



PROBE
BARBERSHOP

"The most influential communications fraternity in the Society"

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BARBERSHOP HARMONY SOCIETY

Oct/Dec 2011

President's Thoughts

John Elving



What Makes PROBE So Unique?

Where are we going? Is it up, down, or do we stay where we are? What is it that makes PROBE unique? How can we maintain that uniqueness and have a real presence and impact within the Society, the 17 districts and the local chapters?

These questions and many more are things I have been struggling with lately. We all know, if we have been following the happenings of PROBE the past few years that we have been on a downward slide for some time. As a matter of fact, more than ten years ago the alarm was sounded about the problem of dwindling membership and all the programs that are also shrinking.

In response to all of this, the questions that come to my mind are things I would like you to answer and let me know so we can make things happen. Here are the questions:

- What is your perceived purpose of PROBE?
- What is PROBE's place within the Society?
- What is it that you want PROBE to do that it isn't currently doing?

- What are the things we need to look at changing or eliminating?
- How can we make PROBE more relevant in today's Society?

Just so you know, PROBE does not exist without each of you being involved in some way. Your Board of Directors can't do it alone. As with the Society, the membership itself is what makes things tick. Our job as the BOD is to make PROBE the organization that makes people want to be involved in some way.

That's where you all come in. We need to have you let us know how we can make things the way they should be to make people want to be members of this organization. Let me know what we can do and how we can help. All you need to do is email me and let me know your concerns, your needs within the scope of PROBE, most importantly how we can work together to make things happen for you and all others.

We all realize that time is at a premium for all of us. However, I also know that people make time for the things they know are important in their lives. I'm asking all of us to make the time necessary for this very important organization. Only in that way can we make PROBE the **"most influential fraternity in the Society"** again.

Whatever you do, let us know how we're doing. We need your feedback.

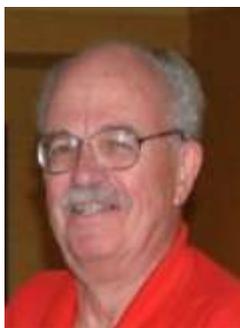
PROBE HALL OF HONOR

Bruce Anderson, Ray Barrett, Herb Bayles, Grant Carson, Jerry Coltharp, Dick Cote, Lloyd Davis
Wade Dexter, Mel Edwards, John Elving, Leo Fobart, Jim Fulks, Harry Gault, Dick Girvin
Ray Heller, Bob Hockenbrough, Paul Izdepski, Steve Jackson, Terry Jordan, Grady Kerr
Art Lane, Deac Martin, Bob McDermott, William Moreland, John Morris, Roger Morris
Buddy Myers, Dee Paris, John Petterson, Waldo Redekop, Craig Rigg, Jerry Roland
Lowell Shank, Wilbur Sparks, Stan "Stasch" Sperl, Dick Stuart, Jim Styer
John Sugg, Staff Taylor, Dick Teeters, Arnold Wade, Charlie Wilcox

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**Bulletin Exchange
Coordinator**

Bulletin Exchange Program

Managed by Alexander Edwards

Does your chapter publish and distribute a bulletin, even if only a weekly one-page? The chapter bulletin is one of the chapter's, if not its best, PR instruments as well as probably the most effective communication tool between board and membership. Ideally, every chapter should be exchanging bulletins with every other chapter—*hard copy, not just on-line*. Each chapter has its unique characteristics, reflecting the specific needs and interests of its membership, but shares a common bond with brother chapters which experience similar problems. Exchanging bulletins is a very effective and efficient way for chapters to share with each other not only news about activities such as chapter shows, special performances and participation in inter-chapter, division, district and Society functions, but also how they've handled problems that challenge most chapters such as recruiting and retaining members.

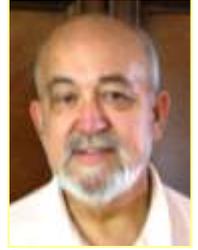
We need the hard-copy bulletin and we need to be able to distribute and/or mail it to our supporters, friends, members (former, inactive, active and prospective), District and Society officers, and our brother chapters. We also need more bulletin editors, more members in most chapters who are both able and willing to assist in editing, preparing and distributing. In the real world, the cost of printing and mailing bulletins today is prohibitive for many chapters, even if restricting mailing bulletins to known friends and those chapters close by and distributing copies to active members by hand. A few have weekly news-sheets to keep members informed of chapter activities - published/mailed bi-monthly or quarterly. Many chapters have gone to on-line bulletins only, some available on their website, others e-mailing copies to those expressing an interest. However, not every barbershopper owns a computer or is computer-literate. As any computer user knows, there are times when either the computer or the printer is out of order, not working, or unavailable. What's the answer? If we all put our thinking caps on and discuss it with each other, surely we'll come up with one.

“It's great to be a barbershop editor!”



Meet Elbert Ford

By Elbie Ford



I joined the Society in 1972 with the Traverse City, Michigan chapter. The music teacher got me involved in high school in a quartet and we won the talent contest at our county fair in Missouri in 1955.

That was it until 1969 when an acquaintance took me to a chapter meeting in Memphis, Tennessee. It happened to be attended by two of the **Confederates**, 1956 International Champions. After the meeting I was privileged to sing tags with them. Later we went to St. Louis to see the Saturday night competition at the International convention. It was three years before I moved to a locality that had a chapter (Traverse City, Michigan). I now live in Florida and belong to the **Central Florida** chapter in The Villages. During that time of belonging (39 years) I've probably missed ten rehearsals! I have a great passion for barbershop music.

While living in Michigan, I served two terms as President, two terms as Program VP and one term as Membership VP. I suffered a stroke in 1997 which didn't affect my singing but left me paralyzed in my right side. Since I couldn't work any longer it gave me time to do something in the chapter I've wanted to do. That is being the bulletin editor, which I did. I published our chapter bulletin, *The Chorister*, until moving to Florida in 2004. Two years later I became editor of my present chapter bulletin, *The Heartbeat*. Our chorus name is the **Heart Of Florida Chorus**.

I am also a PROBE Bulletin Judge in the Content Category. I love doing the bulletins and would like to get more involved in offering my services to PROBE any way I can. I look forward to getting acquainted with all of you.



“This may be my favorite shot from many at the convention. It was in the **Suntone's** dressing room before the AIC show, shot with my camera.” - Jim Bagby

Found in the Harm-o-Notes, Kansas City, Todd Anderson, BE

Marketing & PR VP

Eric Herr

ewh14@comcast.net

Give Me That Barbershop Style



In case you didn't hear, this years Mid Atlantic District convention in Lancaster, PA was a real barn burner. *Voices of Gotham*, *The Big Apple Chorus*, and *Chorus of the Chesapeake* took first, second and third, respectively, with *Five Towns* College and *Lansdale* rounding out the top five spots.

On the quartet side, it was equally exciting, with the *Mad Hatters*, *Frank the Dog* and *Limelight* taking home top honors, with just a few points and in some cases a few tenths of a point separating the top winners in both the chorus and quartet categories.

Oh...and by the way, for those who couldn't be there for that up close and personal thrill, there was a webcast, streamed through our district website, to get that next best, virtual experience. Clearly, competition is keener now than ever before, as is the enthusiasm for this great hobby we call barbershop singing.

In fact, I think it's fair to say the recent MAD contests are just a snapshot of what's happening all across the country. The quality of singing is phenomenal as is the stage presence and pure entertainment value. That's great news...for sure! But the better news is that the age of those participating in these competitions at all levels is skewing much younger than ever before.

That, fellow songsters, is a direct reflection on the success of the many Society wide Youth in Harmony initiatives and it gives us as promoters that extra oomph and momentum we need to put a fresh new spin on the barbershop harmony message. Now more than ever, it's time to pull all the stops and put all our PR and emerging social media tactics to the test like never before. With the Society re-energizing the Harold Hill program, now is the time to keep the momentum going...to reach out and actively engage future generations of barbershop singers. This, after all, is the life blood of our Society!

For those of you who say it can't be done or who ever had a doubt about the impact this hobby of ours has in the community, I invite you to contact President and CEO of the Harmony Foundation, International, **Clarke Caldwell**. Clarke, who attended MAD's House of Delegates meeting following the competition, shared a recent and very moving letter he received from an Ohio music educator.

In essence, this music educator, who teaches at risk children in a not so great section of town, directly attributes instituting a barbershop harmony program in his school, to a significant jump in self esteem and overall confidence. Moreover, this music educator went on to say that the mentoring, coaching and enhanced socialization skills that have developed through ringing those chords is nothing short of remarkable. Now that, my friends, is making a difference...and that, my friends, is barbershop!

Web VP

Lyle Southham



Barbershop - Adult Entertainment?
*How to protect our web sites from
falling into .XXX porn status*

There is a new Top Level Domain (TLD) starting up that will be available for Adult Entertainment web sites. Operators of sites promoting sexually explicit content will be able to use a domain ending in .XXX rather than .COM. This is a voluntary system but offers many advantages to those in the adult entertainment business.

For other sites who are NOT in the adult entertainment business, there are two ways to take defensive action to prevent someone from registering your domain name in the .xxx TLD.

One is to apply during the 'sunrise' period to reserve a domain name to block others from registering your domain name. The name must be a registered trade mark by you prior to September 1, 2011. Sunrise runs from September 7th to October 28, 2011.

The second way is to apply for the domain after December 6th and have the domain put into a non-resolve status.

Since few if any web site operators in barbershop have a trademark on their web site name, it is not possible for them to apply to (permanently) block the domain name from being operated in the .xxx TLD. Most web site operators in our form of "adult entertainment" (Barbershop) will consider the second choice. For example, AtlanticSwells.xxx could be registered by the porn industry, but the named chorus could block that by registering atlanticswells.xxx to a non-resolved status. These domains must be renewed annually.

