



PRODUCTIONS

Show Choir Products and News

**USING
DANCE TO
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THE HUMAN
EXPERIENCE**

**BUYER'S
GUIDE 2022**

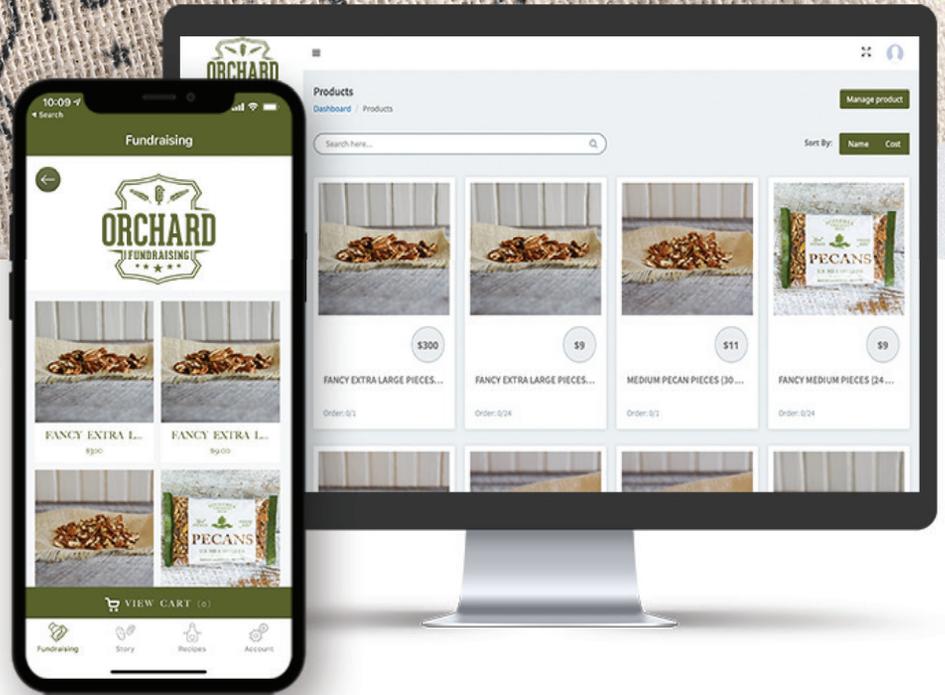


BRING IT ON!!

**THE BENEFITS
OF COMPETITION**

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FUNDRAISING



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Schermer Pecans shares some exciting news with the readers of *Productions Magazine* about how their app can help you and your team with show choir fundraising.

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Wimberly continues, "We've shared the idea with many different organizational groups who are looking for new ways to fundraise. Many organizational leaders are eager to learn about what is to come from this platform. We offer the ability to add their own products, which is even more exciting."

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Aron Wimberly can be reached at aron@schmerpecans.com or by calling 1.800.841.3403. Contact Orchard at info@orchardfundraising.com, call 833.850.8324, or visit www.orchardfundraising.com



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USING DANCE TO TRANSFORM THE HUMAN EXPERIENCE

Twenty-five years ago, a small group of dance educators and performers got together at Huntingdon College in Montgomery, Alabama to talk about how to grow the community and impact of dance in Alabama.

editor's letter



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Hello!

Competitions are in full swing, and it is great to see live performances once again. I know we all have missed the joy of just hearing and watching all these wonderful groups perform. This spring, competition is sweeter to all of us because—as the saying goes—“absence makes the heart grow fonder.”

In the pages following, you will see several features about the world of performing arts. We love show choir and all the different elements of music and dance that you incorporate to tell your stories. For your convenience, you will also find our annual directory of vendors; these providers have all proven their love for show choir and the mission of spreading joy. We hope you take time to support and use the services our advertisers offer. Each one is a real partner with the Show Choir world, helping us provide you with information on choirs, products, and services that help you in having a successful program. These advertisers have shown that the Show Choir world is more than just a revenue source—it is a passion for them just like it is for each of you.

One of the things I admire most about this community is that you all support and work together to build the Show Choir world. Yes, we all compete to be the best we can be, but we also lift one another up along the way. The positivity you all share within your groups and with others is a great source of joy the world needs. Never underestimate the good you all do in the world. I can tell you that you are touching many people with every performance, and the goodness you give will come back to you.

