawthorn Suites Hotel | 83 | 83 | 0 | N/A | N | , FREE |
| 12. Red Roof Inn - Airport (+,@, *) | 41 | 50 | 0 | N/A | N | . FREE |
| 13. Pittsburgh Airport Marriott Hotel (* |) 64 | 64 | 10 | 189 | Y | . FREE |
| 14. Best Western Airport Inn () | 54 | 54 | 10 | 108 | Y | . FREE |
| 15. Embassy Suites Hotel - Airport (*, | | | | | | |
| 16. Days Inn Airport (#,+,�) | | | | | | |
| 17. Royce Hotel Airport (@) | | | | | | |
| 18. La Quinta Inn (+,@, *) | | | | | | |
| 19. Pittsburgh Plaza (�) | | | | | | |
| 20. Ramada Inn - Airport (�) | | | | | | |
| 21. Holiday Inn Airport (�) | | | | | | |

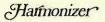
Although the age limits may vary, all hotels allow children to stay in the same room with parents with no additional charge.

Rates shown do not include taxes, currently 11%, subject to change.

SGL - 1 person/1 bed DBL - 2 persons/1 bed DBL/DBL - 2 persons/2 beds Suites - Starting Rates, call 1-800-876-7464 for additional information. Ex.Per. - Extra adult person charge. PKG - Parking fee, subject to change.

Includes continental breakfast. * Includes full breakfast and evening

- cocktails.
- + No dining room.
- @ Nearby restaurants.
- Complimentary airport shuttle





SPEBSQSA 1994 International Convention Official Housing Request Form



Instructions

Complete and return this form by mail, or fax (412) 644-5512 to: Greater Pittsburgh Convention & Visitors Bureau SPEBSQSA Housing Service Four Gateway Center, Suite 514 Pittsburgh, PA 15222

NO RESERVATIONS CAN BE ACCEPTED BY PHONE. IF YOU REQUEST RESERVATIONS BY FAX, DO NOT MAIL A DUPLICATE!

- Please complete all sections below.
- All requests must be made in writing to the Housing Bureau.
- Room assignments are made in order of receipt.
- Be sure to list definite arrival/departure dates and times, and all room occupants.
- Reservations will be held only until 4 p.m., unless guaranteed by credit card, check or money order. Details will be outlined in the hotel confirmation. Do not send check or money order deposits to the Housing Bureau.
- Reservations must be made by June 3, 1994

A: Confirmation (please type or print)

| Confirm reservations to: Name | After receipt of confirmation, all changes (arrival/departure dates and cancellations) should be made in writing to the Housing Bureau. Within 30 days of the convention date, all changes must be made directly with the hotel. The Housing Bureau will inform you by Fax of your hotel assignment. If you cannot provide a Fax number, you will be notified by mail. A confirmation will follow direct from the hotel. Please be aware that some hotels may request an advance deposit at time of confirmation. |
|---|---|
| You may guarantee your rooms by completing the f VISA I MasterCard I AMEX Card No. Discover I Diners Club | ollowing: |
| Signature | Exp. Date |
| B: Hotel choices (list three choices | in order of preference) |
| 1st | Arrival date Hour a.m./p.m. |
| 2nd | Departure date Hour a.m./p.m. |
| 3rd | ■ Non-smoking ■ Accommodations for handicapped In the event accommodations are not available in the hotels of your choice and another hotel must be assigned, is location □ or price □ more important to you? |
| C: Room type (indicate number of r | ooms and type required) |
| | I/dbl room Parlor suite persons/2 beds) (C one or C two bedrooms) |
| D: Names (list occupants for EACH F | ROOM—please bracket names of those sharing) |
| | |
| | |
| | |



ADMISSION \$15 All seats reserved (order early, last year sold out)

BOB BISIO (FWD) Producer JAMIE & NAMIA MEYER, (CARD SAI) Co-Directors

Hatmonizer

PITTSBURGH SPECIAL EVENTS

| MBNA America College Quartet Contest - The third annual now sponsored by MBNA America. These young quartets contending f the collegiate title offer an exciting afternoon of barbershop harmony. Wednesday, July 6, 1 p.m. in the Hilton Ballroom. Open seatin Event 21 \$5.00 AIC Show of Champions - Two great shows again. This year featuring The Four Freshmen, famous foursome performing yo favorites from the fifties (second show only). Wednesday, July 6, 6 p.m. and 9 p.m., Civic Arena. See ad on page 8 of this insert Ladies' Breakfast - The William Penn chef is preparing a special breakfast for this occasion. Many surprises are being planned by t Pittsburgh ladies, along with a special appearance by The Gas House Gang, 1993 International Champion. Friday, July 8 9 a.m. in the Urban Ballroom at the William Penn. Event 31 \$15.00 World Harmony Jamboree - This show, in its fifth year, has become a keystone event at the convention. Enjoy an afternoon of glot harmony in the beautiful setting of Heinz Hall, home of the Pittsburgh Symphony. All seats reserved. Show time is 1:30 p.m., Frida July 8. Event 41 \$15.00 Heartspring Breakfast - Start the day off with a good breakfast, good fellowship and good harmony. Drawings for the fantastic distr prizes, four front row seats at next year's convention in Miami and a guest appearance by The Gas House Gang. 8:30 a.m. Saturda July 9, in the Urban Ballroom, William Penn. Event 51 \$15.00 |
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| favorites from the fifties (second show only). Wednesday, July 6, 6 p.m. and 9 p.m., Civic Arena. See ad on page 8 of this insert Ladies' Breakfast - The William Penn chef is preparing a special breakfast for this occasion. Many surprises are being planned by t Pittsburgh ladies, along with a special appearance by The Gas House Gang, 1993 International Champion. Friday, July 8 9 a.m. in the Urban Ballroom at the William Penn. Event 31 \$15.00 World Harmony Jamboree - This show, in its fifth year, has become a keystone event at the convention. Enjoy an afternoon of glot harmony in the beautiful setting of Heinz Hall, home of the Pittsburgh Symphony. All seats reserved. Show time is 1:30 p.m., Frida July 8. Event 41 \$15.00 Heartspring Breakfast - Start the day off with a good breakfast, good fellowship and good harmony. Drawings for the fantastic distr prizes, four front row seats at next year's convention in Miami and a guest appearance by The Gas House Gang. 8:30 a.m. Saturda July 9, in the Urban Ballroom, William Penn. |
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| |
| ORDER FORM |
| Advance orders for special events must be received in Kenosha by June 15, 1994. <i>Refunds cannot be processed after that date</i> . A limited number of tickets will be available for purchase during convention week in the registration area—Pittsburgh Room, Westin William Penn. |
| Mail this form with credit card information, check or money order for the total amount, made out to SPEBSQSA, Inc., to: |
| College Quartet Contest 21 @\$5 cach S 21 @\$5 cach S 6315 Third Avenue 6315 Third Avenue 6315 Third Avenue Kenosha, WI 53143-5199 |
| 31 @\$15 each \$ World Harmony Jamboree Check Money Order VISA MasterCard |
| 41 @\$15 each \$ Exp. date |
| Heartspring Breakfast Name 51 @\$15 each |
| Street/Box |
| Total \$ City State ZIP |
| Telephone () |

convention insert

Harmonizer

SURPRISING PITTSBURGH - A DELIGHT

Come Early - Enjoy Pittsburgh's Numerous Attractions

TOUR A - Barbershop Day at the Races. What a grand and glorious way to celebrate Independence Day. We begin with our National Anthem being sung by a quartet. We leisurely relax in the preferred section of the air-conditioned clubhouse as we cheer home our chosen horses and drivers. We'll enjoy an all-wecan-eat buffet of sliced Eye of Round with mushroom gravy, Pennsylvania sausage and sauerkraut, pasta, veggies, salad, rolls, dessert, coffee, etc. There will be plenty of woodshedding and we'll even have a special "Barbershop Seventh Race" that we'll all be sure to bet on. (Minimum bets are \$2.) Tour includes roundtrip air-conditioned motorcoach transfers, entry fees, preferred air-conditioned clubhouse seating and buffet. 5-1/2 hours. Monday, July 4 only. Depart at 11:30 am. Return 5 pm. \$32 per person.

TOUR B - July 4th Captain's Dinner Dance & Cruise. Treat yourself to a very special evening of elegant dining and dancing aboard Pittsburgh's finest floating experience, the Gateway Clipper Fleet. Feast on a sumptuous Captain's Buffet Dinner as the riverboat glides along Pittsburgh's three rivers. A most romantic and scenic way to view the city at sunset. There will be live music to dance to and, of course, a bit of barbershop entertainment for one and all. Price includes delicious deluxe buffet, cruise, dancing, entertainment, gratuity, taxes and transfer. Monday, July 4 only. Depart at 6:15 pm. Return 10:30 pm. \$30 per person.

