



VOLUME 5, Issue 1
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2003 OFFICERS

President

Richard Kacvinski

Past President

Richard Taylor

Exec VP Chapter

Development

Art Cole

VP Marketing

Jack Gardner

VP Membership

Lee B. Roth

VP Music & Performances

Michael W. Fordice, PhD

VP Programming

Ed Kunkle

Secretary

Barry Liefer

Treasurer

Richard Cornelison

Board Members

Chris Fordice
Charlie Mohr
Tom Moriano
Murray Natkie
Ron Roth

Director

Don Reckenbeil

(continued on page 5)

HUNTERDON HARMONIZER 2003 SCHEDULE

make sure to confirm your commitment to performances (sign-up sheets)

Regular scheduled Chapter Rehearsal/Meeting, Tuesdays			Elks	7:30 pm
Tues	Feb 11	Rehearsal Taping	Elks	7:30 pm
Weds	Feb 12	Valentine Performances		
Thurs	Feb 13	Valentine Performances		
Fri	Feb 14	Valentine Performances— ALL NEEDED		
Sat	Feb 15	Valentine Performances		
Sat	Feb 22	3-hour coaching	TBA	TBA
Tues	March 11	Rehearsal Video Taping	Elks	7:30 pm
Sat	March 22	Coaching	TBA	TBA
Tues	March 25	Contest Chorus Selected	Elks	7:30 pm
Sat	April 26	Coaching Contest Chorus	TBA	TBA
Sat-Sun	May 2-3	Division Contest	Bridgewater	
Mon	May 26	Memorial Day Parade	Flemington	
Fri-Sun	June 12-14	Harmony College East	Salisbury, MD	
Thurs	June 26	County Park Performance	Deer Path Park	TBA
Tues-Sat	July 1-5	International Convention	Monteal, Canada	

BOTY & ROTY AWARDS FOR 2002!

The Hunterdon Harmonizer Barbershopper-of-the-Year committee has the important and positive task of looking back over the year passed and selecting a barbershopper who has gone "above and beyond" in making our chapter and our hobby something special. It's always a tough decision, but usually there's one member whose head shines above all of our chapter's workers. This year, the BOTY committee, which is made up of all the past/active BOTY recipients, was please to recognize **Ed Kunkle** as the HH BOTY for 2002. Ed was our music VP in 2002 and he



Lee Roth presenting Ed Kunkle with BOTY award.

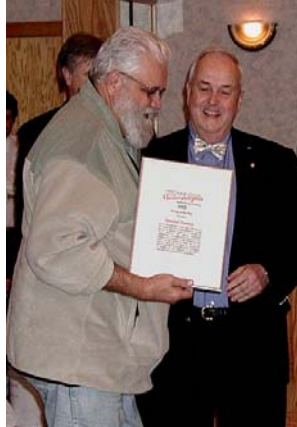
excelled in making sure our music program was on track: Music committee management (!?!), tapes and music

(continued on page 2)

distribution, quartet promotion, and a lot of show support. Ed's selection was unanimously applauded by our HH family. Thanks for your dedication, Ed!

The BOTY committee also has the opportunity to recognize special contributions to the chapter whenever they occur—not being annual awards like the BOTY. A few years ago, **Lee Roth's** rookie season was the inspiration for creating a Rookie-of-the-Year award.

This year we had the privilege to present this award to another "new guy," **Mike Fordice**. Mike's musical, magical, and web-master contributions added so much good feeling to our chapter year, that this award had to be repeated. Yes, Virginia, there is a Santa Claus, and he wants to be like Mike!



Mike receives ROTY award from another ROTY, Lee Roth.

Installation Dinner

What a great night we had at the Mountain View Chalet for our 2003 Installation dinner! A Great opportunity to say "thank you" to the hearts of our Harmonizers. It was our pleasure to applaud the really significant contributions made by **Sharon Cole, Carol McKeivitt, Linda Williams, and Vida Allworthy**, in managing, dressing, pressing, and expressing our chapter. Our recognition of these four ladies was also extended to all of our wives, significant others, and family members, who have put in the time, effort, and tolerance it has taken to make 2002 the great year it was.

The officers for 2003 were installed in parody style by **Rusty Williams**, Assistant Director. A sample (because I couldn't fit it all in) is shown below.

Rich Kacvinski, President:

Master of the house, leader of the pack
Everyone can welcome Rich Kacvinski back
...Everybody's choice for leader, our choice until he gets it right ...