So, if you have a domain name that could be used by the adult entertainment industry, you might consider protecting it by registering the .xxx domain – at least for the first year until some history is available to give you further guidance.

For help on this topic,
use the BHS search function
or contact me any time by email at
lyle@BarbershopHarmony.ca
or by phone at 1-800-611-8830



While browsing through old Harmonizers and District bulletin archives, I ran across several photos of former PROBE members that may be of interest to old and new members alike. These photos will be used as "filler" materials — enjoy!

ONE CONTEST IN 2012 FOR BULLETIN EDITORS

In the next PROBE moter there will be specific instructions on how to enter the 2012 Society wide IBC. At the last PROBE business, the lack of entries prompted the decision to **open up the IBC to all editors**. No more District sponsored contests. **One contest will be held to determine the best bulletin Society-wide.**

Deadline is April 1st to submit hard copy and online bulletins: weeklies, by-weeklies, monthly, and bi-monthly.

No more E-IBC, either

The Layout & Reproduction and Design & Graphics categories have been folded into one category: L&R

Website of the Year

will be held in 2012, according to Web VP and Webmaster **Lyle Southam**. Those details will be in the next PROBE moter, too.

Aspect Ratio — How to follow the rules By Lyle Southam

Too many bulletins and web sites publish graphics that are out of whack. The term Aspect Ratio is used frequently in both web and bulletin creation but seems to be overlooked by many. Aspect Ratio of a graphic is the ratio of its longer dimension to its shorter dimension. A square would have an aspect ratio of 1:1. HD TVs have an aspect ratio of 16:9, but wide screen programs shown on an old TV with 4:3 looked 'squashed'.

There are many photos on Barbershop web sites and some bulletins that have lost their original aspect ratio. The result is that the subject(s) in the photo look much wider (or thinner) than the original.

Even worse, there are some publications that re-shape our logos. The round BHS emblem logo has appeared as an oval on some web pages.



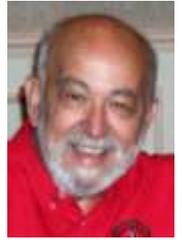
The formal logos have appeared on some web pages as an altered version. For some graphics — especially those with trade marks registered, there are published guidelines on how they can be used. In the case of the BHS logo set, the PDF Graphic Standards guide is available at <http://www.barbershop.org/resources/graphical-resources.html>

For help on this topic, use the BHS search function or contact me any time by email at Lyle@BarbershopHarmony.ca or by phone at 1-800-611-8830

PROBE Board Completed

Membership VP Elbert Ford

From an editorial in the
April 2009 HEARTBEAT



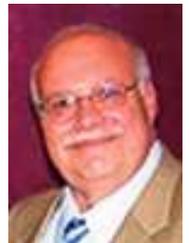
Recently I was reflecting on how my stroke has affected me through the years and on the various hobbies I enjoyed prior to April, 1997 when it happened. Two that I really enjoyed were bicycling and singing barbershop. Barbershop was, head and shoulders, above the rest.

I first experienced singing with other guys in 1969 when on an out-of-town trip I visited the Memphis Chapter, thanks to the friend I was traveling with being a barbershopper. After the meeting he got me involved singing "tags," and I was able to sing with two of the **Confederates**. Was I ever hooked! In the town in Missouri that I lived there was no chapter closer than St. Louis (150 miles north) so I didn't get to sing again until 1972 when I moved to Traverse City, Michigan. Sing I did—I went to my first chapter meeting three days after moving there and have been involved ever since.

One thing singing barbershop has over most of the other hobbies is that you don't really have to physically perform; you can be handicapped and just sit and still sing. Plus unlike instrumental musicians, you always have your instrument with you—your voice!

BARBERSHOP HISTORY QUIZ

Mark Axelrod, editor
Blue Chip Chatter, Teaneck, NJ.



1. Quartets comprised of police officers were prominent in the early days of the society. Three of these quartets, in fact, were medalists in the same competition, no less! Name these quartets. For extra credit, identify their rank and the year that this cop-laden international competition took place.
2. How many International championship quartets also sang in 1st place choruses in the same year they took the gold in the quartet competition? For extra credit, identify the quartets, the choruses and the years in which they won.
3. What is the definition of a swipe?
4. Define "medalist" in an international quartet or chorus competition.
5. Name the first medalist quartet from the Mid Atlantic District, and the year of this competition. For extra credit, in what year did this same quartet become the international quartet champion?

Answers on page 8

BEST MEDICINE IN THE WORLD

By Don Levering



After a series of tests a month ago, my cardiologist decided I needed a pacemaker. Needless to say my anxiety level picked up big time! He sent me to a specialist who promptly told me (after looking at my EKG) "You're in big trouble." Well by now, my anxiety level was off the wall! My wife wasn't in too good shape, either. Instead of throwing me into the hospital immediately, I was to wait for a surgery scheduler to call and tell me when the big date was to be.

One week later, I had the date—another week away! During this time I found myself drawing into a shell which is totally unlike me. I didn't want to go anywhere—no choruses, no quartet practice, etc. All the things I would normally never miss. I had a very successful surgery for a combo; I haven't seen the doctor yet, but who needs him now—just kidding.

I had the best medicine in the world last night. Thank you, **Orange Quartet** chapter. I'm looking forward to singing with the **Orange Empire** chorus in Fullerton tonight. It sure beats sitting home watching "Dancing with the Stars!" I'm out singing with my friends and loving every minute of it. You can all share this wonderful experience and good medicine with your friends, acquaintances, even your doctor. Sing—it's good for you and good for you to share this wonderful hobby with everyone you meet.

Members of PROBE — Read This!

Donald Levering, donaldlevering@yahoo.com

Gentlemen, if your eyes can read this and your mind can engage on the task assignment, PROBE is sure to move ahead. First of all, go to your next chapter meeting armed with this fact. PROBE is only \$10.00 a year. That right, \$2.50 an issue. Offer this top notched paper, filled with great information, to give your chapter members one more tool to fill their hobby chest.

Secondly, when you are at your chapter meeting, ask the President to join PROBE. Ask the VP's to join, if they say no, remember the chapter pays for the PROBE membership so you should not have any no's.



PLEASE HELP ME LOCATE PHOTOS NEEDED FOR THE PROBE WEBSITE
(in black and blue)

PROBE HALL OF HONOR

Bruce Anderson, Ray Barrett, Herb Bayles, Grant Carson, Jerry Coltharp, Dick Cote, Lloyd Davis, Wade Dexter, Mel Edwards, John Elving, Leo Fobart, Jim Fulks, Harry Gault, Dick Girvin, Ray Heller, Bob Hockenbrough, Paul Izdepski, Steve Jackson, Terry Jordan, Grady Kerr, Art Lane, Deac Martin, Bob McDermott, William Moreland, John Morris, Roger Morris, Buddy Myers, Dee Paris, John Petterson, Waldo Redekop, Craig Rigg, Jerry Roland, Lowell Shank, Wilbur Sparks, Stan "Stasch" Sperl, Dick Stuart, Jim Styer, John Sugg, Staff Taylor, Dick Teeters, Arnold Wade, Charlie Wilcox

could use a better quality photo

Ray Barrett from Durham, North Carolina, **MAD**; John Morris (famous Society cartoonist) from Detroit/Oakland County, Michigan, **PIO**; Roger Morris from Detroit/Oakland County, **PIO** and originally from Barboursville, WV, and **Stan "Stasch" Sperl** (famous cartoonist), from Waukesha County, Wisconsin, **LOL**

Mel Edwards from San Diego, California, **FWD**
Leo Fobart from Kenosha, Wisconsin, **LOL Harmonizer** editor
Jim Fulks from Louisville, Kentucky, **CAR**, editor **Starting Gate**
Ray Heller from EVG, **Harmonizer** and **PROBEmoter** editor

IBC

Jerry Troxel
Greater Indianapolis, IN
The Beat



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From the 2005 BEAT

Our president, **Jerry Troxel**, took twenty years to return to the chapter. Jerry, middle child of Donald and Miriam, was born November 6, 1949 at Methodist Hospital. He has two brothers, Mark and Bob. True to the times, dad worked as a draftsman and mom stayed home to tend to the domestic side of the Troxel family. He attended grade school at IPS school #68, and then went on to Arsenal Tech High School where he took a college prep curriculum. Jerry's dad, mom and both brothers also went to Tech.

He graduated from Tech in 1968 and proceeded on to Purdue Extension (which would become half of IUPUI during his time there). He graduated in 1973 with a degree in Computer Technology. Jerry went to work at Stokley VanCamp as a computer programmer, then took a position at Computer Management Systems as a Project Manager. During this time he returned to the night program at IUPUI and earned his MBA from Indiana University in 1983. In 1982 he joined Indiana Bell (now SBC), the firm with whom he is still employed. He really paid his dues at Bell, having to be on the road three days a week over a ten year span. He is now a Senior Technical Director responsible for a staff of 20 programmers who are spread all over the country (as well as programmers in India). His department, Enterprise Data Warehouse, maintains data on all of SBC's customers (billings, calls, etc.) and is the largest commercial data warehouse in the world!

In the 1970's, Jerry met a lady named Jennie at the local drug store lunch counter. That initial conversation led to their marriage in 1976. Son Chris was born in 1977 followed by Jessica in 1980. Both of the children are now married. Chris and his wife, both IT people, are the proud parents of daughter Avery. Jessica and her husband are both teachers and live in Franklin.

Unfortunately, Jennie passed away in 2000, the victim of cancer. The Lord provides though. In 2002, Pam Jensen was transferred from her SBC job in Dallas-Ft. Worth to the office right next to Jerry's. Pam and Jerry have become close friends and happy lights have again returned to his eyes.