TOUR C - City Sightseeing. Ride the Duquesne Incline, a European-style funicular, to the top of Mount Washington for a panoramic view of the Pittsburgh skyline; view the Golden Triangle; see Allegheny West and Millionaires Row, Three Rivers Stadium and the colorful strip district. Tuesday, Wednesday and Friday. 8:30 am to 11 am. 2-1/2 hours. \$14 per person (children under 12 - \$7).

TOUR D - Architectural Tour of Pittsburgh. This tour highlights Pittsburgh's architectural gems including Heinz Memorial Chapel, a French Gothic masterpiece with remarkable stained glass windows; the Nationality Rooms in the Cathedral of Learning at the University of Pittsburgh; the P.P.G. Wintergarden; Clayton, the plush 19th-century mansion and estate of millionaire-industrialist and art collector Henry Clay Frick and the famous Tiffany windows of Calvary Methodist Church. Entry fees included. Tuesday, Wednesday and Friday. Noon to 4:30 pm. 4-1/2 hours. \$32 per person (children under 12 - \$18).

TOUR E - Pub, Sub and More. Includes the fantastic \$37 million dollar Carnegie Science Center where you can board a real WWII submarine, see the gigantic domed screen in the OMNIMAX theatre and tour the galaxies. Then it's on to the Allegheny Brewery, a landmark on the National Register of Historic Places, where we'll tour the brewery and have an authentic Deutschland lunch complete with beer or coffee. Tour also includes the Stephen Foster Museum and Concert Hall. That's right, folks - our country's first professional songwriter lived in Pittsburgh (not Kentucky or on the Swanee River). Time allowing and subject to possible performance scheduling, we'll also visit the backstage and Grand Lobbies of Heinz Hall, one of the most elaborate theatres in the country. Entry fees, German lunch, taxes and gratuity included. Tuesday, Wednesday, Thursday and Friday. 9:30 am to 4:30 pm. 7 hours. \$45 per person (children under 12 - \$30). Tour limited to 90 persons per day.

TOUR F - Amish Country. The Old Order Amish still retain a simple and strict way of life: horses and buggies, immaculate fields, bearded men in wide-brimmed hats, women in long skirts and bonnets. Tour includes a visit to Amish areas where hand-made quilts are sold. You will be treated to a superb home-cooked lunch of ham, scalloped chicken and all the trimmings including their famous sticky buns at the Tavern on the Square in New Wilmington, Penn. Lunch, taxes and gratuity included. There will also be time for shopping. Tuesday, July 5 and Wednesday, July 6 only. 8-1/2 hours. Depart 8 am. \$45 per person (children under 12 - \$30).

TOUR G - Fallingwater. An architectural gem, Fallingwater is a private home dramatically cantilevered over a cascading waterfall. Designed by Frank Lloyd Wright, it has been voted the most architecturally significant building in America. Our route takes us onto the Pennsylvania Turnpike and through magnificent scenic wild mountain land. Stops will also be made at the Lenox Shop and L.A. Smith Glass Factory fer discounts on crystal, porcelain and silver, with lunch at Seven Springs, a lovely mountain resort nearby. Entry fees, lunch, gratuity and taxes included. Wednesday, July 6 only. 7-1/2 hours. 9 am to 4:30 pm. \$45 per person (children under 12 - \$30).

TOUR H - Post-Convention Tour, Atlantic City and Cape May. Sunday, July 10 to Wednesday, July 13 (4 days/3 nights). Sunday morning we depart for Atlantic City, traveling through the lush, verdant mountains of Pennsylvania with a stop at the Civil War battlefields of Gettysburg. Your three evenings in Atlantic City will be free to enjoy the many casinos and shows. Monday will be spent in Cape May, which lays claim to being the nation's oldest seaside resort with all its "Victorian splendor." Take the trolley, horse and carriage or stroll the gas-lamped street lined with gingerbread-trimmed cottages. On our drive back to Atlantic City we travel through scenic wetlands onto Seven Miles Beach Island, a 7-mile-long paradise where many homes are mansion-like estates. Before arriving at our hotel we stop to visit Lucy the Elephant, a 6-story tall, 90-ton structure which was once a hotel. (The only elephant you can go into and come out alive.) Tuesday we visit Wheaton Village and the Museum of American Glass, containing 7,500 glass pieces and an 1888 glass factory, where we can see the fine art of glassblowing. Next we'll visit the Renault Winery and Gourmet Restaurant, the 'most romantic restaurant in South Jersey." Once we have toured the winery, we will enjoy dinner and dancing before returning to Atlantic City. Wednesday we head back to Pittsburgh. NOTE: If you are flying to Pittsburgh, you may wish to consider returning from Philadelphia airport on July 13, 1994. Details in brochure.

TOUR I - Post-Convention Tour, Washington, D.C. and Williamsburg. Sunday, July 10 to Friday, July 15 (6 days/5 nlghts). Drive through the scenic, rolling Allegheny Mountains of Pennsylvania, past the Civil War battlefield areas of Maryland and Virginia, to Williamsburg, Virginia's 'Colonial Capital.' Here we'll spend a day where the 18th century still lives. Visit historic homes, taverns, gardens, shops and the Governor's Palace. Next we'll see Jamestown Festival Park, commemorating America's first permanent English settlement, and replicas of the three ships that traveled from England to Virginia in 1607. We'll also visit Mt. Vernon, the ancestrat home of George and Martha Washington. Then it's on to our nation's capital for an exciting view of past history and present day history in the making. We'll see the White House, the Capitol Building, Ford's Theatre, the F.B.I. Building, the Smithsonian museum complex, and many of the monuments and memorials honoring past presidents and patriots. On our return trip to Pittsburgh, we'll have a guided tour of historic Gettysburg. NOTE: If you are flying to Pittsburgh, you may wish to consider flying out of Washington, D.C. airport on July 15, 1994. Details in brochure.

For brochures and complete details on tours H and I, please contact Windsor Travel, Ltd. at 312-581-4404 or long distance at 1-800-648-7456.

NOTE: ALL TOURS DEPART FROM CONVENTION CENTER.

TOURS ORDER FORM

| TOUR C: City Sightseeing - 2 1/2 hours - \$1 under 12 years of age) C-3. Tuesday, July 5th , 8:30 a.m. C-4. Wednesday, July 6th, 8:30 a.m. C-5. Friday, July 8th, 8:30 a.m. TOTAL: TOUR D: Architectural Tour of Pittsburgh - 4 \$32 (\$18 under 12 years of age) | ch tour: under 2 hours - E 2 hours - E \$ TOUR \$ TOUR 4 1/4 12 ye \$ F 4 (\$7 TOUR \$ F 4 (\$7 TOUR \$ F 4 (\$7 TOUR \$ F 1/2 hours compl \$ TOUR \$ F \$ F \$ F \$ | E: Pub, Sub and More - 7 hours - 12 years of age) -9. Tuesday, July 5th, 9:30 a.m. -10. Wednesday, July 6th, 9:30 a.m. -11. Thursday, July 7th, 9:30 a.m. -12. Friday, July 8th, 9:30 a.m. TOTAL: F: Amish Country - 8 1/2 hours - 1 ars of age) -13. Tuesday, July 5th, 8 a.m. -14. Wednesday, July 6th, 8 a.m. TOTAL: G: Failingwater - 7 1/2 hours - \$4 ars of age) -15. Wednesday, July 6th, 9 a.m. TOTAL: E: For Tours H and I, please contact t 312-581-4404 or 1-800-648-7456 for ete details. H: Post-Convention Tour - Atla May. 4 days, departs Sunday, July K I: Post-Convention Tour - Wa Villiamsburg, 6 days, departs Sunda | \$ \$ \$ \$45 (\$30 under \$ \$ 45 (\$30 under \$ \$ Windsor Travel, brochures with antic City and 10th, shington, D.C. |
|--|---|--|--|
| Card # NAME STREET or P.O. BOX CITY | check (in the amount c nue, Kenosha, WI 531 Check | 43-5199. Money Order Expiration Date | EBSQSA, and mail to |

Wednesday, July 6 at the 1994 International Convention in Pittsburgh

Special Guests: Roger Blackburn and the Philharmonic Flavor

Send your check or money order payable to AIC. (docrnational orders-please send International Money Order in US Famils or give credit cord information.) fo: AIC Tickets, 533 Oakcrest Lane, Coppell, TX 75019 To order by plane using MasterCard or VISA (only), call the AIC Holline at 1-800-877-6936 Harmony Hall will not take, AIC orders. Tickets will be moded via first-class mult beginning May 1, 1994. All orders neceived after Ione 10, 1994 will be held for pick-up at the AIC taket

booth in Pausbargh.