Thank you for being a part of goodness in the lives of so many people. I look forward to the rest of competition season and the planning for the next one and beyond.

By the way, please stay tuned for a very special announcement—you will have the opportunity to win a very special prize that we are sure you will value.

Talk again soon,

Ed Bauer
Publisher/Editor
Productions Magazine



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BRING IT ON!

THE BENEFITS OF COMPETITION

by Garrett Breeze

The music you make matters far more than any trophy your group could receive, but participating in competitions is one of the best things you can do to supercharge your choral program.

Competition Brings Out the Best in Your Students

At their most basic level, choir competitions provide a goal to work toward and a date by which it needs to be accomplished. We all try to teach that every performance is equally important, but there's just something different about performing for a panel of judges who will rank your performance versus your home crowd who will love you no matter what. The desire to leave one's best performance on the stage can be extremely motivating, and if you're in an environment where you are able to compete multiple times, that effect only multiplies.

My choir teacher was an excellent model of how to foster a healthy competitive spirit. She loved winning, but sometimes I think she loved in more

when we came in second or third place, because she knew that would light a fire under us to work harder for the next one. The vast majority of choirs know they are not going to win, but they still compete because they know it's going to make them better than if they didn't.

Competition Can Help Your Students Learn Faster

Many young singers only have one or two choral directors during their education, so the opportunity to receive feedback from multiple experts all at once is extremely valuable, both in exposing them to new ideas and in validating the education they have already received. Of course, there are lots of ways to get feedback in non-competitive ways, but the nature of competition encourages students to apply such feedback quickly.

As important as the judges are,

sometimes the best learning comes by watching your competition. In what other environment could you sit in one place and watch a dozen different choirs perform live? There's just nothing like it! It's an experience that just can't be replicated in the classroom (as wonderful as is.)

Competition Can Teach Life Lessons

There's a certain vulnerability involved with competition that can be a powerful teacher. You put yourself out there, never quite knowing how it will be received. You learn to recover when you make a mistake. You learn expectations management. You learn how to conquer stage fright and perform under pressure.

The biggest criticism of choir competitions is likely the fact that the judging is (by necessity) so subjective.

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But therein lies the greatest life lesson of all: the world is subjective. Auditions are subjective. College applications are subjective. Hirings and firings are subjective. So much of the “real world”—even in music—is competitive and subjective, and we need to prepare our students for that reality.

Competition Provides Professional Experience

The process of learning a show, performing it, taking it on the road, and making changes in response to criticism is an integral part of Broadway and other professional productions. For groups like show choirs and a cappella groups that engage in these processes week after week, this practice provides the closest thing to professional gigging experience students will ever get in school.

Competition Can Foster Community

The biggest draw of a competition is not the trophy, it is the fact that so many people who all enjoy the same activity get to come together and participate in a shared experience. At their core, competitions are a celebration.

Competition Can Provide Common Ground with Sports

Virtually all school choirs have to learn to co-exist with the athletic department. Although the events are different, competition is something both sides can understand and work together to support and encourage one another. Not only that, but participating in competitions can also help in recruiting and retaining student athletes who might also love to sing.

Competition Matters to Administration

This last point feels a little cynical, but I still think it’s true. You likely have administration or faculty in your building that have no idea what you do. They don’t understand choral music, but they understand competition—after all, placing well in a competition reflects positively on them, too. Regardless of how you place, showing improvement in ratings from one competition to the next is a tangible, documented way of demonstrating the learning and growth of your students.

ABOUT THE AUTHOR: With more than 1,000 show choir arrangements in circulation, Garrett Breeze is a sought-after clinician and adjudicator whose credits include film and television, Broadway stars, and Grammy-winning classical artists. His show choir music is available at breezetunes.com and he recently launched a new catalog of music for concert and church choirs at holidaychoirmusic.com.