Jerry has always loved singing. He was in the 4th grade choir at School #68 as well as the Tech choir. He found our hobby and joined the chapter as a result of attending an AFA put on by the ***Speed Capitol Chorus***. He sang on the 1975 annual show and at International competitions in both Indianapolis in '75 and San Francisco in 1976. That '76 trip also served as his honeymoon with Jennie. Church and family obligations caused him to drop out in 1978. In 1997, he heard about the planned mass sing at Victory Field held as a part of the '97 International. He was thrilled to still remember the notes and words to the pole cat songs he sang there. As a result, he returned to the chapter in 1998. Since returning, he has served three years as Music VP and is now in his second year as Chapter President. He has sung in two quartets, ***Harmonizin*** and ***Smilin' Through***. He's a charter member of the Indiana Harmony Brigade and serves as Secretary for that group.

From the Editor's Desk

October 2011 THE BEAT

It takes a village...

Winning the 2011 International Bulletin Editor Contest was an extreme thrill, and I was pleased to bring this honor to our chapter. You know, one of the most important facets of an interesting and award-winning newsletter is having an active chapter that has much going on and much to report on, and that's CCS to a "T."

I included an article a few months back entitled "Why I Do It," which stated several reasons why this newsletter is important enough for me to spend my time on. It's not for the awards and accolades, but for meeting the need of communicating within the chapter and providing a historical document of our activities and goals.

I really enjoy including a variety of articles about our members, past and future chapter events, and activities within the district and Society, as well as craft articles, humor and background about the songs we sing. But none of this would be possible without all the people within the chapter who provide articles and photographs for each month's publication. Like everything else we do in this chapter, it's a team effort that brings us success, and I am so grateful to have such a great team for this newsletter. It truly does "take a village."

My newsletter team includes our chapter leaders—Gary Garitson, Duane Henry, John Robinson, Randy Freeman, Steve Cline, Dave Fouts, Tom Bradley and Garry Teixeira—plus regular contributors Lew Gillespie, Brad McAlexander, Patrick McAlexander, Greg Roembke and Keith Leavell. Thanks also to Larry Tolle, Tom and Marty Frank and Scott Hutchison for providing photographs for our newsletter and to Larry Anthony, who provides quality printing for our publication. Last, but definitely not least, thanks to my wife and proofreader, Pam Troxel, for all her support.

I would like to recognize Brad McAlexander, who has written our member bio feature "The Sound Corner" since March 2007, having taking it over from Bob Boehmer at that time. Over the past four years, Brad has provided over 30 member biographies (that's where I found Jerry's bio — SJ) to help us get to know the guys on the risers a little better. As life moves forward and priorities change, Brad has determined that he must step down from this post. Greg Roembke will take over the reins of "The Sound Corner" starting with the next issue of *The Beat*. Thanks for all your articles and support, Brad, and welcome, Greg—you've got some big shoes to fill!

Most Improved Bulletin

Robert Nicodern
Chicagoland West
Suburban, ILL
The Pitch



Way back in ancient history, well, 1983 to be exact, **Bob Nicodem** began his journey into the world of barber-shoppers. After some arm twisting and brow-beating, a fellow church choir member convinced Bob to attend a rehearsal of the **West Towns** chorus as they were preparing for International competition (coming up in about six weeks.) Within seconds, Bob was hooked. However, being a rather quiet and shy person, Bob was content to “hide” on the risers and didn’t step up to help run the chapter, and refused to consider quarteting.

Bob is currently the Manager of Information Systems at the Corey Steel Company in Cicero, Illinois where he has been since 1974, and deals with the user interface to data and software as well as the business processes needed to make sure things get done correctly and as efficiently as possible. In the mid 1990s, he went back to school to earn a bachelor’s degree in Computer Science and then a Master’s degree in computer networks, with many classes on rehearsal night. Basically, this meant he couldn’t sing with the chorus, a definite hardship.

When he returned to the chapter, he decided that he should step up and do his share to help run the chapter. In 2001 he became the assistant chapter secretary, and in 2002 took over that role, which he continues to hold. During that time it became apparent to Bob that the chapter needed some kind of written document to help the guys know what was coming up, what they needed to do or where and when to be for certain events. In 2007, Bob took it on himself and started publishing the “Information Bulletin,” a one to two page sheet that was printed and handed out to guys.

This “Information Bulletin” has morphed into the current newsletter, the “**Pitch**,” which is published weekly, posted to the chapter web site (www.WestTowns.org/Pitch.cfm) and several copies are printed for guys without email or easy internet access.

In the meantime, he’s also been in a couple of quartets and certainly enjoys getting out and performing and singing tenor in his current quartet **Note-Torius**. Fortunately, Eilyn, Bob’s wife of 35 years, has been very patient with all the time needed to put the newsletter out each week, in addition to chorus and quartet rehearsals. Few people would recognize Bob as the same shy, quiet guy who joined **West Towns** twenty-eight years ago.

ARTICLE PENDING

PROTY
Year-Long Activity
Bob Hall
Rogue Valley, OR



Answers to

Barbershop History Trivia Quiz

1. In the 1940 International Competition, the **Flatfoot Four** placed 1st, the **Kansas City Police Quartet** placed 4th, and the **New York Police Quartet** placed 5th.
2. Two. **Nightlife**, the 1996 quartet champs, also sang with the 1996 chorus champs, the **Masters of Harmony Chorus**. The 1978 quartet champs, the **Bluegrass Student Union**, also sang with the top ranked chorus of 1978, the **Thoroughbreds**.
3. Firstly, a swipe should not be confused with a glissando. They are not the same. A glissando is a seamless merging or sliding of pitches in a continuum of ascending or descending notes, one into the next. A swipe is when two or more notes (the more the merrier) are sung on a single syllable. Swipes can be phenomenally complex and go on and on. Perhaps the most impressive swipe in all of barbershop occurs on the word "die," in the tag of the famous rendition of "Goodbye Dixie Goodbye" by the **Dealer's Choice**. Check it out. It's an absolute mind blower.
4. To be a medalist, a quartet or chorus must place 2nd, 3rd, 4th or 5th in an international competition.
5. New Jersey's own **Garden State Quartet** placed 5th in the 1944 International, thus becoming the MAD's first medalist quartet. Then, in the 1946 internationals, this same quartet took the gold, thereby adding the distinction of being the MAD's first international quartet champion to its distinguished resume.

BLAST FROM THE PAST



IBC Chairman Dick Girvin, left, presented the 1980 International Bulletin Contest first-place award to Jerry Roland, co-editor of the Lancaster, Penn., *Red Rose Rag*. Roland accepted on behalf of himself and Bob Schellhamer, co-editor

Photo by Dick Stuart



PROTY
Single Event
Daniel Endy
Daniel.endy@gmail.com
 Philadelphia, PA

Daniel is an accomplished entrepreneur who has launched, co-founded, and advised many successful companies. His first company founded in 1995 which grew to over 200 employees in 5 years, was one of earliest and most successful web development companies. Other companies he has assisted have gone on to be acquired by PNC Bank and Dell. Daniel started in the software industry assisting banks and trust companies. He has since worked in many other industries including health care, mutual funds, and is currently working with renewable energy industry with companies leading the move to wind and solar power.

Daniel started singing as a youngster and starred in his High School production of *You're A Good Man, Charlie Brown*. In a twist on the usual story he was introduced to barbershop in 2005 by his son whose high school chorus was visited by a local quartet one day. Daniel visited the *Bryn Mawr Mainliners* that week. He has hardly missed a day since. He went on to become chapter President 2009 and 2010, and also served as General Chairman of the 2010 Convention in Philadelphia.

Using his technical skills Daniel built a special 2010 convention web site which helped promote the convention to the public and helped recruit the 300+ volunteers who helped make it such a rousing success. Daniel also worked closely with **Eric Herr** on promoting the 2010 convention with the local media. Together they landed numerous radio and TV interviews and convinced Mayor Michael Nutter to appear and address the attendees at the Harmony Foundation Presents show during the convention. Daniel offers his sincere thanks to his convention leadership team from the *Mainliners*, and to the many volunteers for all their help in making Philly 2010 a success.

Daniel and his wife Elyse have been married for 29 years and have two sons, Greg (23) and Brian (20). Daniel, Elyse, and Greg are all avid singers.



E-IBC
Jerry Daiker
JerryBBS@aol.com
 Louisville #1, KY
Starting Gate

Jerry has been a barbershopper for over 25 years. He began singing in grade school. He sang in church choirs, high school quartets, choruses, and mixed ensembles, winning awards at state level. He continued his interest in singing in a college choir at the University of Cincinnati. He was accepted at the Cincinnati Conservatory of Music but that plan fell through because of the lack of funds (it was a private school back then). Instead he had a 46 year career in electrical engineering, retiring in April of this year.

He has sung in church choirs throughout his life and he finally got interested in barbershop when his kids were in high school and college. Jerry's first chapter was Greensburg, Indiana, in the Cardinal District. When work got him back to his home town of Cincinnati he joined the Cincinnati *Delta Kings* chapter in JAD. He has been chapter secretary for about three years and VP of Music for two years. In 1994 Jerry attended Director's College and, when he returned, became assistant director for the DK chorus. Jerry has been active off and on in registered quartets throughout his barber shop career. Work took him away from Cincinnati, time and again. Jerry has been a member of *Dayton Metro*, JAD; *Orange Empire Chorus*, Orange County, California, FWD; *Hillsmen*, NED; Cincinnati, again; and now Louisville #1, *Thoroughbred Chorus*, Cardinal District, where he is editor of the chapter newsletter, "**The Starting Gate.**" When he was in the Northeast District he was awarded their "Bachelor of Harmony" which is based on training and experience.