| "A | Little | Peace | of | Harmony | 99 |
|----|--------|-------|----|---------|----|
| | | | • | | |

Two great shows at the Civic Arena 6:00 pm show: Second Edition, The Ritz, Keepsake, Chiefs of Staff and The Acoustix

9:00 pm show: Rural Route Four, Classic Collection, Gas House Gang and *featured guests*: The Four Freshmen

Both shows will feature the AIC Chorus performing "A Barbershop Ode to Joy...O, Canada and the Star Spangled Banner" and a spectacular new finale "A Tribute to World Peace" arranged by Jay Giallombardo.

| Seats | Super Ticket | -or- choose from | either column | quantity total |
|----------------|-------------------|----------------------|--------------------------|----------------|
| Front Row* | ☐ \$80 both shows | S50 first show | □ \$50 second show | |
| Next Best | S40 both shows | S25 first show | S25 second show | S |
| Real Good | S25 both shows | S15 first show | □ \$15 second show | \$ |
| * Limited quan | tities | 2 | | |
| Total Order S | SPlease inc | lude an additional S | 1.50 for postage and har | ulling. |
| NamePhone No. | | | | |
| Address | | | | |
| City | ***** | State | Zip | Country |
| 🗆 MC 🗖 Vi | sa Account No | | | o.Date |

AIC Presents

1993 District Quartet Champions

Johnny Appleseed



Yesteryear Elyria and Maumee Valley, Ohio Rodney Nixon, Bari Randy Baughman, Bass Daniel Trakas, Tenor Mark Blake, Lead

Rodney Nixon 6020 Oberlin Road Amherst, OH 44001 (216) 233-5036

Land O' Lakes



Excalibur

Bloomington and Hilltop, Minn. John Moksnes, Tenor Gregory Dolphin, Lead John Korby, Bass Gregory Volk, Bari

John Korby 4533 River Crossing Ct. Savage, MN 55378 (612) 454-4283

Mid-Atlantic



Bingo Brothers Alexandria and Richmond, Va., and Dundalk, Md. John Casey, Tenor Fred Womer, Lead Gary Parker, Bass Dennis Malone, Bari

John Casey 14340 Brookmere Dr. Centerville, VA 22020 (703) 631-3403

Northeastern



Riverside Rascals Poughkeepsie, N. Y.

Daniel Driscoll, Tenor Edward Hilligass, Lead John Hadigan, Jr., Bass Greg Howard, Bari

Greg Howard 373 West Rd. H66 Pleasant Valley, NY 12569 (914) 635-1872

Kingpins

Scarborough, Ontario William Moore, Jr., Tenor Brad Brown, Lead Robert Lamont, Bass Wayne Porteous, Bari

Wayne Porteous 501 Torrington Ct. Oshawa, ON L1G 7L9 (416) 576-2634

Pioneer

Ontario



Full Chord Press

Lansing and Gratiot County, Mich. Simeon Esper, Tenor James Carey, Lead David Gillingham, Bari Scott Whipple, Bass (seated)

David Gillingham 1507 E. Broadway Mt. Pleasant, MI 48858 (517) 772-4183

1993 District Quartet Champions

Rocky Mountain



U.S. Male Sterling, Colo. Curt Kimball, Bari James Peters, Bass Brad Anderson, Lead

Tracy Lockhart, Tenor

Brad Anderson Rt. 2, 17975 Cnty. Rd. 30.5 Sterling, CO 80751-9475 (303) 522-4226

Seneca Land



The Bayside Boys

Erie, Penn. Aaron Praetzel, Bari Brian Praetzel, Bass Jonathan Zimmerman, Lead Daron Praetzel, Tenor

Daron Praetzel 5717 Wattsburg Rd. Erie, PA 16509 (814) 825-3114

Southwestern



Great Stage Robbery

Gtr. E. Texas and Dallas Metro, Texas and Gtr. New Orleans, La. Keith Houts, Tenor Art Swanson, Jr., Lead Brian Beck, Bass Nick Papageorge, Bari

Nick Papageorge 1114 Ranchwood Place Diamond Bar, CA 91765 (909) 860-2999

Sunshine



Backbeat

St. Petersburg, Tampa and Winter Park, Fla. Harold Nantz, Tenor Sean Milligan, Lead Randy Loos, Bass William Billings, Bari

Randy Loos 2986 Cielo Circle N. Clearwater, FL 33619 (813) 799-1515

Song parody case goes to Supreme Court

Readers may be aware of the current court battle regarding 2 Live Crew's ribald parody of "Oh, Pretty Woman," a 1964 rock classic by Roy Orbison and William Dees. The dispute over the rap remake has reached the Supreme Court and turned into a test of copyright law's strength and the boundaries of satire.

At issue is the concept of "fair use" of a copyrighted work. Lawyers on both sides want to establish whether someone may freely borrow a portion of an artistic work for parody or whether the copyright owner controls such usage. Lower courts have split on the issue.

Copyright laws for straightforward usc of songs, including obtaining permission to arrange them into the barbershop style, are fairly simple, so long as writers and publishers are credited and receive appropriate royalties. (Not all songs are under copyright protection.) Parody rewrites fall into murkier legal territory.

It appears that 2 Live Crew did the right thing initially. The group applied to Acuff-Rose Music Inc., owner of the copyright to the song, for permission to make changes to it. Such permissions are not unusual, but Acuff-Rose considered the nature of the rewrite to be offensive and refused permission, whereupon 2 Live Crew went ahead anyway.

When the publishers sued, claiming copyright infringement, the rap group responded that nothing was being done to harm the copyright—they were just having fun the way *Saturday Night Live* had done with some of their own material. Their backers say a ruling against them would severely curtail the art of satire.

Barbershoppers should follow the unfolding of this case carefully. When you are in doubt about any aspect of music copyright, contact the international office at Harmony Hall for assistance.

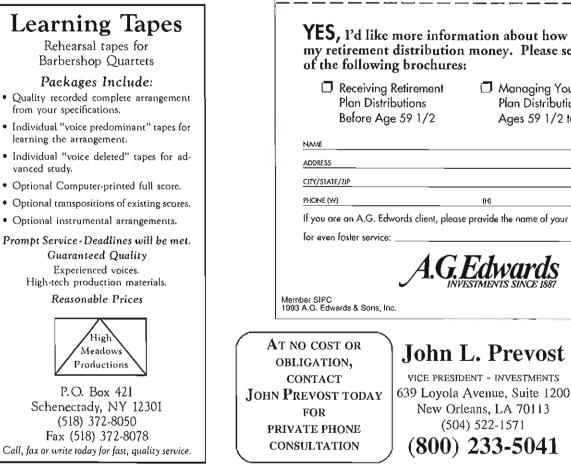
Mechanical rate increase announced

Effective January 1, 1994, the compulsory mechanical royalty rate for all phonorecords will increase from 6.25 cents to 6.60 cents. The new rate will apply to all phonorecords (CDs, tapes and records) made and distributed on or after January 1, 1994, regardless of the date that the mechanical license for such records was issued, or the date the recording was first released, unless special contractual provisions apply.

The announcement from the National Music Publishers' Association and the Harry Fox Agency stated that the increase was based on changes in the "Consumer Price Index/Urban Consumers" (CPI-U) between October 1991 and September 1993. Society licensees should direct inquiries to:

Harry Fox Agency 205 E. 42nd St. New York, NY 10017 (212) 922-3260

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4614-99 on't let the new 1993 rollover law roll over your future plans. If you receive money directly from your retirement plan, your employer must withhold 20% for federal taxes. But by transferring your distribution to an A.G. Edwards Full-Service IRA, you'll not only keep that 20% for yourself but benefit from a complete array of services that can help you work toward a comfortable retirement.

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Barbershop Around the World

BinG! chorus on U.S. chapter show

Some time back, when Craig O'Dell of the Alexandria, Va., Chapter was judging a DABS convention in The Netherlands, he met some members of a ladies' chorus from BinG!—Barbershop Blend of Sonsbeck, Germany. Later, Craig's brother, Bruce, of the Winona, Minn., Chapter, travelled to Germany to coach the ladies. The upshot of this connection was an invitation for the chorus to appear on the Winona Chapter show.

Things worked out and the ladies came to the U. S. in November for a five-day visit, including the Nov. 6 show. A reciprocal invitation was issued and the **Winona Area Barbershoppers** chorus plans to visit Germany in 1995.

Affiliates adopt PR

At the midwinter SNOBS educational mini-convention in Stockholm last October, Geoff Howe, BABS PRO, presented class sessions on public relations. It seems the Swedes are interested not only in promoting their choruses, but also their major convention in Nykcoping in 1994. Topics covered included public release writing, photography, bulletins, internal PR and a variety of methods to increase public awareness of barbershop music.