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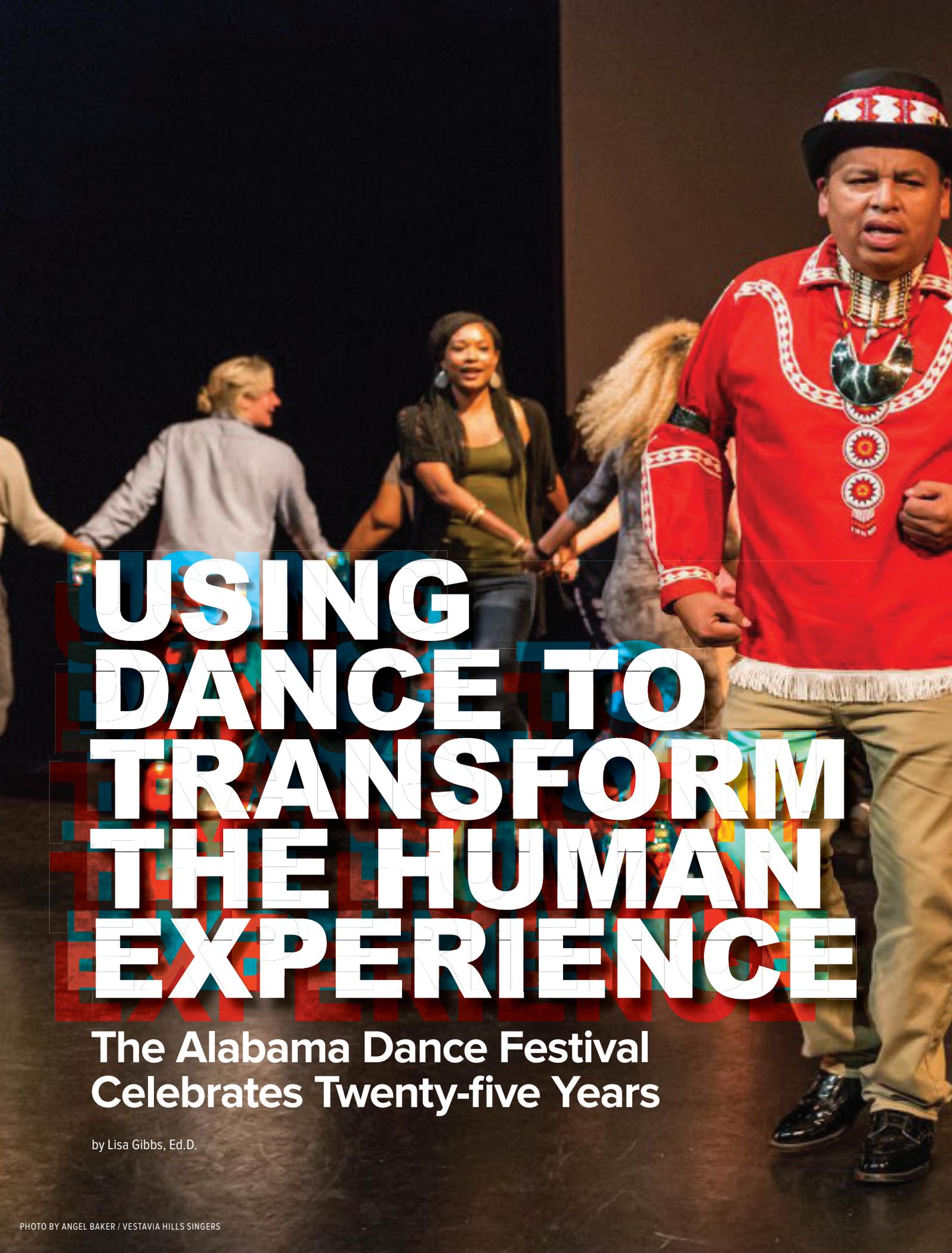


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USING DANCE TO TRANSFORM THE HUMAN EXPERIENCE

The Alabama Dance Festival
Celebrates Twenty-five Years

by Lisa Gibbs, Ed.D.





PHOTO BY CLARK SCOTT

Twenty-five years ago, a small group of dance educators and performers got together at Huntingdon College in Montgomery, Alabama to talk about how to grow the community and impact of dance in Alabama.