Jerry won the PROBE award for the **Best Electronic Bulletin Editor** for 2010. He was recently asked to serve the role as PROBE. VP of Bulletin Editors. Jerry gives most of the credit for the PROBE award to his fellow chapter members who contributed excellent articles and to his wife, a professional freelance book editor who expertly picks-nits in the newsletters.

New editor for the
New Mexi-Chords
 Albuquerque, NM
Serenader
Chris Madigan
 replacing Arnold Cohen.
 Chris can be reached at
madigcjk@msn.com





Stephen is a former member of the Society's International Marketing Committee and a chapter bulletin editor. He has contributed articles to PROBEmotor in the past and has also taught numerous courses in Marketing & PR for COTS. In addition, he has served as the head of the Society's Leadership Task Force, was a member of the Society's Service Study Committee, and delivered a keynote address for the Society's Leadership Conference. More recently, he has conducted classes for Marketing & PR officers as well as Presidents at the Mid-Atlantic District's Leadership Academy. He teaches marketing, advertising, business writing, research, leadership and other courses at the college and university level.



COPING WITH "KILLER" COMMUNICATION

By: Stephen C. Rafe

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Have you ever dealt with killers? The kind that damage or destroy the potential creativity and initiative others are willing to put into a project? You know the type.

Some respond in ways that reveal their resistance to change. Some communicate a reluctance to experiment with new ideas. Some react to new ideas with blank stares. And some even identify themselves by their smirks, scowls and dagger-like stares.

Typically, however, idea "killers" may respond to a new idea with such comments as: "We've tried that before and it didn't work." "We've always done it that way" (meaning they oppose changing to a new way). Or, "We've never done it that way" (meaning that they want to maintain the status quo).

Over time, such individuals may have "proven" themselves right because they have associated the avoidance of risk with the avoidance of failure. So, to the extent that such an attitude has proven "right," their attitudes are reinforced. In the interest of avoiding conflict and controversy, other group members may go along with the "killers" rather than try something new or different.

So, sensing a lack of support, those who come up with creative and innovative ideas often back down. When that happens, their ideas for solving existing problems, preventing potential problems, or moving to higher positive levels, are stopped in their tracks.

At times, though, courageous people do defend their ideas. However, killers may respond with such pronouncements as: "That won't work." Or, "We tried that already." Rarely do they consider what might keep it from working, or how this effort might be different.

When faced with a persistent advocate for change, killers who have not been unable to squelch the novel concept may escalate. Frequently they will resort to labeling. "That's ridiculous," they might say -- casting judgment on both the idea and its proponent. And when that, too, doesn't destroy whatever remains of initiative and creativity, they may resort to credentialing themselves either by experience or longevity.

For instance, they might say with a head-shake: "In all my ___ years as a watch-winder for the President, I've never heard of anything like this." And if that, too, doesn't work, they may resort to threats such as: "Do that and I'm out of here."

When You're the Victim

If you're subjected to people like this, try these proven techniques:

Non-verbals

- Display confident posture. Stand tall and erect. Use positive eye contact. Neither shy away from Killers nor stare at them.
- Monitor your voice tones: A calm, well-modulated voice is best.
- Breathe regularly and deeply. Fullness of breath relaxes the mind and conveys control.

Content

- Make sure you do your homework: Killers almost always do theirs.
- Make sure they can't defeat you with facts.
- Find an area of the topic in which you can express understanding or agreement: "I understand that you tried this and it didn't work." "I agree that it's important for this project to succeed." Then go on to ask them to relate their previous experience. "Tell me what happened when you tried this before." Also, find out what it is, specifically, that they don't like about the proposal or idea. "It would be helpful to know what it is that concerns you in particular about this concept."
- Avoid using the word "Why" when you ask questions. For example, "Why do you want to change the process?" tends to put people on the defensive, cause them to feel challenged, or conclude that you expect them to justify themselves. Instead, you might ask: "How would changing the process help us _____?" Or, "What is it about the present process you feel needs changing?" Keep in mind that Killers often think in global terms and in black-and-white. Help them break through their all-or-nothing thought patterns to start considering possibilities, alternatives and compromises.

Cont. next page

Choices

If you are unable to help the Killer move away from his or her locked-in patterns, you still have choices. Any problem-solving situation has three components: The project, itself, the people involved, and the time factor. Consider which one is your highest priority and concern yourself with the impact your decision will have on all three. Thank the Killer for his or her input and the opportunity to consider the matter from their perspective. Then, decide -- and act.

Published with permission. Further reproduction of this piece in any manner is strictly prohibited by law. Stephen C. Rafe, president of Rapport Communications, is an internationally known author and consultant. His firm provides spokesperson training and other behavior-based communication services. He can be reached at:

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He also maintains a Yahoo Group exclusively for Chapter Leaders:

<http://groups.yahoo.com/group/ChapterLeadership>



Mary Ruth and Ray Ashcroft marvel at the mysterious appearance of the giant barberpole in front of their home

STEPHEN C. RAFE is committed to helping to keep our heritage alive for tomorrow's generations to enjoy. His motto is: "Here to promote and promulgate barbershop singing, not to just 'preserve' it like a jar of jam."

Society Level

When Stephen served on the Society's Marketing Committee, he was instrumental in developing the Dieringer study. He wrote/edited the Society's pattern-news-releases manual. He has also written an entire manual on chapter surveys, including the actual forms and how to analyze results. As a member of the Society's Service Study committee, he was involved in the establishment of Sing America and Sing Canada. He also headed the Society's Leadership Study Task Force and was the keynote speaker at the Society's International Leadership Forum in 1994. In addition, he delivered one of the Society's Honorary Barbershoppers of the Year, Jim Pike of the original "Lettermen," for the Society. Nearly a dozen of his articles on leadership and chapter development have been published in *The Harmonizer*. Stephen served as a faculty member of COTS for six years, starting when he had been a barbershopper for only a matter of weeks.

District Level

Stephen has also served as a faculty member at Harmony College-East for two years. His articles on leadership and communication have appeared in *Mid'l Antics* magazine. He served on the faculty of the District's Leadership Academy in 2010, conducting the Presidents' class at one school and the Marketing & PR class at another. He maintains contact with the Presidents through a Presidents Circle group he established online, providing guidance with leadership matters upon request.

Chapter Level

He founded, and served as the first president of, an award-winning chapter, and has held all chapter leadership positions except secretary and treasurer. He has been a chapter Barbershopper of the Year and has six Man-of-Note awards. He has sung with two registered quartets. He served as an At-Large Board Member of the then-new Germantown, MD, chapter helping them to organize their administrative efforts and sang bass with their *Harmony Express* chorus (M-AD's 2010 Southern Division, Plateau AA champions). Having moved his home and business, he now sings with the *Catoctones* chorus of the Frederick, MD, chapter where he began assisting with the organization's administrative and leadership efforts prior to becoming a member, singing with a quartet, and serving as a section leader.

When the president had to step down in February, 2011, Stephen was named president (on the same day that his membership transfer came through. (He had to step down four months later for health reasons.) He has also written an entire manual of chapter surveys and has coached several chapters on visions, missions, goals, and objectives.

Academic and Professional Level

Stephen holds a master's degree (1991) in Organizational Leadership and has completed approximately 2/3 of a doctoral program in that field. He teaches leadership, research, and communication courses at the graduate and undergraduate levels, has published numerous articles on this subject, and is completing a book manuscript titled "The Volunteer Leader's Guide to Leading Volunteers." Professionally, he has coached and counseled organizations' leaders during national and international crises. HarperBusiness has published three of his books on communications subjects and his methods appear in other authors' books, as well.

Guest Editorial

This editor expresses some thoughts I've had on publishing a newsletter in which anyone can have some input. In other words—I need you!

TRIBUTE TO OUR LEADERS AND STUFF

Penned by Jack Martin, editor
Sept 2011 *DOWN OUR WAY*,
Lake Lanier, GA chapter



Recently most of us filled out a survey indicating what we needed to spice up our meetings, giving everyone a good barber-shop experience. It's hard to please everyone, but a good effort was made. The results of the survey were responded to by our musical leaders almost immediately, with a change of meeting format and rehearsal techniques. The results were accepted with enthusiasm.

Also, there have been some comments made about the bulletin recently, feeling it is too long, often having duplicating articles regarding an activity, and articles about music that are beyond some of our members comprehension. I would like to address all of these concerns as follows:

I receive a large number of bulletins from around the Society. Their length is generally 10 to 14 pages; some as few as two pages and others as large as 22 pages. Editors and publishers try to squeeze as much useful information in their bulletin as they can, thereby keeping all abreast of what is going on. Most bulletins have articles written by every board member. That's something to die for!

About duplicate articles covering the same activity- everyone likes to see their work on display. When I receive two articles covering an activity, I cannot bring myself to discard one in favor of the other. When we have duplicate articles, each person seems to offer different aspects of their experiences. There is little overlooked and you get the benefit of varied observations as well as interesting copy.

If we were all educated in the way music is structured, I would say we don't need any musical education articles or what we refer to as "craft" in the barber-shop world. However, I am not sure we all are as well versed about our music structure as we could be (or should be, for that matter). If you have any questions or desire to improve your understanding of music structure, we have people who can help. I know that part of our charge is to educate!

Comments or constructive criticism is always welcome. Anything to make our bulletin better!