Howe also notes that, for the first time, PR classes will be offered at the Australasian Harmony College, scheduled for next April in Brisbane, Australia. Good move.

Berlin barbershoppers perform at Handel's birthplace

The John F. Kennedy School in Berlin, a public, bilingual, bicultural, German-American school for students of pre-school age through grade 13, has become a hotbed of barbershop, thanks in part to Barbershopper Steven Hepner, who teaches there. In addition to a chorus of 16 boys, four young ladics have formed a Sweet Adelines quartet.

The two groups, ranging in age from 13 to 18, were recently invited to perform in the first German-American Culture Days festival, sponsored by the city of Halle (former East Germany), the birthplace of Handel. Interestingly, only three of the boys and one of the girls are American citizens.



New BABS chairman for 1994

At the annual general meeting of BABS in Warwick, England, Tony Searle was chosen to lead the British association for 1994. Three new clubs were also inducted; Wisbech, in Cambridgshire, Calder Valley in Yorkshire and Wigan in Lancashire, bringing the club total to 59. At left, Barbershop Blend, a chorus of BinG! from Sonsbeck, Germany, appeared on the Winona, Minn., Chapter show last November.

LABBS convention a big success

The 1993 Ladies Association of British Barbershop Singers convention took place in historic Portsmouth, England, last October. Attendance exceeded all previous conventions. The White Rosettes chorus from Leeds won its sixth championship, while the quartet winner was Family Ties, from the Isle of Wight.



Students of the John F. Kennedy School in Berlin, Germany, performed barbershop at a cultural festival sponsored by the city of Halle (former East Germany) last October.



The Potton, England, club tried an experiment pioneered by SPEBSQSA organizing new members into a "class," whereby they can enjoy mutual support while coming up to speed as a group within a chorus of seasoned members. Shown are the 14 members of the "Class of '93," who have learned all 12 Barberpole Cat songs.

Meet our 50-year members

Current SPEBSQSA Members with 50 or more years of service or 49 years of service and an expiration date in March or June, 1994.

| 55 | Years | of | Service |
|----|-------|----|---------|
|----|-------|----|---------|

| 55 Years of Service | | |
|---|--|--|
| Verne Laing Wichita, Kansas | | |
| Huck Sinclair Greater Indianapolis, Indiana | | |
| Orval Wilson Kansas City, Missouri | | |
| 54 Years of Service | | |
| Bill Wilmer Marietta, Georgia | | |
| Edward Fach Detroit-Oakland, Michigan | | |
| Roy Frisby Chicago No. 1, Illinois | | |
| Doc Griffin Manatee County, Florida | | |
| Tom Masengale Frank H. Thorne, | | |
| Southwestern District | | |
| 53 Years of Service | | |
| Gene Gillem St. Petersburg, Florida | | |
| Horace (Jay) Jay Oak Park, Illinois | | |
| 52 Years of Service | | |
| Robert Bird St. George, Utah | | |
| John Gummer Dundalk, Maryland | | |
| Hal Purdy Montclair, New Jersey | | |
| John Sarson St. Louis Suburban, Missouri | | |
| 51 Years of Service | | |
| William Boyden Jackson, Michigan | | |
| O. B. Falls Frank H. Thorne, Pioneer District | | |
| Earl Haberbosch Wayne County, Ohio | | |
| Bill Hamilton Greater Pittburgh, Pennsylvania | | |
| | | |

| Ed Jensen Lombard, Illinois Norval Langworthy Tucson, Arizona Art Schulze Detroit-Oakland, Michigan Joe Trousdale Sacramento, California Tom Young Lansing, Michigan |
|--|
| 50 Years of Service |
| |
| Len Bjella Springfield, Missouri |
| Tiny Boland Mesa, Arizona |
| Del Bradford Appleton, Wisconsin |
| Eddie Edwards Peoria, Illinois |
| Con Harrold Terre Haute, Indiana |
| Forrie Haynes Orlando, Florida |
| Bernie Herriman Peoria, Illinois |
| Carl JonesTerre Haute, Indiana |
| Frank Kirby Palm Harbor, Florida |
| Hank Kracker St. Petersburg, Florida |
| Ronald Mead Waterbury-Derby, Connecticut |
| William Mechesney Anne Arundel, Maryland |
| Marty Mendro Bellevue, Washington |
| Charlie Merrill Frank H. Thorne, Far Western |
| District |
| Paul Miller New Haven, Connecticut |
| Bill Pascher Pontiac, Michigan |
| Tiny Pranspill Phoenix Sagauro, Arizona |
| |

| Chuck Sherwood San Jose, California Forrest Stahly Bloomington, Illinois |
|---|
| 49 Years of Service |
| Harry Alderson San Luis Obispo, California |
| Roy Anderson Frank H. Thorne, Illinois District |
| Emmett Bossing Inland Cities, California |
| Howard Cranford District of Columbia |
| Doc Enmeier Frank H. Thorne, Southwestern |
| District |
| Doc Fornango Joliet, Illinois |
| Ken Haack Pottawatomie Territory, Illinois |
| Hylon Heaton Boyne City, Michigan |
| Jack Hurley North Coast, Ohio |
| Jack Kane Montclair, New Jersey |
| Tom Keehan Walnut Creek, California |
| Art Lemieux Citrus County, Florida |
| Earl Maxfield Maumee Valley, Ohio |
| Ottemiller (Free) Free York, Pennsylvania |
| Gene Ritter Maumee Valley, Ohio |
| Kenny Roman Terre Haute, Indiana |
| Leroy Sibbersen Kalamazoo, Michigan |
| Robert Tracy Boyne City, Michigan |
| Stan Wallin Yakima, Washington |
| |

Men of Note

Members with 21 or more total credits who have earned additional credits in the third guarter of 1993. Total is shown in the second column.

Cardinal

20

| Limerick, Earl | 26 2 |
|------------------|-------|
| Central States | |
| Becker, John | 24 1 |
| Easter, Jerry | 21 2 |
| Loewen, Bill | 21 2 |
| Spellman, Marvon | 84 1 |
| Stewart, Bob | 23 6 |
| Dixie | |
| Bowman, Anthony | |
| Conway, Paul | 37 1 |
| Miquelon, John | 24 1 |
| Evergreen | |
| Mondau, Stephen | |
| Schmidt, Wyman | 23 2 |
| Wynne, Lee | 25 2 |
| Far Western | |
| Anderson, Brent | 26 2 |
| Diamond, Stephen | 63 2 |
| French, Stanley | 29 3 |
| Gurule, John | 27 1 |
| Hammer, Henry | 60 1 |
| Hunter, Charles | 54 1 |
| Johnson, William | 31 3 |
| Monnich, John | 52 11 |
| Smith, Ronald | 43 1 |

| 24 1 |
|-------|
| 34 2 |
| 34 2 |
| 24 1 |
| |
| 25 1 |
| 21 1 |
| 27 2 |
| |
| 21 1 |
| 46 11 |
| 43 2 |
| |
| 22 1 |
| 22 4 |
| 26 1 |
| 36 1 |
| |
| 27 1 |
| 24 1 |
| 29 1 |
| 24 1 |
| |
| |

Pioneer

| 1 1011001 | |
|-------------------|------|
| Chirgwin, Martin | |
| Fricker, Albert | 41 2 |
| Olger, Reese | |
| Schroeder, Donald | 23 1 |
| Rocky Mountain | |
| Brown, Calvin | 22 1 |
| Burgener, Robert | 28 1 |
| Peterson, Carroll | 25 2 |
| Wiese, Fred | |
| Seneca Land | |
| Eldridge, James | 24 1 |
| Southwestern | |
| Miller, Elvis | 47 1 |
| Patterson, Jim | |
| Sunshine | |
| Bridgham, George | 35 1 |
| Scalise, Ray | |
| Warshaw, Bert | 43 1 |



Barbershop Craft

Warm up, seeing the big picture

by Jim DeBusman, Music Specialist

The question that regularly comes up when I visit a chapter is: "Why must I warm up at the beginning of the meeting?" When I hear, that I ask them; "How many of you think that the warm up is some hideous, torturous, painful thing that directors developed so you would not come to the chapter meeting on time?" After a chuckle or two, we then talk about what a well-planned warm up does for the singers.

It might surprise you to know that the warm up at the beginning of your chapter meeting is not for the individuals, but for the entire chorus. It is an opportunity to fine-tune your minds, ears, bodies and voices, so that you can have the best possible musical experience during the rehearsal portion of your chapter meeting. In other words, it gets everyone on the same page and thinking vocally the same way.