The group, the Alabama Dance Council (ADC), brainstormed ways to connect, develop resources, and expand opportunities for the dance community. With a mission “to promote the study, creation, performance, and enjoyment of dance in all forms,” the ADC determined that an annual gathering would serve to fulfill a part of that purpose.

The Alabama Dance Summit became the annual meeting hosted by the Alabama Dance Council. The Summit consisted of discussions, master classes, and performances by members of the ADC. Summits were

held in Tuscaloosa, Montgomery, and Selma before settling in Birmingham in 2002, the same year that acclaimed pianist, educator, and arts enthusiast Dr. Rosemary Johnson became Executive Director. As the scope of the ADC widened to encourage broader community involvement, the Summit was renamed the Alabama Dance Festival in 2007.

In January, the ADC celebrated twenty-five years of serving the dance community through the annual gathering. The Festival now spans two weeks of events and typically draws

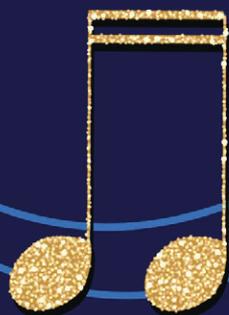
over five hundred participants from across the region. Under Dr. Johnson’s leadership, the Festival is one of the largest gatherings of dancers and arts supporters in the Southeast. More than that, the Festival promotes the ADC values of equity, connection, community, and integrity by presenting professional companies whose work is relevant, thought-provoking, and innovative.

What Exactly Is the Alabama Dance Festival?

The Festival is comprised of numerous events held at a variety of venues in and around Birmingham. The events include master classes with world-renowned teachers in various genres for sixth graders and up, audition opportunities, teacher training, and performances by diverse dance groups. A professional



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dance company headlines the Festival and participates in outreach, teaching during the Festival, and performing.

Dance Across Birmingham

Dance Across Birmingham (DAB) kicks off the Festival as a single day of free community classes taught by local dancers, along with a free showcase performance of local performing groups. Free classes were a part of the Festival from the beginning, and in 2008, DAB became its own event. According to Dr. Johnson, DAB “is now one of the most diverse and popular events of the Festival.” Participants can take classes in a variety of styles such as Mexican Folk Dance, West African, Belly Dance, Hip-Hop, and Bharatanatyam.

Dance for Schools

Dance For Schools provides teachers in K-12 schools with strategies to connect curriculum and dance. The day-long

workshop is conducted by leading dance educators and specialists in arts integration; the workshop provides continuing education credit for attendees.

Guest Companies

As the Festival has grown, the search for innovative dance companies doing significant, impactful work now spans across the United States. Dr. Johnson explains her process:

“I always begin my curatorial process by building relationships with artists whose work I see and find interesting. These conversations take place at conferences, such as Dance/USA, or other dance festivals, like Jacob’s Pillow and American Dance Festival. These artists are usually first invited to be a part of the guest faculty before their company is presented at the Festival. I am assisted by an advisory committee

of ADC board members, who are all professionals working in the field of dance. Funding opportunities also play a role in determining the “right time” to present a certain company.”

Alabama Screendance Festival

As digital technology has progressed, new methods of performing and capturing dance on film have emerged. Added to the Festival in 2020, Screendance offers creators of dance for film a place to show their work in a professional setting with a diverse audience.

New Works Concert

New Works is a curated performance of new dances and is adjudicated by a select group of professional dancers and dance faculty. This event offers emerging choreographers and dancers the opportunity to perform in a professional setting.

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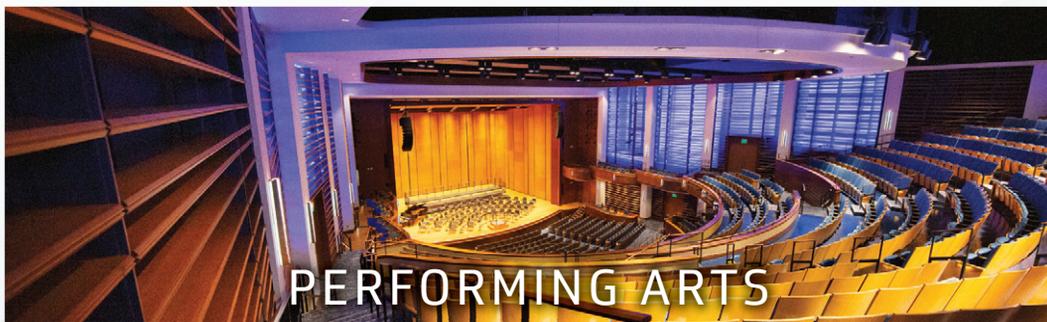
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Alabama Dance Festival Showcase