Do's and Don'ts from a first-timer at the BHS International Competition

by Doug Powers



- Don't sit on the main floor. The temporary seats don't have as much padding as the arena seats, and neither does my butt.
- Don't sit on the main floor if you're short. Your view of the stage will be blocked by an ex-linebacker.
- Don't miss the AIC show. You're guaranteed of seeing championship quality performances from every single group.
- Don't plan on eating at a normal time. The contests start at 10 a.m. and run through the lunch hour. If you get up late, your first meal will be around 3 p.m.
- Plan to hook up with friends and make sure you have everyone's cell phone number well in advance. It's easy to lose people in the crush of humanity.
- Look before you park. The garage on one side was \$15/day, while parking on the other side of the arena was \$10/day and just one street over was \$5/day.
- Don't worry if you're a few minutes late. You might miss the mike testers, but the actual competition doesn't begin for about 15 minutes after the posted time.
- Do remember to bring a sharp pencil or pen, so you can keep track of all the performers. There are way too many to recall—at least if you have the same kind of memory storage limitations that I do.
- Do make new friends. Everyone there is a barbershopper, and it is the most welcoming, open and trusting group you will ever meet.
- Do check out the Harmony Marketplace. You might actually want to buy something there, although I didn't.
- Do plan on staying up late. The impromptu tag sessions don't seem to begin until after 11 p.m.
- Do look for ways to stretch your dollars. Rather than pay \$4.50 for bottled water, go next door, buy a \$1.00 cup of coffee, throw out the coffee and fill it at the water fountain.
- Do stay close to the convention hotel. Staying with family or friends may be cheaper, but you miss half the fun.

One more side note: While the larger choruses had a decided advantage in terms of showmanship and volume, probably one third were the same size or smaller than we are. One group only had 17 members! Many sang traditional barber-shop standards—even Polecats, with little or no choreography! We can be every bit as good as they are—with just a little extra effort.



"Heck, This Ain't No Hobby"

By Herb Bayles, P.O. Box 231
Hermosa Beach, CA 90254



I get a little bit perturbed when I encounter a barbershopper speaking or writing of his participation in the Society's activities as his "hobby." Perhaps it's only a trivial matter of semantics, but to me the word "hobby" just doesn't do the job. "Hobby" brings to my mind pictures of some fellow patiently gluing stamps in an album, building ship models, daubing paints on a square of canvas; doing something to pass the time during the doldrums of the sports seasons or when it's too wet and cold to get out on the golf course.

To my way of thinking a "hobby" is an activity one turns to when the evening's TV log lists nothing but re-runs; something that provides an excuse to escape from the clamor of the kids; something to divert one for an hour or so from the tensions and cares of the workaday world we inhabit. In short, a "hobby" is something to pursue when it pleases and when it does not.

How can "hobby" describe the forces that cause four men to give up a full weekend, travel long distances from home, dine on rubber chicken and sleep on strange, lumpy beds - all for the dubious pleasure of singing a free, 20-minute concert to a rowdy crowd of conventioners who were expecting four go-go dancers?

How can "hobby" explain the chorus member who hitches the tired, old, family station wagon to the chapter's equipment trailer and dutifully plods across three states hauling risers, uniforms and chorus paraphernalia to the district competition, knowing full well that they're likely to finish last, again?

How can "hobby" begin to describe the anxiety suffered by the natural-born introvert who, when called upon to fill a sudden void in the front row of the chorus, conquers the tremors of voice and knees and convinces the audience that he is a seasoned performer?



This patient is a barbershopper. I prescribe one verse of "The Old Songs" every two hours."

It is just not fair to lump the ordinary "hobbyist" together with the barbershopper who endures the countless rehearsals, the harsh criticism from his friends, the humiliation of makeup, the silly costumes and finally the agonizing suspense, waiting to learn if his quartet has reached the finals of the novice quartet contest.

DICTIONARY PROVIDES ANSWER

What we need is another word that better describes why we do what we do! In search of such a word, I toyed for a while with **consecration** which my Webster's dictionary defines, in part, "to devote to a purpose with deep solemnity or dedication." Well, that's fairly close but it does sound a bit sanctimonious so I switched to **dedication**. Webster defines "dedication" as "self-sacrificing devotion" but cautions that it "implies investing with a solemn and sacred character." So okay, scratch "dedication." It simply wouldn't do at afterglows.

This left me with **devotion** and turning again to my dictionary I found the definition, "to center the attention or activities of oneself, applies chiefly to personal activity and suggests motives as impelling as a vow." Now that's more like it! Webster further defines "devotion" as "ardent love or affection" (right on!) and goes on to tell us that a **devotee** is "an ardent follower, supporter or enthusiast" (you bet).

So there it is, you "hobbyists!" I've found my word. And the next time a stranger stops me in a hotel hallway to ask, "What's with the funny clothes and all that glop on your face? Are you weird or something?" I'll hand him my card, neatly inscribed:

H.W. BAYLES

Devotee 1st Class

S.P.E .B.S.Q.S.A.

That ought to keep him quiet for a while!

NOV-DEC HARMONIZER, 1977

In addition to individual prizes, the top four quartets in a recent high school quartet contest in the Denver, Colorado area received a one-year subscription to the HARMONIZER for their school. Our thanks to Pete Hyland for the check covering the four subscriptions. We think this is a nice way to keep barbershopping alive throughout the year in these schools."

HARMONIZER, July August 1981, Leo Fobart, editor

PROBE Directs International Bulletin Contest

PROBE, the organization within the Society dedicated to improvement in our Public Relations and Chapter Bulletins, is conducting its first annual **Bulletin Contest** this year.

Taking a cue from several districts with successful bulletin contests "under their belts," PROBE, after devising a comprehensive judging system, will pass judgment on the best chapter bulletins from each district and announce the winner during the Boston Convention.

Chapter bulletin editors are urged to watch their district publication for additional details on the contest to be held in their district. A special handbook containing rules and guidelines for judges has been written. All district judges will be using the same judging procedures in selecting bulletins to be entered from their district in PROBE's International contest. A committee of three judges chaired by **Don Donahue**, 65 Mountain Ave., Cedar Knolls, New Jersey, will make their selection after May 1st, 1965 (deadline date for receipt of entries from districts).

HARMONIZER, MARCH-APRIL 1965

September 2011
Louisville, Kentucky
Thoroughbred Chapter

Jerry Daiker
PROBE VP of Bulletin Editors



The **Thoroughbred** chorus of Louisville, Kentucky were proud to be participants in two exciting events in the month of September. From August 30 through September 17 the **Thoroughbreds** sponsored the annual Gaslight Festival Karaoke Contest in Jeffersontown, Kentucky. The contest included three levels of competition: Adults, Teens, and Kids. The winner of the adult contest was presented with a \$1,000. prize. For more information see:

www.thoroughbreds.org/karaoke/about.htm



The **Thoroughbreds** also hosted a Family Entertainment Pavilion throughout the Gaslight Festival at Watterson Trail and Billtown Road in Jeffersontown. Food, beverages (beer and soft drinks),

a videogame trailer, face-painting, and bounce houses were available, along with a variety of bands, quartets, and other performers. At the end of the finals, held in our pavilion, the **Thoroughbreds** sang a few songs then invited the karaoke contest participants and other audience members to join us in a Guest

Night held September 19th.

On Thursday, Sept. 29th, the Louisville **Thoroughbreds**, along with the **Kentuckians** chorus of Lexington, KY, the **Kentucky Vocal Union** of Elizabethtown, KY, and the Master's Men, a 100 man chorus from Southeast Christian Church in Louisville sang for a Medal of Honor Convention held for the first time in Louisville, at the KFC Yum! Center.



The convention opening ceremonies, titled "A Tribute to American Valor," celebrated the 150th Anniversary of the Medal of Honor. Over 50 Medal of Honor recipients were expected to be there, as well as family members of recipients, and other veterans. For more information see:

www.2011cmohlouisville.org/



Guest editorial

It's going, going, gone!

By Ted May, Hamilton, Ohio



Purely fraternal organizations are disappearing in these times. Our society's approach to entertainment and spare time activity has changed. There are computer-based activities and the world wide web to search. Buying or renting CD's and DVD's make the old "boob tube" seem boring. Even radio has new twists and new satellite signals that make concert hall type sound easy to come by.

Society is less social, as individuals do not have to create their own fun. Singing around the piano and meetings in the neighborhood do not hold the allure that they once did. Individuals can pass time in the serenity of their homes, saving time and gasoline. There is less reason to create your own fun, when someone else can do it for you.

So what has the Barbershop Harmony Society done to combat this threat to our organization? We have super choruses. We have higher levels of performance expected of performers and the training to make it happen. The traditional chapter meeting night has seen its day and fewer chapters (except in smaller or more remote communities) can survive with the old-fashioned gatherings to just sing together. Several years ago, the Society eliminated several chapter leadership positions, as the number of those to lead has dwindled. Except in the super chapters (and often these groups are not chapters, but choruses) leadership teams are focused on chorus performance.

Many barbershop chapters have largely changed in order to survive this new wave of self-expression. Many purely fraternal organizations are failing, if they do not have something else to offer members, these organizations face a grim future. Our hobby still provides an outlet for creativity, it just demands more commitment from fewer people to get the job done. We look to younger singers as the future of our hobby. We must offer more than a place to gather and meet. We must change what we do and how we do it to attract these "kids."

There is a future for non-professional singing. There is an outlet for those, who would make their own music and entertainment. There is a way to survive, but the average Joe Barber-shopper wants more or he will find something else to do. Joe has changed and we must change with him or we won't survive.

Ted May is a past Program VP in two chapters and a Chapter Coach. Ted is a 31 year member of the Cincinnati **Delta Kings**, sings tenor in **Harmony Street** and the **OK Journeymen**, an experienced editor,





Storm Front Quartet's Master Class—2011

by Larry Robinson

On Saturday morning, July 9, 2011, in the Imperial Ballroom of the historic Meulbach Hotel (where OC Cash met Rupert Hall in the lobby in 1938; they formed a pickup quartet, and launched the Barbershop Harmony Society), the 2010 gold medal Quartet, **Storm Front**, conducted a Master's Class for Barbershoppers.