Frauke Haasemann, the excellent German voice teacher, said it very well; "The choral sound represents the sum of the individual voices. If singers wish to sing in a choir, they must have a sense of, and be trained in, the importance of ensemble." She goes on to talk about the importance of vowel matching and similar tone color for blend, and the need for good basic vocal production concepts such as diaphragmatic breathing, expansion of the vocal tract and relaxation of the jaw, tongue, and lips.

Remember, it is important to have variety in this vocal development portion of your meeting, so your singers will not become lazy or bored. To help you with making the vocal development portion of your chapter meeting more fun, consider the following resources available from our 1994 *Harmony Marketplace* catalog:

Improving Vocal Techniques Through the Warm Up, stock no. 4030—\$12 Sing Out Like Never Before, stock no. 4087—\$8



New Music Notes/Harmony Explosion Music

by Burt Szabo, Music Specialist/Music Publishing

A total of 11 arrangements in this series have been released. These arrangements are deliberately rather easy and within the vocal limitations of young singers. We urge you to sing these and to present copies of the music to school choir directors in your area.

Stock no. 8601 - "Coney Island Baby/We All Fall - Medley" (arr. SPEBSQSA, Inc.)

Stock no. 8602 - "In My Room" (arr. Tom Gentry)

- Stock no. 8603 "Shenandoah" (arr. Burt Szabo)
- Stock no. 8604 "Bad Buncha Boys" (comp. and arr. Kirk Roose)
- Stock no. 8605 "Under The Boardwalk" (arr, SPEBSQSA, Inc.)

Stock no. 8606 - "Yesterday" (arr. Tom Gentry)

- Stock no. 8607 "Aura Lee/Love Me Tender" (arr. Tom Gentry)
- Stock no. 8608 "When I'm Sixty-Four" (arr. Tom Gentry)
- Stock no. 8609 "All I Have To Do Is Dream" (arr. SPEBSQSA, Inc.)
- Stock no. 8610 "Byc Bye, Love" (arr. SPEBSQSA, Inc.)
- Stock no. 8611 "What A Wonderful World" (arr. Russ Foris)

Other arrangements noted

In addition to the HARMONY EXPLOSION music above, several other new arrangements are available from the order department at international headquarters.

Ed Waesche has contributed his fine arrangement of "When The Grown Up Ladies Act Like Babies," stock no. 8144. Clever lyrics make this arrangement lots of fun to sing.

"Seems Like Old Times," stock no. 7321, will be familiar to many. Lou Perry has given us his fine arrangement of this song. It is easy to sing and very effective.

Steve Jamison contributed his arrangement of the popular classic "Georgia On My Mind," stock no. 7322. Here is one that everyone in your andience will recognize.

All three songs are well-suited for competition. If you are looking for something that is new, give these a try. Watch for an announcement of new music in every issue of *The Harmonizer*.



1994 regional Directors Colleges ... where it is!

by Dan Naumann, Director of Music Education and Services

Are you looking for expert help with conducting technique? *Here it is!* Do you need a place to hone your leadership skills? *Here it is!* How about your rehearsal techniques? Would you like to find some help? *Here it is!* Sound production? Music theory? Ear training? *Here it is! Here it is! Here it is!*

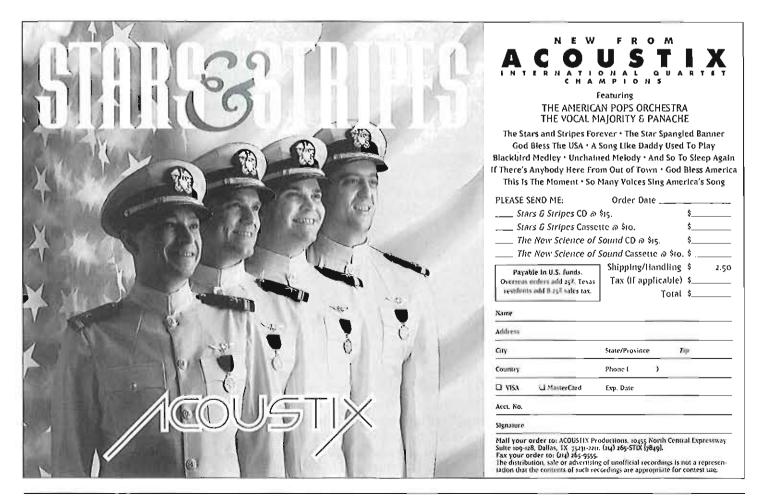
J ust about everything a qualified director should know is offcred at our Regional Directors Colleges. We've received "rave review" letters from previous Directors College students. Some reported that the experience was life-changing.

Several levels of classes will be offered for new directors, experienced directors and director "wannabes," with appropriate electives for those who pass pre-entrance tests. Our emphasis will be on the "average" director and the new director, who is nonetheless responsible for his chapter's music program. In particular, we would like to attract those directors who have not recently attended a Society-sponsored school. In contrast to a single event, regional Directors Colleges offer more directors the opportunity to attend a first-rate school. By having shorter schedules (Thursday night through Sunday noon), and sites that are closer to home, they offer an affordable route to excellence. Chapter officers: remember, this is a legitimate chapter expense ... and one that will pay big dividends for your chapter!

The first of three schools will be held May 19-22 at the Marriott West Hotel, Denver, Colo. The second is slated for July 14-17, at Carthage College in Kenosha, Wis. Gonzaga University in Spokane, Wash., will host the last of the regional Directors Colleges on August 11-14. At each location, the cost is just \$235 (\$300 for non-members) in U.S. dollars only, which includes room, board, tuition and a wealth of workbooks, manuals, audio and video tapes and other materials.

Applications are being accepted on a first-come, first-served basis, with a maximum of 150 for each school, so sign up right away! Registration will close 30 days prior to each school. Look for the registration form on the back cover of this issue or register by phone: (800) 876-7464.

Want one of the best educational experiences you'll ever have as a chorus director? *Here it is!* Grab it.





Chapters in Action

The Singing Saints chorus of St. Catherines, Ontario, has been busy. In addition to singing the U. S. and Canadian anthems on opening day for the St. Catherines Blue Jays, a Toronto farm club, the group is scheduled to do the same for the World Champion Toronto Blue Jays this spring.

Last Christmas, the group perfomed at the internationally advertised Festival of Lights, in which the Disney organization has an increasing involvement. The event, held in Queen Victoria Park next to the Niagara Falls, is called Candles in the Park.

And, how about this for supporting one's hobby? More than 27 percent of St. Catherines' chapter members made the 2,100-mile journey to the international convention in Calgary last July.

Persistence pays off. After petitioning various sources for more than 18 months in scarch of grant money to be used toward purchase of a sound system for chorus and quartet performances, the Montrose, Colo., Chapter received \$625 from Norwest Bank Montrosc as one of five nonprofit groups to benefit from the Norwest Neighborhood Assistance fund.

$\diamond \diamond \diamond$

When the newly chartered Edenton, N. C., Chapter held its first show, seven chapter choruses from two districts showed up to share the stage, along with a number of



The St. Catherines, Ontario, **Singing Saints** hosted the Scarborough **Dukes** of **Harmony** on the St. Catherines show last fall. The Saints won the services of the Dukes at a rally to support the district representatives to Calgary last year. Shown here are the two groups in ensemble—the Saints are wearing the silver jackets.



The Bryn Mawr, Pa., **Mainliners** chorus is shown here performing the Society's arrangement of "America The Beautiful" before the third game of the 1993 World Series. Rick Serpico is the group's new director.

quartets. Suffolk and Norfolk, Va., represented Mid-Atlantic chapters, while Greenville, S. C., Wilmington, Rocky Mount, New Bern and Outer Banks, N. C., represented Dixie District. Due to good organization and advance planning, an afternoon rehearsal was all that was needed to polish up the songs performed by the 120man composite chorus on the evening show. No one had to drive for more than three hours to attend, and the chance for lots of camaraderie, woodshedding and socializing made for a great weekend.

$\diamond \diamond \diamond$

The Victoria, British Columbia, Chapter, now in its 25th year, staged a very successful "Sing For A Lifetime" concert last October, the theme of which was to demonstrate the possibilities of its title. In addition to the chapter chorus, the Village Squires, the concert featured the Lampton Elementary School Choir, the Victoria High School Concert Choir, the Island Parent Singers and the University of Victoria Chamber Singers—thus encompassing singers of all ages.

This is the second year that the chapter has coordinated an event representing an elementary school choir, a high school choir, a university choir, a mixed adult choir and a barbershop chorus. Local media coverage is excellent; proceeds are split with the local newspaper's Christmas fund. The chapter hopes to establish a scholarship in voice training at the university.



Oops! The cutline under the photo on page 6 of the November/December Harmonizer incorrectly stated that the **Masters of Harmony** banner was presented in Calgary by the Calgary hosts. Shown putting on the finishing touches backstage at the Saddledome is the real donor: Gary Lewallen of the Des Moines, Iowa, Chapter. Gary also did the banner for the Alexandria **Harmonizers** in 1989.