Rich Taylor, Past President:

Here is to our pasture president ... applause,
applause!
He changed his name, we treat him the same...
We'd never be cruel to Rich, Dick, or Yul ...
Applause, applause, for our pasture president.

Art Cole, Executive VP Chapter Development:

He will harry Ed and Lee if ever they are reticent
They will hear him moan and groan and make
strange sounds into the phone
But they won't worry, it's well known, he's only
singing baritone.

Mike Fordice, VP Music & Performances:

Don says staccato and accelerando
Rich wants legato with diminuendo,
Sforzando, piano, andante, Nintendo
A musical motley mob, "Thank you for taking this
job!"

Lee Roth, VP Membership:

If a picture paints a thousand words, then Lee's the
man we need
'cause if the photo's gone, he has the words to
carry on,
He'll eulogize, the image's demise, bit by painful
bit. We'll sit ... and sit...

Jack Gardner, VP Marketing:

...Jack's our fearless publicist, he's great with PR
But putting up a billboard might be going too far ...
But here's the worst of all ... our faces on Art's Post
Office wall!

Ed Kunkel, VP Programming:

It's late, it's late, the program's running late
We need the PVP to see, we're late, we're late,
we're late
Don took, too long, repairing what was wrong
No time to do quartet tonight, a trio 'cause we're
late ...

Barry Leifer, Secretary (missed his installation):

Someone made a motion and then there was a 2nd
Come on Barry, write down that locomotion ...

Rich Cornelison, Treasurer:

...really a shame he'll have to change his name
We just can't keep a treasurer who's Rich.

Murray Natkie, Chris Fordice, Charlie Mohr, Ron Roth, and Tom Mariano, Board members:

Mariano, Fordice, Mohr, with Roth and Murray
Natkie
With two leads we're guaranteed they'll never sing
a flat key...

A monumental thank you was presented to our director (a.k.a. managerial elf), **Don Reckenbiel**, and an exciting performance from *Scarred for Life*: they were GREAT!!! We dined and danced our way into 2003!



Rich & Linda at the Installation Dinner.

MESSAGE FROM THE PRESIDENT

Happy New Year to All:

We have been off for a while but now is the time to get back in the groove. With the holiday season behind us, let's focus on the New Year and at the first meeting introduce a

new contest number. Our New Program VP has us getting into a routine that will bring something new each week. There will be time for quarteting and getting ready for a new show tune, as well as brushing up on the old one. The music team will be very busy getting both our new show tune and our holiday show tune for 2003 recorded on learning tapes.

Our installation dinner/dance this year was held at the Mountain View Chalet. It was a great success and what an installation! Never have I heard one done with such class and IN-TUNE. The installing officer was none other than

our talented **Rusty Williams**, a man who has a way with words. I would like to thank him, along with "the man," **Rich Taylor**, for chairing and seeing that the evening went through smoothly. THANKS guys!

This year will be a busy program with us preparing for contest, the 2nd phase of the CD recording, performances, and the chorus heading to Salisbury, MD, for an education on how to improve our craft. (See our schedule of events in this newsletter).

Our first board meeting will be on January 20 at 91 Main Street in Flemington at 8:00 p.m. sharp. All officers are expected to be there and others are welcome.

Congratulations to **Ed Kunkle**, our "Barbershopper of the Year" and "Rookie" **Mike Fordice**.

Don't forget to schedule time off on February 14 (Friday) for Singing Valentines. Let **Charlie Mohr** know if and when you are available.

That's it for now.

Chord-ially,
Richard Kacvinski

SINGING VALENTINES

by Charlie Mohr, committee co-chair

A big thank-you goes out to the first 8 guys who turned in the "Singing Valentine Sign-up Sheet" on Tuesday.

This is a reminder for the rest of you to PLEASE!! have yours ready if you haven't already given it to me. Here's the information I need:

Name

Part(s) that you can sing

When are you available?

- Wed, Feb 12 __a.m. __p.m. __evening
- Thurs, Feb 13 __a.m. __p.m. __evening
- Fri, Feb 14 __a.m. __p.m. __evening
- Sat, Feb 15 __a.m. __p.m. __evening

You can e-mail me at cnmohr@rcn.com.

This is important! We need you to help make our annual "Singing Valentines" a success, especially on Friday, Valentine's Day. As many of you as possible should get that day off from work.

Sign up now!



IN-TUNE MAILBOX

Email received from Greg Jones:

Re: In Tune for December
Hi Linda!