The Showcase closes out the entire Festival and is an afternoon of performances by local and regional private dance schools, public school and college dance programs, and emerging professional dance companies. The Showcase is another opportunity to perform in a professional setting in front of a diverse audience.

Dr. Johnson reminisced about a few of her favorite and most impactful experiences with the Festival over the years:

"The 2015 Alabama Dance Festival's guest company, Kyle Abraham/Abraham.In.Motion (A.I.M), engaged in an eleven-day residency to stimulate community conversations about the civil rights movement through Kyle's all-new collection of dance works, *When the Wolves Came In*. The residency included three pivotal communities in the civil rights movement: Montgomery, Selma, and Birmingham.

The culmination of the ADC's 2019 Bicentennial project celebrated the cultural perspectives that are a part of Alabama's history, and the largest

community engagement project ever undertaken by the Alabama Dance Council, thanks in part to a Dance/USA Engaging Dance Audiences grant. The program, Stories in Motion: Community Celebration Gatherings, toured to five Alabama cities and one Native nation, involving a collaboration between guest artists and Alabama artists. All were presented at the 2019 Alabama Dance Festival: Rosy Simas Danse, Rosie Herrera Dance Theatre, Wideman Davis Dance, Zoe I Juniper, Dahlia Nayar, Mystic Wind Choctaw Social Dance Group, Poarch Band of Creek Indians Pow Wow Club, Natyananda: Dance of India, Notinee Indian Dance, Nathifa Dance Company, Corazón Azteca, Jasmine Dance Ensemble, Bollywood Jammers, MAD Skillz Dance Company, and Shivalaya School of Dance.

At an antebellum plantation house in Harpersville in 2020, Wideman Davis Dance presented the world premiere of the site-specific work *Migratuse Ataraxia*. Preceded by five site visits to work in the community, plus a ten-day residency with six performances, it was the most in-depth collaboration to date with the guest company artists, the