The BHS Director of Education, **Paul Wickenbach**, opened the session, and introduced the quartet: **Jeff Selano**, tenor; **Jim Clark**, lead; **Darin Drown**, baritone and **Syd Libsack**, bass. Each man had a hand-held mic, and Jim asked for questions from the audience.

Q:

How did you choose the name **Storm Front**?

A:

We had compiled a long list of potential names, which we worked through slowly. When we got to **Storm Front**, we decided since we were all fans of Billy Joel and the title of his song created a strong image . . . and that it didn't infer any particular style of music, so it became a unanimous choice.

Q:

How do you maintain a tonal center, through those long interruptions of non-singing time?

A:

Wow! We didn't know anyone thought we maintained a tonal center! (laughter) Actually, we rely quite a bit on our baritone, Darin's, ability to provide a pitch note. For example: during the "Four In A Car" set, the police car siren was the next note in the new key.

Q:

How do you choose your music?

A:

One of us will come up with a funny idea (such as singing both the male quar-

ter and the female solo to "*Lida Rose/Do I Love You?*" with the parts jumbled together, or four barbershoppers on a road trip). Then we say, "Darin, arrange that!"

Q:

How often do you rehearse?

A:

We're rehearsing right now. With two of us living in Denver, and two of us living in Atlanta, the only time we can get together is when we perform on chapter shows. Then we utilize every spare minute, from Friday to late Sunday night. We often ask our two primary coaches, **Chad Guyton** (*Four Voices*) and **Rick La Rosa** (*FRED*) to accompany us to shows.

Q:

Do you have day jobs?

A:

Our baritone, Darin, is a music teacher. His high school choirs travel all around the country, to much acclaim. (Actually, he's a super star with a crowd that isn't barbershop oriented.) Our bass, Syd, works for a financial credit institution. Our lead, Jim, also works in finance. Our tenor, Jeff, is a chiropractor and entrepreneur.

Q:

How do you keep your material fresh?

A:

Our type of spontaneous humor is funniest the first time you see/hear it. People keep saying, "Sing the Car Song again." But, they've already been surprised by the gags. So, when we get to the parts where the audience is supposed to laugh . . . they just sit there! So we are constantly trying to keep the material fresh and exciting, with varied success.

Q:

How long does it take to make a song contest ready?

A:

Sometimes, we're still making changes backstage. With the *Lida Rose* set, we spent quite a while putting it together. Our first actual performance of the set was just two weeks before contest and our second performance was on the contest stage!

Q:

You didn't start out as a comedy quartet. How/when did you decide to switch to comedy?

A:

From 2001 to 2007 we worked hard to follow the rules and do all those tricks that garner extra points and all it produced was stress, anger and disappointment. We were so rigid and uptight that we couldn't relax and sing. Finally, in 2007 we decided to change our focus from trying to impress the judges to having fun! We did the first set straight barbershop.

On the second set, we sang the first song straight then added comedy to the second song. Our third set was just silliness! Jeff wasn't in the quartet at the time, but he was present. He recalls seeing/judging their transition . . . and afterwards, he suggested that they quit comedy.

Q:

How did you pick Jeff as your new tenor?

A:

Jeff recalls that the audition went badly. He was the bass in *Riptide*, and hadn't sung tenor in a quartet. After the audition, Darin told him, "If you're willing to work, I can help you be a good tenor." So Darin took him under his wing and gave him drills and coaching . . .and still does, as needed.

Q:

During a performance, do you intentionally try to crack each other up?

A:

Absolutely. Do you know why the whole country tuned in to The Carol Burnett Show? To see Harvey Korman try not to laugh at Tim Conway's antics--and when he cracked up, **we loved it!** On the International stage, when we did the spoof of the Society logo by making a funny face, Jeff started giggling. You'd think we would let him regain his composure . . . but no! Jim moved right into his face, and tried to make him lose it completely--and the audience loved it!

Q:

What is your most difficult song, and what routine had the most pages of sheet music?

A:

The most difficult to perform was "*Lida Rose*," but it only had a couple of pages of music (because we sang it through twice "straight," then the chaotic part). But, then along came the Car set. That was about fifteen pages long, and then having to sing song after song, in key after key--that was tough! And paying the royalty on all those songs made it our most expensive set.

Note: The quartet had brought their families to the session and as time passed, the small children began to gather on the rug at the front of the stage. Unexpectedly, one of them, a four year old girl, raised her hand. Jeff noticed, and leaned down to let her ask her question into his mic.

Q:

In an exasperated tone . . . "*are you guys gonna sing another song?*" The crowd roared, and the quartet sang their final song.

Worth reprinting, read carefully please, thank you, SJ

Why join PROBE?

By Dick Girvin,
Secretary/Treasurer Emeritus

Ed. note: This article is a response to an e-mail as to why someone should join PROBE when much material is available on the PROBE website. J. Pettersen

Your question is a good one and I am copying the PROBE management with my answer. Your board asks why they should pay for your subscription when all the materials are available at no cost on the Website.

My response, and it is strictly personal, is that as an editor in our Society, I want to be known as a member of PROBE, the Most Influential Fraternity of the Society. I have been a member since 1980 and my rewards and those of my several chapters have far outweighed the annual cost of membership. Look at it this way: if you are a contributing journalist to your local newspaper, you read it with much more identity and interest than a mere patron that acquires the paper from the newsstand. I like to be a party to projects/programs that I support. I still buy a newspaper, even though I can get the NY Times et al. online at no cost.

Certainly the materials and membership in PROBE Mail are available to all and \$10 is \$10 (double from several years ago). However, I have always felt that "you get what you pay for...." and I am glad to feel a part of PROBE. The dues do more than print and mail the **PROBEMOTER**; however, that is a substantial cost.

The dues cover the costs of running (and plaques) provided for the IBC and PROTY. There was a hospitality room at

Portland where editors could gather and enjoy. While, most of this cost was subsidized by incoming president Bruce Anderson, there were other costs that were covered by our funds. The dues buy postage, etc. Our costs are presented to the Society annually and published in the annual report. If your board doesn't accept these values as germane to the job we try to do in communications, so be it. We understand. If they do, I would hope to see you renew for another year.

Success in not a single victory, but a series of a few victories repeated every day.
Dave Ramsey



Blast From The Past
Dick Stuart, left, presented Ray Heller with a plaque recognizing Heller's induction into the PROBE Hall of Honor.

Photo by Dick Stuart



George Scarbo, cartoonist for N.E.A., and member of Cleveland chapter says, "I've seen it happen this way."

FROM THE HARMONIZER

JULY/AUGUST HARMONOTES, TODD ANDERSON, BE, KANSAS CITY, MO — THANKS!

GIVING THEM THE "HOOK"

**Bob Heim, Nassau Mid-Island Chapter VP Marketing and Public Relations
(A Public Relations Practitioner For Close to 60 Years)**



Back in vaudeville days it was cries of "give 'em the hook" that meant that audiences were displeased with the performances on stage. For writers fighting to achieve media exposure when so much news competes for the attention of editors, the meaning is entirely different.

It's "the hook" (or in other words, the "grabber" or angle) that spells the difference between a "so what" response by editors, or a decision to slot material where media space is at a critical premium. We're not referring to breaking regional and global news that justifiably finds its daily way into print and electronic outlets (though even this material has to be picked from an astounding amount of input).

We speak of photos and story text relating to our barbershop chapters, for example, that hopefully rates exposure as well. It demands special effort. For smaller treatment, happily there are news sections that regularly report on events, recognize contribu-

tions to the community, "buy into" special campaigns intended to attract new members, show interest in our "Singing Valentine" program and annual show. In all cases, whether photo submission or text, the "hook" makes the difference.

In the case of feature stories, the "hook" or special angle becomes even more critical to achieve success. Using a "hook" is no different when you personally attempt to attract new members. Sure, singing four-part harmony is the prime reason for anyone to join our organization, but there are other motivations as well.

We are aware of them—great camaraderie, shared achievement, regular performances before enthusiastic audiences, community involvement, learning new music skills—and more. Our "hooks" are at the ready with special flyers, our web site and additional tools—motivators in your continued support of our chapter. Many thanks.



TOOSDAY TOONS Chiz Bell, editor Mid Island HARMONIZERS

BOB HEIM, OUR P.R. MAN, HAS BEEN BUSY

WANTED — HELPING HANDS: Nassau Mid-Island Chapter VP—Marketing and Public Relation as Bob Heim is shown in advance of launching his promotional campaign that seeks top of mind dedication in strengthening both the local chapter and the /Barbershop Harmony Society each and every day. With its tag line: **"Did You Contribute a Grain of Sand Today?"** the campaign observes that every new grain helps build a bigger "beach" for barbershopping. Every day, whatever way, It points out, it all adds up.

**EVERY New Grain of Sand Helps Build a Beach We Ask You to HELP Build OUR Beach
That We Call The Nassau Mid-Island Chapter - Barbershop Harmony Society**

Did you know? According to the University of Hawaii, there are seven quintillion five hundred quadrillion grains of sand on the beaches of the world. That's a 75 with 17 zeros following!

***Your grains of sand are significant to our Nassau Mid-Island Chapter.
We are grateful for your support.***

DID YOU CONTRIBUTE A FEW GRAINS OF SAND TODAY?



Jerry Daiker receiving the Cardinal District Electronic Bulletin Editor's Award for 2010 from Dave Duncan, Louisville chapter president
 July 2011 Starting Gate
 Jerry Daiker, BE



William J. Davidson
 April 21, 1919—June 28, 2011

All of us in the *Heart Of Florida* chapter that knew Bill Davidson will never forget him. He was always there, in the center of the front row, with a smile for everyone. He truly enjoyed barbershop music. He would appear many times during breaks wanting to sing one. I think he enjoyed singing tenor because he could never seem to find one near and would volunteer to "sing the "high part."