Thank you for the Newsletter. It was informative and fun to read. I would like to wish all the Harmonizers a happy new year and keep having FUN!!!! ... keep up the great work and keep singing.

Singing for joy and friendship,

Greg Jones

Letter received from Donald D. Perry:

Dear Harmonizers:

This note of thanks and appreciation for all the fun I had in your midst is long overdue. First of all, I want to acknowledge the birthday card you sent me last June on the occasion of my 80th year on this planet. Also, I want to explain my inability to continue in this most enjoyable pastime of barbershop singing.

My spinal surgery in 1998 has left me with weakened limbs, so that (1) I can't drive and (2) it is difficult for me to stand or sit for lengthy periods. Nevertheless, I intend to try to get to a rehearsal in the near future.

(continued on page 4)



IN-TUNE MAILBOX *(continued)*

Although I have not renewed by national membership, I appreciate continuing to receive the Harmonizer Bulletin [In Tune].

Thanks again for everything, and I hope to see you soon.

Best regards,

Don Perry

... Hello from Ed Hoiler (from Flemington Shop-Rite)

He's doing well and hanging out with a dozen wizened barbershoppers in the Poconos. Tell us about it, Ed.



**WHY
“MARKETING”
ANYWAY?**

by Jack Gardner, VP
Marketing

When I was asked to take responsibility for PR this year, I agreed on one condition: that the position would be Director of Marketing. But Marketing

and PR is the same thing, right? Wrong! Public Relations is all about presenting your organization in the right way to your audience and telling them about what you are doing. Marketing includes the PR function, but it also includes a lot more. Some people think marketing means selling. Others think of it as advertising. Others believe it is the planning that goes on to make us buy things we didn't realize we needed. All are partly correct.

One expert has likened marketing to a road map. It tells you the best way to get to where you are going, and gives you options to change direction after you are under way. But a road map is useless until you know where you are starting from, and where you want to end up. Once these points are established, it's up to marketing to set the route. Another expert has described marketing as the engine that drives the train. It consumes fuel, transforms that into energy, and carries the entire train forward to its destination.

These are colorful metaphors, but what does all this have to do with the Hunterdon Harmonizers in 2003? This year (for the first time) we are developing a marketing plan (roadmap) to show what marketing steps

are needed to achieve our destination. The first steps were to define where we are starting from and where we want to go. This was done at planning sessions in November and December. There's now a description of who the HH are, what makes us unique, and what we want to achieve. (More about these goals and objectives will be covered later.)

For now, let's assume that we have established three objectives for HH in 2003.

1. Increase net membership by 20 men.
2. Improve singing score from a C+ to a B- level.
3. Bring in performance and related revenues of \$35,000.

Now it's time to create the roadmap (marketing plan). This plan will chart the activities, milestones, and review points along the way. It's tied to the planning calendar. It identifies the resources required to achieve these objectives. Let's look at our first activity (milestone): Singing Valentines.

Here is how Singing Valentines can contribute to the HH's three objectives.

1. By bringing 2 new men into the chorus.
2. By improving vowel targets by drilling on the two valentine songs.
3. By achieving revenues of \$3500.

If these Singing Valentine objectives are met, we would be 10% of way to meeting our objectives for 2003. Not bad: 10% of the way in 10% of the year.

Now it's time for marketing to figure out how to do it. This year's marketing program for Singing Valentines is to do a mailing to all 'valentine' purchasers from previous year. This letter will offer them a bonus to sign up early, and provide them with an incentive to give us the name of a man who likes to sing. The goal is to get 30 orders, and the names of 10 prospects. The second part of the program is to create a new PR piece about the event, and get it in the hands of newspapers, radio and TV stations. The third element is to provide each HH with posters to place in key locations. Goal: 70 more orders.

This brings us to the next important point. Marketing is useless unless it is executed. The best roadmaps that AAA can provide can't get you there until you get in the car and step on the gas. For a marketing plan to succeed, it requires the effort and support of every

(continued on page 5)

WHY “MARKETING” ANYWAY? (continued)

Harmonizer. People involved in Membership need to follow up with the prospects identified, get them to our rehearsals, and make sure they come back. The Music Team will work hard to get these prospects singing correctly, and drill us on our vowel targets. The Singing Valentine event co-chairmen will do all that's required to schedule, staff, and execute each part of the event plan. Each Harmonizer will be asked to participate in some way to the success of this event.

Okay. That's a little about marketing and how it could work for the Harmonizers.