A weekend barbershop clinic/concert held last January [*The Harmonizer*, March/April 1993] proved so successful that a second concert was held in October. Glenda Casey, a music educator in the district, again organized the event and her husband, noted vocal coach and former international staff member, Jim Casey, served as the clinician for the young singers.

The Dallas Metro Chapter's Vocal Majority again lent their international chorus championship voices, as did a couple of quartets. There were about 175 young men on stage in January, but the October concert staged more than 400 young men in harmony!



For the past two years, the Arlington Heights, Ill., Arlingtones Chorus has performed for United Airlines' "Operation North Pole," where terminally ill children from Chigago-area hospitals are treated to a fantasy flight, featuring presents, refreshments and entertainment. The event takes place in Concourse C at O'Hare International airport and is covered by local TV for the 10 o'clock news.



The Dallas Metro Chapter's Vocal Majority participated in Youth Outreach activites in the Richardson, Texas, Independent School District last October. Shown above, VM director Jim Clancy takes the combined ensemble through some barbershop tunes.

The Tag in this issue - from A Pocketful of Tags No. 3 - stock no. 6026



Youth Outreach on the move

by Bill Rashleigh, Music Specialist/Youth Outreach Coordinator

Dateline:Scpt 29, 1993Location:University of Arkansas, FayettevilleFunction:"Always on Wednesday" music seminar

The Northeastern Arkansas Chapter, under the guidance of director Bob Scott, financed a demonstration for all the music majors at the University of Arkansas at Fayetteville. Every Wednesday, each music major must attend a seminar, at which majors perform for one another or listen to guest speakers/performers. On this occasion, **The Tulsa Tradition**, international finalist quartet, served as the demonstration group.

I had a total of 50 minutes of class time in which we covered the four parts, balancing chords, tuning, interpretation, visual representation, and sang a tag or two. The more than 165 students in attendance were impressed by the performance of The Tulsa Tradition.

After I dismissed the class, about 40 students stayed for more than an hour, singing songs and tags. From that group, about a dozen young men sang tags with the quartet for another 30 minutes. With Bob Scott's help, the University of Arkansas-Fayettville has formed its first college quartet and they are looking forward to competing in Dallas this spring.

HARMONY EXPLOSION clubs on the rise

A reorganization of the dues structure has made it even easier to get a HARMONY EXPLOSION club started. With the HARMONY EXPLOSION Start-up Package (stock no. 4227), an involved chapter member can make presentations to interested teachers and soon have students enjoying the ringing sound that attracts folks to our style.

Since the beginning of the 1993-94 school year, eleven new HARMONY EXPLOSION clubs have formed. The new HX music series has become a popular feature at festivals and clinics across the nation.

Youth Outreach class taught at COTS

This year, for the first time, a Youth Outreach class was taught at COTS. The class was designed to instruct interested Barbershoppers in the philosophies and procedures for successful implementation of the Youth Outreach program. Topics such as philosophy, history, job descriptions, implementation procedures and communication skills were discussed. A draft of the new Youth Outreach Manual (to be published in 1994) was made available to the students. Areas of concentration are: •HARMONY EXPLOSION Clubs

•MBNA America College Quartet Contests •High School, Junior High, and Elementary Activities

•Festivals and Clinics

•Music Teacher Education

•MENC/ACDA Liaison and Coalition Advocacy

•Youth Outreach Chairman Training

International President Ernie Nickoson has appointed Bob Cearnal, 1991 international president, as chairman of the Youth Outreach Committee. Each committee member will be responsible for one of the seven areas of consideration, reporting to the committee as a whole for further development of the program.

Terry Mercing, Little Rock, Ark., will continue to develop the HARMONY EXPLOSION club concept. Larry Monson, Beatrice, Neb., will concentrate his efforts on the MBNA America College Quartet Contest. Jay Butterfield, Lancaster, Pa., will address high school, junior high and elementary school activites. Paul Wigley, Algona, Iowa, will develop music teacher education. Jack Pitzer, Alexandria, Va., will be the representative to the MENC/ACDA Liaison/Coalition. The areas of festivals/clinics and Youth Outreach chairman training have yet to be assigned, pending appointment of two more committee members.

With the talents of those on the committee, as well as the continued support of the district leadership and interested Barbershoppers, the Youth Outreach program is sure to thrive, taking barbershopping well into the 21st century.



MBNA America College Quartet Contest

The posters have been designed, the mailing lists purchased, the envelops printed, materials collated, and the first mailing for the MBNA America College Quartet Contest has gone out. A poster and cover letter was sent to more than 7,900 faculty members at 4,806 junior and senior colleges and universities. Inquiries have started to come in to Harmony Hall asking for more details of the contest.

A second mailing to 1,517 music faculty members will be made in early January to the eight states surrounding the Pittsburgh area to keep the MBNA America College Quartet Contest in the minds of teachers and students alike.

Under the rules, a quartet will be able to compete in any divisional, international preliminary or special contest, specifically for the MBNA AmericaCollegeQuartetContest, that a district holds between February I and June 4, 1994.

To register or for more information, contact Bill Rashleigh at the international office.





Heartspring and SPEBSQSA celebrate anniversaries in 1994

by Brenda Keeler, Director of Patron Organizations

In 1994, Heartspring, formerly the Institute of Logopedics, will celebrate 60 years of progress and growth. We will celebrate the past while creating a vision of Heartspring's future. Heartspring extends an invitation to Barbershoppers across the country to participate in this celebration.

This is your celebration, too. In the early 1960s, the Society explored the idea of supporting a national charitable organization. In 1964, the Society adopted the Institute of Logopedics, now Heartspring, as its Unified Service Project and formulated the slogan, "We Sing ... That They Shall Speak." Through the years, a warm relationship has developed between the special children at Heartspring and the choruses, quartets and audiences that enjoy barbershop harmony. Barbershoppers all across the U.S. and Canada have made it possible for children with disabilities to learn, grow, and experience a future full of hope, promise and potential.

As Heartspring students learn and grow, one of our major goals is to place students back with their families as soon as possible. Students' individualized education programs (IEPs) not only incorporate functional academics, but also develop lifelong leisure skills. The IEPs include a program for recreation and leisure activities, goal setting, and an evaluation of such activities. These community-based recreation and leisure programs include such things as Girl Scouts, football teams, paper routes, school choirs, science and current-event classes, and vocational training.

A recreation and leisure activity for Sean is a paper route, which is ideal because he has a lot of excess energy and enjoys walking. This gives him exerecise and the chance for responsibility, self-esteem, and a little spending moncy, which he places in a savings account. Having a savings account, in itself, teaches responsibility, math and money-handling skills, self-control, and selfesteem. Sean also plays on a recreational tackle football team, where he learns to set, focus upon and reach goals. The teamwork aspect emphasizes necessary social skills, while playing the game enhances coordination skills and provides basic exercise.

Sean is from Illinois and came to Heartspring in 1989, suffering from behavior disorders, including attention deficit disorder with hyperactivity, and development delays. He is 15 now and attends a public high school in Wichita on a part-time basis. He has worked hard to achieve some level of independence, and success in his recreation and leisure activities has promoted decision making, social skills and self-esteem.

Sean in just one example of why we should celebrate sixty years of success and thirty years of a wonderful relationship with Barbershoppers across the land. We couldn't have done it without you.

Chapter Eternal

During the third quarter of 1993, the following members were reported to the international office as deceased.

| Cardinal | | |
|----------------------|--------------------|--|
| Ball, David | Muncie, IN | |
| Harris, Joe | Muncie, IN | |
| Central Stat | es | |
| Bohn, Fred St. Lo | ouis Suburban, MO | |
| Calhoun, Lee | Dtlumwa, IA | |
| Carnes, Curtiss | Viborg, SD | |
| Eckstrom, Milton | Sioux Falls, SD | |
| Dixie | | |
| Clark, Earl | Birmingham, AL | |
| Williams, Howard | Macon, GA | |
| Evergreen | | |
| Gillock, Mahlon | | |
| Morrison, Raymond | | |
| Quigley, Joe | Kitsap County, WA | |
| Far Wester | •• | |
| Dodge, Kenneth | Long Beach, CA | |
| Hollowell, Donald | | |
| Searcy, Wilton | | |
| Shoemaker, James | | |
| Tapscott, Mark | Santa Monica, CA | |
| Illinois | | |
| Augspurger, Wendell | | |
| Dougherty, Donald | | |
| Gaffield, Clifford K | ankakee County, IL | |
| | | |

| ien | nbers were reported to the li | nternational office as c |
|-----|-------------------------------|--------------------------|
| | Hufeld, Frank | Joliet, IL |
| | Kruchten, Frank | |
| | Martens, William N | W Chicago Metro, IL |
| | Rabe, Leon | Rockford, IL |
| | Johnny App | |
| | Conrad, Carl | |
| | Meier, William | |
| | Reitz, Robert | Wheeling Metro, WV |
| | Warner, Ken | Zanesville, OH |
| | Land O' L | akes |
| | Hartman, Gilbert | Dunn County, WI |
| | Hermsen, Joe | Madison, WI |
| | Machtel, William | Milwaukee, WI |
| | Mangold, Dick | Oshkosh, WI |
| i. | Mid-Atla | ntic |
| | Baer, Kenneth | Hagerstown, MD |
| L. | Barber, Richard | Bowie, MD |
| L. | Donlevy, John | |
| i. | Dyer, Theodore | Dundalk, MD |
| L. | Herrold, Marlin | State College, PA |
| L. | Kovalchek, Jake | Cherry Hill, NJ |
| | Nuttall, Wallace | Bryn Mawr, PA |
| | Overfield, Wayne | Tunkhannock, PA |
| | Powell, John | |
| | Williams, Walter | |
| | • | • • |