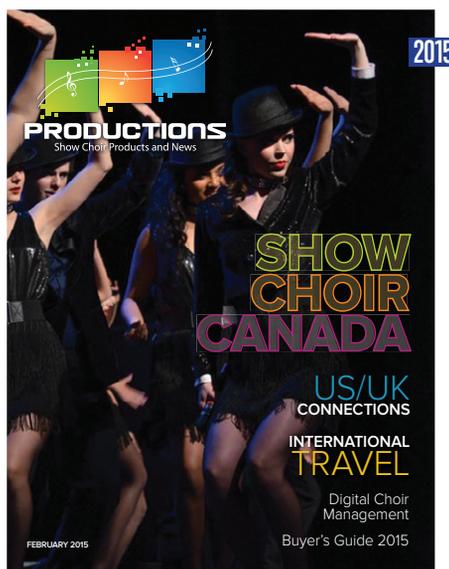
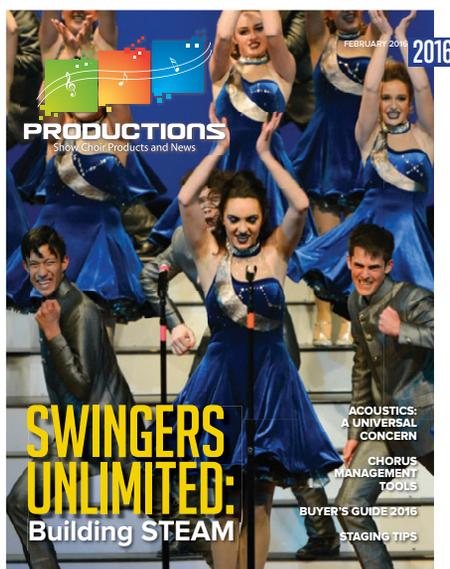
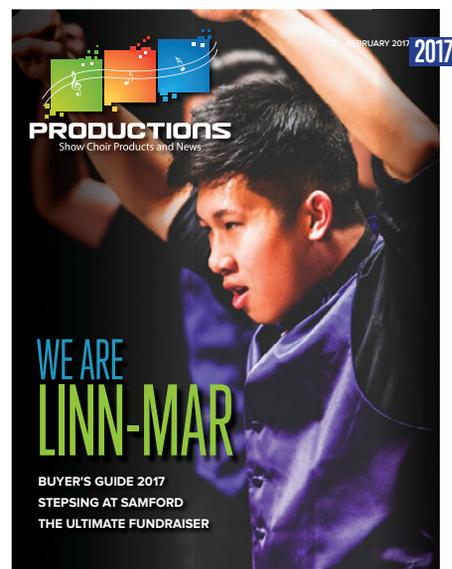
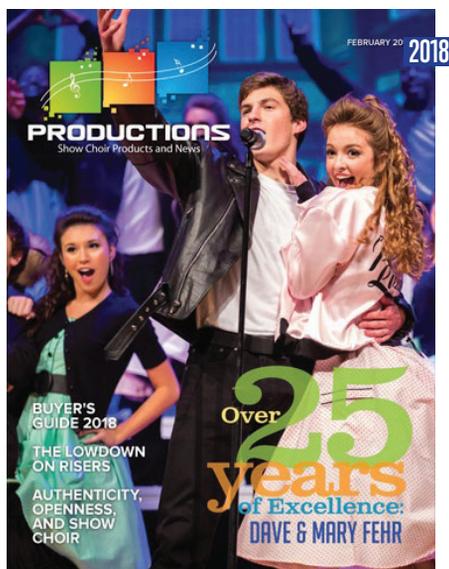
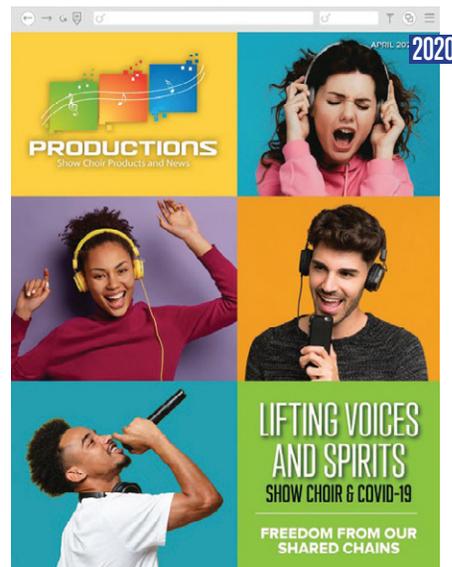
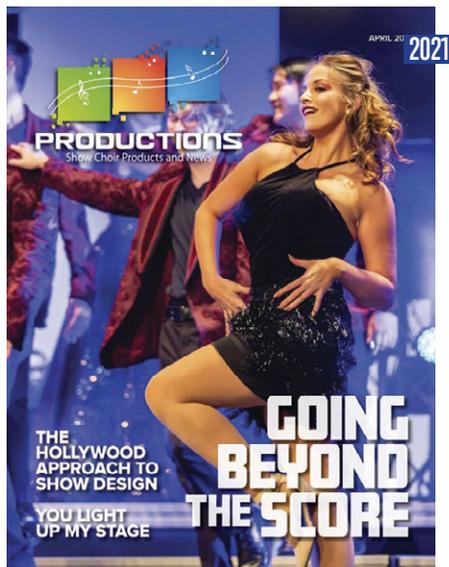
community of Harpersville, and co-pre-senter Klein Arts and Culture. *Migratuse Ataraxia* shifts the rules of representation in antebellum domestic spaces to memorialize the lives of enslaved individuals through movement, technology, visual installations, a curated meal, and community dialogue."

Dr. Rosemary Johnson and the Alabama Dance Council are to be celebrated for creating and sustaining such an event for the past twenty-five years. As for the future, the ADC plans to increase the visibility of dance in Alabama and broaden who gets to do it by valuing multiple truths and forms. With a long range vision of using dance to transform the human experience and our connections with one another, the Festival will continue to reflect the ADC values of equity, connection, community, and integrity.