Let's use the Singing Valentines as an example of how we can reach our goals for 2003. This is a team effort, so let's all “carry our part”!

NEW OFFICER POSITION FOR 2003

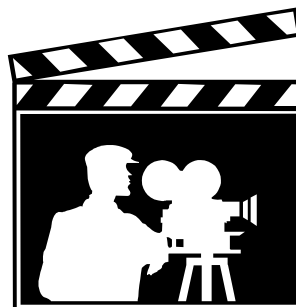
by Art Cole, Executive VP Chapter Development

That title sure is a mouth full, isn't it? Let me open your minds to the job you've voted me into. For the most part it is my responsibility to make sure the chorus stays on track with its programming, marketing, and membership goals for 2003. Those areas of concern are being handled by an excellent group of men this year, so we should have a very productive year.

The major goal for this chapter is to increase its membership over the next several years. We can do this if we work as a team. Remember, there is no “I” in “team.” As the newly-elected Executive Vice President of Chapter Development, I have been given the task to define the vision for this chorus for the next 3 years. Here's what's important for 2003: we *must* commit to learning our music and we *must* invite and tell others about our truly unique American style of music.

We can all make our guests feel more welcome by making sure that during breaks they are not left standing by themselves. Get involved! Talk to them and ask them if they are enjoying themselves. Remember to invite them back next week. If we can all commit to help this chorus grow in numbers (that in turn become voices) we will see our scores climb from a C-level to a possible A-level. If we commit to this goal the chorus will be on a path that could put us once again on the international stage. Over the next three years, I'd like to see us become a “large chorus” once again.

As members of the Hunterdon Harmonizers, you have your Members-at-Large as your voices at Board Meetings, but I'm asking you to help me in my newly-appointed position. With your help we can make Hunterdon the chorus everyone's talking about!



From the Director's Chair

THE YEAR IN REVIEW

by Don Reckenbeil, Director

How would you characterize the music program for 2002 in the **Hunterdon Harmonizers** organization? To me it seemed like a year of benchmarking. That is, helping to set a standard for ourselves against which we can measure our success going forward—which, of course, is what the “Journey” is all about.

First, we were back on track competitively. In the Divisional Contest, we qualified for District competition, vowing to thrill our audience there with solid barbershop entertainment. And the NERDS did not fail—we really set the house on fire!! We also set a rank-order level for ourselves which was our best in 4 years. In 2003 we mean to exceed this.

Second, we set down four new tracks toward our “Inspirational CD” project, picking up expert coaching along the way. In 2003, we mean to exceed this number of tracks as well as boost our sound quality.

Third, we learned eight new songs—4 for the general repertoire, and 4 for our Christmas repertoire, all with good quality. In 2003, we mean to increase the speed of learning, as well as the quality of our notes and words.

Finally, we created our most spectacular Holiday Harmony Show to date with the magic of “The Great

(continued on page 6)

FROM THE DIRECTOR'S CHAIR (continued)

Santa Claus Kidnap Caper.” What fun we had putting this show together! In 2003, we mean to exceed our goal of 45 participating HH performers and amassing an audience of at least 1,000 people.

Welcome to 2003! Look forward to more rigorous learning tools, schedules, and coaching that will help us all be more efficient in our hobby. The faster we can learn, the more we can learn, and the better we will become!



A REMINDER: HOW TO LEARN YOUR MUSIC QUICKLY

Here are some simple, yet effective, steps you can take to help you learn your music quickly:

Bring a mechanical pencil (not a pen) to every chapter meeting and mark your music with the director's musical observations. A mechanical pencil does not need to be sharpened and errors or changes can be erased. Notations on your music will help you to remember what the director wants you to do when you work on your music at home. (You DO work on your music at home, don't you?)

Use your learning tape all the time. This means listening to it and singing along with it while driving to work, to the store, to church, or to a chapter meeting. Use it so often that it needs to be replaced. And when you use it, get in the habit of rewinding it to repeat a problem area in the music over and over. The more you repeat a difficult passage, the easier it will be to do it correctly the next time.

Pay attention and be quiet at rehearsals. In case you haven't noticed, there is far too much talking every time the director stops waving his arms. Don't talk as soon as you stop singing. LISTEN! If you stop talking and listen during rehearsal, most of your questions will be answered before you ask them.

Immediately memorize the words and the story they tell before working on the notes. It is important for you to know all the words so that everyone sings them together. When you don't know the words to a song, you are always slightly behind everyone else who does know them. This causes the synchronization errors that the judges always talk about. If you don't know the story the words are trying to tell, how can you expect to put on the correct expressions that will convey that story to the audience?