Northeastern

| Alexis, Walter | Boston, MA | | | |
|---------------------|-----------------------|--|--|--|
| Bosworth, Alfred | Manchester, CT | | | |
| Burke, James | Worcester, MA | | | |
| Galarneau, Wilfred | Springfield, MA | | | |
| Groves, Elmer | Bangor, ME | | | |
| Guzzo, Nicholas | | | | |
| Metcali, Wallace | Saratoga Springs, NY | | | |
| Ontario | | | | |
| Heath, Ivan | Mississauga, ON | | | |
| Seneca L | Seneca Land | | | |
| David, William Mor | | | | |
| Leonard, Laverne | | | | |
| Slack, Merle | . Bradford County, PA | | | |
| Southwestern | | | | |
| Schorr, Edward No | rthwest Louisiana, LA | | | |
| Sunshine | | | | |
| Graves, William | | | | |
| Johnson, Clarence | | | | |
| Linskey, John | | | | |
| Lowry, William | Englewood, FL | | | |
| McKinney, James Zep | | | | |
| Travers, J. R | Polk County, FL | | | |
| | | | | |

Best times to recruit... guaranteed!

by Patrick Tucker-Kelly, Membership Development Coordinator

ne of the most frequently asked questions concerning membership recruitment is, "When's the best time to recruit?" With the start of a new year, and as your chapter begins to implement its plan for 1994, this might be an appropriate time to offer some suggestions.

The secret of successful recruitment is to leverage the big events in your chapter's life into greater opportunities for exposure and larger turnouts for your membership drives. Here's a reprise of a portion of *The Membership Vice President* manual that addresses the question.

January

As the January "blahs" set in, many of your prospective members will have the free time in their schedules to begin a new hobby. Have your members be especially attentive during the holiday season to men who sing Christmas carols at parties, in church, as part of an office ensemble, or the like.

Your chapter might also host a men's holiday chorus (free brochure - stock no. 4202) that leads into a recruiting program in January.

February

The big event for February can be the Singing Valentines that chapter quartets deliver around town to homes, schools, business, etc. While out on their rounds, have them collect names of the people who hear and enjoy their performances. Be sure to invite all the customers to come down for the guest nights and open houses, too, and to bring friends along.

March

Learn a few Irish songs and take part in the wearing of the green. Spot singers at St. Paddy's parties. Offer singing lessons to those who really need them.

April

Harmony Month, the celebration of our Society's founding, offers you loads of opportunities to get out in front of a large number of people:

Sponsor an interpretative display, tracing the history of barbershop harmony, at your local public library. Be creative.

Obtain a mayoral proclamation making the month of April or the week of April 11

"Barbershop Harmony Month (weck)." Samples are available from the international office in the Harmony Month kit.

Coordinate efforts with other chapters in your area to do performances on the same night in different locations. Meet up afterward for a joint afterglow, and invite your audiences to come along.

May

Annual shows and contests often fall within weeks of one another. Turn press coverage of the contest or show into a springboard for recruiting. Distribute cards at the show or in the programs inviting men to come try making that neat noise themselvcs. Raffles are good for obtaining names, too.

June

Organize "Barbershop Night" at the local ballpark. Arrange to sing the national anthems from the field or from your seats. Invite men to come sing the anthem with you, with no further obligation, but encourage them to come back for more singing week after week.

July

Invite singers and musicians of all kinds to be part of a "Fourth of July Musical Salute to America," presented in the band shell in the park. Perform at veterans homes, cemeteries, etc. with the new ensemble.

August

Have quartets sing the national anthem and "Take Me Out To The Ball Game" at city-league softball games. Take part in a fund raiser to send the league champions to the state tournament. Invite teams to come down to your chapter meetings when the season is over.



Back-to-school time is when most family schedules are realigned for the year. This is one of the best times to make barbershopping part of the weekly routine. Schedule appearances at local malls, which are fighting for the back-to-school business.

October

As in May, take advantage of publicity generated by a major show or participation in district contest to reach and invite men down to the chapter meetings.

Hold a pumpkin-carving contest for local children. Invite the kids and parents to a special chapter meeting for judging and hairraising music.

November

Your holiday chorus should be in full swing by now, but you may yet get some late joiners. Advertise.

December

Performances throughout the community this month generate attention, names and goodwill for your January drive. Volunteer the entire chapter to help with a food shelf, Toys for Tots, Secret Santa or other community activity. Ask fellow volunteers for names of men who like to sing.

Iu summary...

With such a busy performance and contest schedule, there are only a few good times to recruit. They are: January, February, March, April, May, June, July, August, September, October, November and December. Do not hold membership drives in any other months.



Kathy Hawkins and Jim Miller

Remember the gang that sang . . . with a photo.

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Jim Miller Photography, Inc.

The Loop Mall 2216 Dundee Road Louisville, Kentucky 40205 (502) 454-5688

News about quartets

The September/October *Harmonizer* contained an area code typo in the phone number for contact man Rich Knight of **The Gas House Gang**. The correct number is (314) 925-1925.



A newly formed foursome of the Danbury, Conn., Chapter called Three Guys Plus Tom serenaded happy birthday patrons at a Madhatters chorus "Sho-Glow." Shown are Ed Hesse, bari; Bob Connoily, bass; Tom McCarthy, lead and Don Fox, tenor.



Return Engagement, a Calgary chapter foursome, is shown on stage with "Miss Molly" during the Grandstand Show at the Calgary Stampede. The foursome performed all ten nights before an average audience of more than 10,000. Shown are (I to r): Dave Spratt, lead; Chris Van Der Baaren, bari; Miss Molly; Bob Glover, bass and Leon Buchamer, tenor. Incidentally, Miss Molly appeared at both the Ladies' Breakfast and the District Presidents' Dinner during the SPEBSQSA convention.



Generations....Apart, a quartet from the Freehold, N. J., Chapter, demonstrated barbershop harmony for nearly 100 international students attending Rutgers University. The occasion was the Americana Music Show, held last August. Shown are (clockwise from left): Dick Taylor, bari; Dave Knox, lead; Jeff Winik, bass and Leigh Winik, tenor. Photo by Franklin Park MoloPhoto



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Swipes 'n' Swaps

Swipes 'n' Swaps listings are non-commercial ads only, published as a service to readers. Rate: \$10 per column inch or portion thereof. All ads subject to approval by the publisher.

UNIFORMS FOR SALE

40 excellent, two-tone blue, tuxedo-style uniforms with vests and ties. \$40 each. Contact William DIGioia, 104 Leanne Rd., New Egypt, NJ 08533; (908) 928-4431.

27 Lord West white tux jackets with black piping and 47 After Six tux jackets with black piping of various sizes for sale at \$10 each. Will negotiate trade for PA system and/or chorus shells. Contact Bob Sliberg, 1111 University Blvd., #1006, Silver Spring, MD 20902; (301) 649-6050.

For sale: 55 chorus uniforms. Coat and trousers by After Six, light blue with dark blue trim, vest and bow tie, white ruffled dress shirt. All sizes and in good condition. Photo available. Call Lunsford at (307) 472-4722 or Shelsta at (307) 237-7681, or write Ray Shelsta, 732 W 15th St., Casper, WY 82601.

For sale: 100-plus gray, sequin-trimmed tuxedos with red accessories. Will sell in small tots. Asking \$25 per uniform. Contact Leroy May, 1065 Molitor Rd., Aurora, IL 60505; (708) 851-0326.