He was a member of the Society for some 65 years and wanted barbershop singing at his memorial service. It was held Saturday, July 9th, at 2 p.m. at the New Life Baptist Church in Leesburg, Minister Bob Watre, conducting.

The chorus sang "*It Is Well With My Soul*," "*A Gospel Medley*" and "*Let There Be Peace On Earth*." Last year Bill gave me quite a few pages of his memoirs of the earlier days in the Seneca Land District. I will continue to publish them. I'm sure he would want me to do that.

August 2011 *Heartbeat*
 Central Florida chapter, Elbie Ford, BE

PR Toolbox

PR for Dummies

R.F. Miller , JAD DVP-Marketing & PR



What is the purpose of public relations? The main goal of public relations is to enhance an organization or company's reputation. PR folks are able to present an organization, company or individual to the world in the best light. The role of public relations can be seen as a reputation protector. The world of today is extremely competitive. Competition for time is a consideration in most everything we do. Everyone has the same 24 hours in a day and it's what we choose to do with that time that dictates where we spend it.

Organizations need to have an edge that makes them stand out from the crowd, something that makes them more appealing and interesting to both the public and the media. This concept is especially true for the choruses in the Johnny Appleseed District. What is going to attract the attention of prospective members and help them make the commitment to spend a few of their 24 hours singing with barbershop.

Now it doesn't take a Public Relations Specialist to implement some PR tools to increase interest in our hobby. You've heard me say, more than once, that Marketing is Job One and that every member of the chapter is in the Marketing department. Well, the same is true for PR. That's why we call the position VP of Marketing and PR. They go together like peanut butter and jelly.

OK, how can you, as an individual member, improve the PR of your chapter? Let's start with your attitude. Is it a positive or negative attitude? By that I mean, are you a booster or a basher? Is your first inclination to find the best in a fellow singer, section or director or to be very quick to criticize? Be it positive or negative, it will carry outward to the general public. So develop a PMA (Positive Mental Attitude).

Next, when you talk to others not in the chorus, are you excited about your hobby? Remember we are competing for prospects time. The person you talk to can't help but form an opinion about your hobby based on your excitement and positive attitude. If we ever hope to get others to spend a portion of their time with us, then they will have to have a good feeling about barbershop in general and your chapter in particular. That's called branding.

Your positive attitude, outside of chapter meeting and chorus rehearsal, will go a long way to enhance your chapter's reputation and image. It's much like the saying "One vote doesn't make much difference." In this case, each and every individual is "mission critical" to the overall reputation and image of the chapter.

I don't believe that any of us like being around a negative person. So let's not be one if we want others, new to barbershop, to find out how much fun and fellowship we have each week. Go forth as a PR rep and present barbershopping in the best possible light. 🎵

**JAD CIDER
 PRESS, Jeff Ulrich, BE**

Wow!



Sometimes a picture does say it all
Grady Kerr visits Harmony Hall in Nashville to check out the archives! Tour begins in 5 minutes!

Into the Hall of Honor

PROBEmoter, Summer 2001, John Petterson, editor

From the editor's cauldron

By John Petterson

Just because they are being done that way over and over again neither makes it right or acceptable

There are two areas in the usage of our language that are being abused and it rankles me every time I see them — which is several times a day.

Bulletin editors have been lulled into complacency and lured into those two traps. I see the results of the slow evolution in many of the bulletins you send me.

The first deals with state/province postal abbreviations. I see the two-letter abbreviation literally everywhere — on the sides of truck, all kinds, local delivery vehicles and 14-wheelers from around North America. I fail to see why companies, and especially sign painters (who should know better), can't use proper abbreviation or spell out the state/province name. This laziness appears on billboards, store windows, TV commercials and news stories, chapter bulletins — everywhere!

Editors, use the correct spelling of states in your text and save the two-letter abbreviations for use where they belong — as part of an address.

The other is the expanding misuse of apostrophes. **Lloyd Davis** has railed on this point in previous issues of the *PROBEmoter*. Again, I see public misuse of apostrophes daily. Not only do store window signs advertise “New and Used TV’s and VCR’s,” the local TV weather guessers show the bands of temperatures in the “60’s, 70’s and 80’s.” The aforementioned are not possessives, so why are they being shown as possessive? The same misuse of apostrophes is found in many chapter bulletins.

For example, a bulletin article might go like this: “Next year’s show will feature music from the 30’s.” **Not right!**

Try one of these.

“Next year’s show will feature music from the ‘30s.”

“Next year’s show will feature 1930’s music.”

Notice in the second example that the year is not abbreviated. It is considered improper usage to use double apostrophes, e.g., ‘30’s music.

Pay attention to what’s happening around you and edit your articles accordingly. Don’t get drawn into the slacker’s way of doing things. Learn it correctly and do it correctly.

Another area that takes a hit is when the computer does the work and the editor doesn’t see what’s happening. For example, if you are going to shorten a phrase: “this ‘n that.” **WRONG!** First of all, notice the incorrect apostrophe in front of the “n” — it should be “n” — actually, it should read: “this ‘n’ that.” Correct it. Don’t let the computer tell you what’s right when *it* doesn’t know!



Manager of Communications Ray Heller, left, of the International staff, presented Bob McDermott with a plaque recognizing McDermott's 1992 induction into the PROBE Hall of Honor.

Photo by Dick Stuart



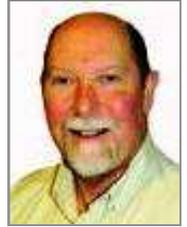
Blasts from the Past



Hall of Honor member Dick Stuart (right) presented Dick Girvin with a plaque recognizing Girvin's 1993 induction into the PROBE Hall of Honor.

Dick Stuart photo

Every Member an Ambassador!



Johnny Appleseed District



John Byerly
DVP - Marketing & PR

There is an **Alliance** afoot, and I'm not just talking about our JAD championship chorus. I'm referring to the inseparable link between **Membership** and **Marketing**.

We all know about the importance of "marketing for membership." We use all sorts of traditional marketing tools to reach out to potential chorus singers — radio spots, yard signs and bumper stickers, to name a few. But, what about "membership for marketing?"

We should also expect each member of our society to be a virtual member of his chapter's marketing team, and equip him with the tools he needs to be effective. I believe that, to successfully increase your chapter's penetration into new markets, you must outfit each member with the knowledge, tools, and confidence to talk about barbershop **every time he has an opportunity**.

Here are a few ideas that any chapter can implement immediately, at little or no cost, that will increase the probability of gaining access to new show patrons and members.

♪ Carry your music. I used to eat lunch by myself most days. Rather than sit at my desk, I would go to a local restaurant or park bench, and study my music between bites. Servers, restaurant managers, patrons and passersby would often ask what I was doing. What a great way to start a dialog about our hobby, invite them to our next show, or assess their interest in singing! Keep your music accessible at all times. It's a great conversation starter.

♪ Wear your chapter's logo. If you don't have a chapter shirt, jacket, hat, lapel pin, or some other form of wearable chorus identification, you should consider investing in some. I know of no better way to steer a conversation toward barbershopping than to have something on your person that begs to be discussed. Strangers look for things to talk about in first meetings. Give them what they're looking for.

♪ Use an "active" business card. Traditional business cards are "passive." You give one to your "target," and then hope that he has enough interest to respond to you at a later date. An "active" business card gives you a tool to gather basic information about the "target." Your chapter's Marketing VP or Membership VP can then follow up in person.

These are just a few ideas to get you started. If you would like to talk in person about creating Membership and Marketing Ambassadors in your chapter, please give me a call. My contact info is in the JAD Officer Directory on the inside page of every issue of *The Cider Press* as well as on our website. Your emails and phone calls are always welcome. ♪

Summer 2011 The Cider Press
Jeff Ulrich, editor

Below is a sample of a two-part "active" business card that is used by the Southern Gateway Chorus. The chorus member (known in Southern Gateway as a "Membership and Marketing Ambassador") writes the person's name and contact information on one half of the two-part card, then separates it at the perforated center — keeping the gathered information. The "target" person still gets his "passive" business card, but the chapter now has enough information about him to make an "active" contact.

BLAST FROM THE PAST



Outgoing PROBE VP-PR Jim Styer (right) presented Dr. John Sugg with awards as 1992 Public Relations Officer of the Year.

Dick Stuart photo

Visit Us Any Tuesday Evening
At Harmony Lodge, 7:00 p.m.
646 East Spaworth Ave.
Cincinnati, Ohio 45232

For more information about Southern Gateway, or to book a chorus or quartet performance, call us toll-free: 877-456C-INFO (877-474-2463) www.southerngateway.org

World-Class Barbershop Harmony!

Southern Gateway Chorus - Cincinnati Ohio

Instructions for Ambassadors

1. Fold this card in half and carry it with you wherever you go.
2. Write your name on the "Ambassador's Name" line.
3. When you meet someone who is interested in joining or hiring the chorus, have them fill out this half of the card, then detach it and give them the other half.
4. Give this half of the completed card to the Membership VP or Marketing VP at the next chapter meeting.

Tell Us A Little About You...

Name: _____

Phone: _____

I'm interested in: Singing with Southern Gateway
 Hiring Southern Gateway Hiring a Quartet

Ambassador's Name: _____

"Winter Wonderland"

Music by Felix Bernard
Lyrics by Dick Smith -- 1934

"Winter Wonderland" was by far the best effort of lyricist Richard B. Smith (1901-1935) and of composer Felix Bernard (1897-1944). Ironically, neither man had the opportunity to savor the sweet rewards of their 1934 song. Dick Smith died the very next year, and Felix Bernard did not live much longer, passing away about ten years later, in 1944.