Don't leave early. When you leave early, you fall behind those who stay. Then, you have to catch up the next week and that slows everyone else down. If you must leave early, plan on working that much harder during the week so you don't become a burden to those who stayed to learn more. Call your section leaders with any questions you have about the music. They are called "Section Leaders" for a reason. They are there to help you.

Bring a tape recorder to the chapter meeting. Your personal tape recorder is the best way to get a learning tape of new music long before the official learning tape is ready. Bring the tape recorder, tape the new music or the parts you are having trouble with, then use it every day to learn your music. It is apparent that too many chorus members are not working on their music at home. This causes the director to have to spend precious time teaching you the words and notes. That is a tremendous waste of his time and yours. Think about it—you are paying him money to do something you should be doing at home! He should be teaching you how to sing better, interpret the songs we sing, and perform them to the best of your ability. If you learn the music at home between chorus rehearsals, we can move along and get to the really fun stuff much sooner. It is not nearly as much fun to learn words and notes as it is to work on interpretation and practice performing a song. So let's get past the hard part as fast as we can and get on to the fun stuff. It's up to you to do the first part.

Written by Nick Papageorge for the Whittier Choralaires, "SHOWCASE"



CRAFT CORNER

by George Schwerdt, Assistant Director

Warming Up is **not** just a seasonal thing. It's more on our minds this time of year, but it's a necessity **all** the time. A 2-½ hour rehearsal is the equivalent of a vocal marathon and should not be attempted without proper preparation. As you're driving to rehearsal, HUM something. Do it softly and stay within your natural range. No heroics. Even "Row, Row, Row Your Boat" would be fine. (Avoid "99 Bottles of Beer on the Wall" if carpooling.) The idea is to loosen up and get into singing mode.

Once at the Elks, we can continue the process by working on the abdominal and facial muscles, "warming up" our brains and ears for listening and working to extend our vocal range. It's also a time to

create some basic harmony and to enjoy the sounds of the other three parts with ours. It should remind us of why we are at rehearsal in the first place: to enjoy the good, close and well-supported harmony.

So make it a commitment for 2003. Be on time for warm-up! Take the attitude that this is not an **optional** part of the rehearsal, but a **critical** part of the rehearsal. The result will be a warmer chorus sound throughout the entire evening.

P.S. By being on time, you will also escape the wrath of our 2002 Super Star and 2003 PVP Ed Kunkel .

JANUARY BIRTHDAYS



- 3Dennis McKevitt
- 10Nick Rigas
- 16Murray Natkie
- 20Ron Roth
- 20Jesse Mazzariello
- 23Bill Watkinson
- 26Ted Maginnis

Any birthday missed only means you didn't age this year, but get me your DOB and we'll make sure you age next year!

COMMITTEE CHAIRS

Music:

Assistant Directors
Rich Taylor
Rusty Williams
George Schwerdt

Choreographer
Vida Allworthy

Section Leader, Tenor
George Schwerdt

Section Leader, Lead
Rich Taylor

Section Leader, Baritone
Brian Lipe

Section Leader, Bass
Rusty Williams

Chorus Manager
Vacant

Electronic Equipment & Learning Tapes
Charlie Mohr

Music Librarian
Ed Kunkel

Vocal Coach
Ron Knickerbocker

Shows and Performances:

Craft Show
Richard Cornelison
Tony Weber

District Convention
Lee Roth

Holiday Show
Ron Roth

Picnic
Richard Kacvinski
Rusty Williams

Singing Valentines
Jim Knight
Charlie Mohr

Church Choir Relief (summer)
Jack Gardner

Chorus Welfare:

Badges
Nick Rigas

Health & Welfare
Nick Rigas

Uniforms
Lou Bowers

Housing (Elks)
Art Cole

Chorus Merchandise:

T-shirts
Vacant

CD's
Richard Kacvinski
Ron Roth

Cups, etc.
Dennis McKevitt

Programs:

Meetings
Ed Kunkle

Refreshments

Clarke Applegate
Robert Herbstzuber

Membership:

Public Relations
Jack Gardner

Young Men in Harmony
Ron Roth
Rich Taylor

LADIES AUXILIARY

Co-Chairpersons
Sharon Cole
Carol McKevitt

Treasurer
Linda Kacvinski

Corresponding Secretary
Alice Rigas

Recording Secretary
Linda Williams