UNIFORMS FOR RENT

FOR RENT- World War I replica uniforms (60) complete with helmet, belt and wrap leggings. Will rent smaller quantities. Super-successful show theme or contest package. Ideal for quartet/ chorus. Contact: Terry Johnson, 309 Tioga St., Catasauqua, PA 18032; (215) 264-3533 24 hrs.

CHORUS DIRECTOR WANTED

The Tulsa Chapter, birthplace of this great hobby, Is now the 17th largest chapter in the Society, and Includes an active international finalist quartet. All choruses of the 16 larger chapters are previous international champions or competitors. We want to join them. We are seeking an outstanding director and musical leader who can help us construct and implement a plan to propel us toward our quest for the gold. For further information, contact Don Crowl, 6005 E 56th St., Tulsa, OK 74135; (918) 664-6806(H); (918) 581-7738(O).

The Vero Beach, Florida, Chapter is in need of a qualified music director who is ready to retire to a great little town on the east coast of Florida. Must have an independent retirement Income. Vero Beach is a growing community on the Indian River and Atlantic Ocean and offers many cultural advantages. The chapter and its chorus of dedicated men who love to sing barbershop harmony have been in existence for more than 14 years, and have a loyal following of barbershop fans. Please contact Chapter President Jack Chamberlain, 7300 20th St., #198, Vero Beach, FL 32966; (407) 562-1028.

UNIFORMS WANTED

The Blue Mountain Barbershoppers of La Grande, Oregon, would like to purchase approximately 40 to 50 tuxedos (no white or light colors). We are looking for sizes 34R to 54L, complete with coats, vests, trousers, etc. Send photo and details to: Don Davidson, 402 "N" Avenue, La Grande, OR 97850; (503) 963-7788.

Forty years of quartetting to be recalled

by Gene Cokeroft, 1995 Greater Miami Convention Chairman

In July of 1955, in Miami, I experienced my first step on the stage of an international convention as the tenor of the Memory Four, an apt name, as that was a memory to cherish for a lifetime—undiminished by later thrills as tenor of the Suntones, 1961 international ehampion.

For the first time in forty years, an international convention will again be held in Miami. The 1995 convention will be hosted by Greater Miami.

In honor of the occasion, we are planning a luncheon, for all those who attended the 1955 convention, on Wednesday, July 5, 1955. It will feature audio and video presentations, including the Memory Four and any other quartets or choruses that appeared, plus photos and memorabilia will be on display while we reminisce about those good old days. To quote from the September 1955 Harmonizer: "The [3,000] who made the journey to 'the nation's playground' were well repaid for their efforts. Unbelievable Miami Beach must be experienced—it can't be described."

Some things don't change. The same ambiance still exists—the sun, the sand, the ocean (however, a side trip to Cuba, a feature in 1955, is not on the agenda this time).

If you were one of the attendees in 1955 and would like to participate in a memoryfilled luncheon, please drop a line so we can get the [beach] ball rolling:

> Gene Cokeroft 8820 S.W. 97 Terrace

Miami, FL 33176

It will be fun, and it will mean a lot to me and all of the Sunshine District.

MISCELLANEOUS

HELP, I NEED SOMEBODY to donate: a 1974 Medallion, a 1990 convention patch, pre-1978 convention patches. Also, old quartet and chorus buttons and int'l convention programs from 1941, 1942, 1944, 1947, 1952, 1955, 1963 through 1972, and 1977. Please contact Grady Kerr, SWD Historian, 8403 Manderville Lane #1072, Dallas, TX 75231 or call (214) 369-5893.

BEACH BOYSI If you or someone you know loves singing Beach Boys' songs, then I'm looking for you. I'd like to form a '60s/'70s pop band specializing in BB music. I'm in Texas, but may relocate. Contact Scott Laird at (210) 796-3880.

BARBERSHOP RETIREES WANTED. Want four seasons, a beautiful lake, friendly people and barbarshop, too? Come visit Anderson, S. C. and discover retirement heaven—golf, water sports and music. Contact John Witmer, 111 Rainbow's End, Anderson, SC 29624; (803) 375-1510. (This is *not* a real estate ad; just trying to attract Barbershoppers to the area.)

COLLECTOR'S ITEM: Hummel plaque showing boys'quartel. 53/4" by 61/4". 1958-59 hallmark. Perfect. \$175 (below current book value). Call Chuck at (215) 887-4509.

QUARTETS: Myrtle Beach, S. C., the golf capital of the world, has nearly 90 courses. I can arrange tee times and performance engagements in the community if you'd like to do some swinging and singing. Contact Roger Smith, Grand Strand Chapter, at (803) 399-9333.

Attention RV travelers: A group is getting together a caravan for a trip after the Pittsburgh convention in July. Possibilities include N. Y. state to Corning Glass Co., Cooperstown Baseball Hall of Fame and Oneida Silver; then north to the Thousand Islands, Montreal, Quebec City, the Gaspé Peninsula of Quebec, St. Lawrence Seaway, Prince Edward Island and Nova Scolia.

If interested in this daring escapade, mailings can be obtained by sending three stamped and self-addressed envelopes to: Don Himmelman, 2550 SW 14th Court, Deerfield Beach, FL 33442.

FOR SALE 150 IVORY CHORUS OUTFITS

Classic western cut tuxedos with white tuxedo shirts, white western string bow ties and vests. Offered by

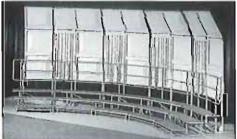


We will be happy to discuss small quantity purchases and payment terms. Please call our toll-free phone number **1-800-VMSONGS** if interested.



Cup your hands behind your ears then read this headline out loud.

You can hear yourself better, can't you? It's because more sound is being reflected into your ears, making what you hear sound louder and more clear with richer tones. If you were to read it with your hands over your ears, the sound would be obstructed and you couldn't hear it as well. This demonstrates how important acoustical shells and risers are for your performances.



Travelmaster Acoustical Shells with Tourmaster 2000 Risers.

Wenger Travelmaster Acoustical Shells are like placing large hands behind the collective ears of your group. As a result, everyone can hear everyone else so timing, balance, blend, articulation and tone can be perfected. And, like cupping your hands around your mouth, the shells also help to project your music into the audience.

For the same reason that you would never listen to music with your hands over your ears, you should never put your choir members on one level. They'll sing into the backs of the people in front of them and their music will be obstructed. That's why Tourmaster 2000

Risers are just as important as acoustical shells. On risers, the sound of your musicians is projected over the people in front of them and out toward the audience.

Wenger manufactures the only equipment on the market that goes where choirs go. Travelmaster Shells and Tourmaster 2000 Risers are designed to go up and down stairs, in and out of small storage areas, around tight corners and into a van or bus for shows on the road.

Travelmaster Shells and Tourmaster 2000 Risers are recognized world-wide as the most functional, mobile and durable performance equipment you can buy.

Now, we're going to ask you to do one more thing with your hands. Pick up the phone and call your Wenger Representative at 1-800-733-0393, Dept. 86RD. You'll like what you hear.



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Become superheroes ARE TÍME.

THE IDEAL...

In front of every great chorus stands a great director. (Just ask one.) And behind every great director, there are years and years of training: a music degree, a few years of Julliard, a few hours of coursework shy of a Ph.D. Ideally.

THE FACTS

Unfortunately, most directors have to hold down day jobs, too. Much as you wish, you aren't a formally-trained musician, just a guy with a pretty good ear and a lot of enthusiasm to help your chapter. You attend mini-HEPs, Harmany College, and soak up everything you can from the staff visits fram Kenosha. You're learning the craft, but now you need to learn how to be a director.

YOU NEED DIRECTORS COLLEGE

A Regional Directors College is three days of classes that will help you get more satisfaction from your hobby, and help you bring more pleasure to your chapter, too. The top directors, cooches, and instructors in the Society will evaluate your directing technique and teach you how to communicate with your charus better. You'll learn about sound management and vocal productian, about being a leader and a teacher, about the difference between singing a song and really performing it.

A NEW YOU ...

When you return, your chorus will hardly recagnize you. You'll direct with confidence, teach with compassian, and hear overtanes you've never heard before. While we wan't promise you'll win your next contest, your audiences and judges will hear and see an improvement.

A NEW THEM ...

Your chapter will love you for bringing more skill and fun to their hobby. You'll become a hero in your home town. What's more, you'll time the pleasure of directing a top notch chorus. Yours.

You've just gotta gol Directors College is a legitimate chapter expense. In fact, it could be the best \$235 your chapter will spend all year. Don't they owe it to themselves?

| | Official Registration • RETURN TO: SPEBSQSA 1994 Regional Directors Colleges 6315 Third Avenue • Kenosha, WI 53143 Make me a Hero! I'd like to attend the school at (circle first choice) Denver, Colorada • May 19-22 Kenosha, Wisconsin • July 14-17 Spokane, Washington • A | | | |
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