Felix Bernard, was born in Brooklyn, NY, in 1897. His father was a professional violinist and he took up the piano, later performing on the vaudeville circuit as a tap dancer. Bernard, the composer of "Winter Wonderland" also co-wrote the melody of the 1919 hit, "Dardanella" (the recording by Ben Selvin's Novelty Orchestra is believed to be the first record in history to sell one million copies).

Fifteen years later, in 1934, he teamed up with lyricist, Dick Smith to write "Winter Wonderland," which was an immediate hit for Guy Lombardo and His Royal Canadians Orchestra during the 1934 holiday season. The Guy Lombardo recording of "Winter Wonderland" reached the number two position on the Hit Parade.

Then, in 1946 (two years after Bernard's death), rival recordings were made by Perry Como and The Andrews Sisters (backed by Guy Lombardo) which established the bubbly tune as a Yuletide favorite.



Photo by Bob Heim

"SHOP TALK: Jeanette Donohue, Community Activities Coordinator with the Syosset Public Library, was on hand to welcome Musical Director **Maurice Debar**, members of the *Long Island Harmonizers* Chorus and two of its quartets for an hour of entertainment for some 150 library patrons. Here, Donohue and Debar take a moment to discuss the program before its presentation in the library's superb auditorium.



BLAST FROM THE PAST



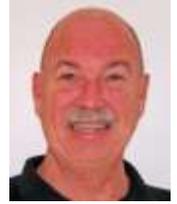
Buddy Myers (at left), winner of the 1989 International Bulletin Contest, will share the traveling trophy he holds with co-editor Fred Eckman. Gene Hartzler, chairman of the IBC, displays the individual awards.

Rules for Correct Spelling, Grammar and Usage

1. Don't abbrev.
2. Check to see if you any words out.
3. Be carefully to use adjectives and adverbs correct.
4. About sentence fragments.
5. When dangling, don't use participles.
6. Don't use no double negatives.
7. Each pronoun agrees with their antecedent.
8. Just between You and i, case is important.
9. Join clauses good, like a conjunction should.
10. Don't use commas, that aren't necessary.
11. Its important to use apostrophe's right.
12. It's better not to unnecessarily split an infinitive.
13. Never leave a transitive verb lay there without an object.
14. Only Proper Nouns should be capitalized.
15. a sentence should begin with a capital and end with a period
16. Use hyphens in compound-words, not just in any twoword phrase.
17. In letters compositions reports and things like that we use commas to keep a string of items apart.
18. Watch out for irregular verbs which have crept into our language.
19. Verbs has to agree with their subjects.
20. Avoid unnecessary redundancy.
21. A writer mustn't shift your point of view.
22. Don't write a run-on sentence you've got to punctuate it.
23. A preposition isn't a good thing to end a sentence with.
24. Avoid clichés like the plague.
25. Correct spelling is of the utmost importance. Be carefull. Use your dictionary.
26. And one last aggravated assault on the language. It is wrong to say a twenty-five year birthday, why is it correct to say a twenty-five year anniversary? If you said either is correct, you must stay after school every day for the ret of your life.

Mr. Editor, What Are You Trying To Do?

Written by Tom Pearce, Arlington, Texas



Do you sometimes wonder why you put in hours of work at your computer every week or month to write your bulletin or newsletter? The surface answers are simple: Your chapter has asked you to do this job, you have accepted it, and you like to write. Few other chapter members care exactly how you put your bulletin together or why you do it at all. Few tell you they appreciate your work or product, or offer advice. Very few write words for your bulletin. Your elected chapter officers are relieved that there's a bulletin at all and that they don't have to produce it. Yes, it's up to you and you alone, once you accept the job of bulletin editor, to imagine and invent, create and compose, publish and produce.

What are you trying to do? Your job is communication. Much of what you communicate is already known by many chapter members, so your job includes organizing information for your readers. This is a little like making a neat stack from a pile of bricks. Few of your chapter members realize it, but you, Mr. Editor, are the only one doing this week to week, month to month.

“You're at least one jump ahead of most chapter members in future planning, often ahead of even the leaders elected to run the chapter.”

Lists you make of events, dates, songs, numbers of people here, there, and everywhere, and of dollars, are vital to chapter organization. Words in bits, pieces, sentences, and paragraphs help your readers understand what you list. You employ visual organization as another tool to organize your information, to help your readers.

You realize that your job is communication of information primarily, not entertainment, not salesmanship. You try to tell your readers about chapter events past, present, and future. You remind them of ongoing chapter operations and those that come and go less regularly. You're at least one jump ahead of most chapter members in future planning, often ahead of even the leaders elected to run the chapter.

And you're the only chapter member who communicates with all chapter family members at the same time, every week of month; you keep the wives in the chapter loop. You're a very important guy.

No detail is too small for you to miss. You ask more questions than anyone else in the chapter. You get your notes and lists of information from disparate sources and regular times and odd times, in writing and orally, and you remember. You attend board meetings to hear discussions as they unfold, to get the sense of those present on whatever issue is at hand.

You remember that we all learn more when we listen than when we speak, so you listen a lot. You find patterns quickly, where others may not. You stack the bricks because you like doing that, and you like presenting your knowledge in neat packages to others, for their use.

Preparing your bulletin or newsletter you keep in mind at all times that your goal is to produce something always both accurate and elegant. You proofread your bulletin carefully and slowly, without distraction, and you find and correct errors that surprise you when you find them. You are far more critical than others of your work; you want it perfect. You double-check mundane details of times, addresses, spelling of names, song lists, many other items. You know that your credibility rests on accuracy.

You use journalistic writing in your prose, get to the point, include some clever expressions now and then, write words that are fun to read, for you want your readers to enjoy this bulletin as your words and numbers fill their heads with the information you (and others) want them to have. You make your bulletin or newsletter so reliable, so accurate, and so elegant, that it is regarded as a pillar of the chapter house.

Since you love learning, you readily, eagerly learn from other publications, of all types, what looks good to you, and what reads well and easily. You study your daily newspaper, even unconsciously, and magazines, flyers, pamphlets, everything in writing. You absorb page layout and design ideas, column visual features, and ideas for effective use of words, numbers, and lines on the page.

When you see bulletins and newsletters from other chapters you appreciate the most effective achievements in accuracy and elegance, and think how you could improve some less effective elements. You ask others, especially your wife, what elements of design and language appeal to them in certain situations, and why. You look for improvement in your work at every opportunity.

You have such pride in your work that you want every mark on your pages to mean something to your readers. And you know how vital your work is to chapter operations, so you want to get it right, every time. You have reached complete interdependency with your chapter: Your fellow chapter members need and rely on you, and you need and rely on them.

So stack the bricks, Mr. Editor! Make 'em perfect. Make printed order out of oral chaos! Tell your chapter what's happened, what's happening now, and what's going to happen. Do it with accuracy and elegance. And remember there are no rules in life, just guidelines.

Tom Pearce, PolecatBass@aol.com
was editor of **KeyNotes**, weekly
newsletter of the Arlington, TX chapter
Now retired and living in Virginia





PROBE Membership Form



NOTE: * indicates required field

First Name: * _____ M.I.: _____ Last Name: * _____

Address1 * _____

Address2: _____

City: * _____ State: * _____ Zip: * _____

Home phone: _____ Work phone: _____

Cell Phone: _____ Email: * _____

Society Member #: * _____ Chapter # (if known): _____

Chapter: * _____ District: * _____

Chapter Bulletin Name: _____ Current Position: _____
(if Editor)

Offices: _____

PROBE Member Since: _____

Dues are still just \$10 per year

Make check payable to PROBE and send to:

PROBE Secretary

Lowell Shank

2413 Stonebridge Lane
Bowling Green, KY 42101

(270) 202-0515

Lowell.Shank@wku.edu

PROBEmoter Editor

Steven Jackson

215 Cheyenne Street Lot 18

Golden, CO 80403

(720) 389-8739

sjjbullead@comcast.net



NEXT DEADLINE IS DEC 29TH AFTER CHRISTMAS, THANKS!

Those not on email will receive a printed copy of the **PROBEmoter**. Membership in PROBE is open to all. Payable by individuals or chapters, dues are \$10.00 per year. Please send to

PROBE Secretary

Lowell Shank

2413 Stonebridge Lane

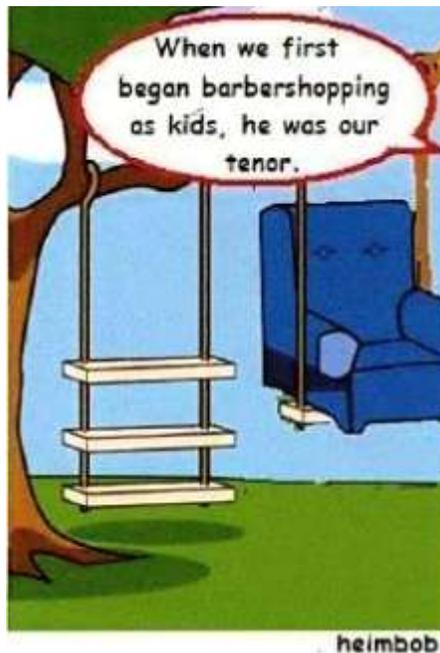
Bowling Green, KY 42101

(270) 202-0515

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harmonize.com/probe



From the Editor

I've been seeing cartoons pop up from time to time in the bulletins about music or barbershopping that came out of a magazine or newspaper. For example: the Shoe piece (by Jeff MacNelly):

*"Bad things always come in threes.
Well, if that's true, how do you explain
barbershop quartets?"*

Please be aware of the copyrights involved and think twice about running that cartoon if you have NOT received permission to do so — thanks!

Steve Jackson, editor

PROBE NEEDS YOU!
Volunteer to give something back
IT FEELS GOOD!