ABOUT THE AUTHOR: *Productions* staff writer Lisa Gibbs earned her Ed.D. in Higher Education Administration in 2018. She is an advocate for arts, particularly dance, in education and for increasing the financial well-being of artists through financial education.

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Garrett Breeze is a media composer and arranger living in Nashville, Tennessee. He is known primarily as an arranger for many of the top competitive show choirs throughout the United States and travels regularly in that role as a clinician and adjudicator. In addition to his choral work, Garrett frequently writes for high profile media projects, including film, television, video games, and corporate media. He holds a bachelor's degree in Media Music from Brigham Young University and a master's degree in Commercial Composition and Arranging from Belmont University.

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In the late 1980s, Jeffrey Bowen began arranging for competition show choirs as extra work. During the 1990s, the arranging grew into full-time work and was established as Music Arrangement Services. In 2012, the company became incorporated as Music Arrangement Services, Inc. with the same concept of providing high-quality competition arrangements as well as ensuring the legal licensing of each and every title.

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www.funpastafundraising.com

Need a great show choir fundraising idea? Earning up to 50% profit, you can sell from our brochure and also online with your webpage link, with free shipping. Prizes include iTunes or Wal-Mart gift cards. Some of the benefits of our program include the following: one-of-a-kind products, made in the USA, affordable price points, healthy and fun products, long shelf life, easy distribution—and no melting or refrigeration. We also have an Online Leader Dashboard and an Auto Alert Marketing Tool for sellers. Fun Pasta Fundraising is both new and unique—a chance to sell Pasta in fun shapes like musical notes, sports, holidays, and more.

Our fundraising program is simple and effective—#1 in Brochure Sales + Online Sales. Your participants will sell from a colorful brochure and also share an online web page link with out-of-town friends and families. Your group can earn 50% profit with total brochure sales over \$4,000 and earn 40% profit with total brochure sales less than \$4,000. All online sales earn 40% profit, and you can earn Bonus Cash Prizes based on total gross sales!

SCHOOL SPIRIT COFFEE

www.schoolspiritcoffee.com

School Spirit Coffee uses only the highest quality Arabica Beans from Central and South America. All coffee products are roasted specifically to your order at our roastery, Creative Coffees, and guaranteed to be roasted fresh within days of delivery. Since 2005, School Spirit Coffee has been providing a quality product with private label packaging at a great price to help raise funds for school groups and civic organizations.

The idea for School Spirit Coffee came to owner Debbie Hohman as a result of her school spirit and frustration with typical fundraisers. As an active booster mom for fifteen years, with two wonderful daughters, Debbie has helped organize and sell all the typical fundraising products—candy, nuts, wrapping paper, candles, and more. Because of the high cost and low quality, often the items were difficult (or embarrassing) to sell to family and friends.

If you are looking for an easy fundraiser that incorporates great products with your private label at a competitive price, give us a call at 800-570-1443 or submit a request form from the contact page of our website. We would appreciate the opportunity to help you have a fantastic fundraiser.



PHOTO BY STEPHENSTAIRPHOTOGRAPHY

PRIESTER'S PECANS

www.priesters.com

Priester's Pecans is a family-owned company specializing in delicious, old-fashioned, farm-fresh gifts like pecan desserts, pecan candies, cakes, and bulk pecans. As we have served as pecan suppliers and candy makers for over seven decades, our Gourmet Pecan Pieces, Gift Tins, and Candies have delighted countless families.

It is our pledge to you that we will only ship the newest, freshest crop of pecans available to you and your gift recipients. At Priester's Pecans, we want you to be satisfied with every purchase. If any item does not completely delight you, we will be glad to honor our 100% Satisfaction Guarantee. Our ordering process is user-friendly, fast, and efficient. We have organized our fundraising program into as few steps as possible, so you can spend more time raising funds and less time with forms and paperwork.

The advantages of Priester's Fundraising Program are significant. Pecans are versatile; you can use them as ingredients to cook and bake with, as a snack item, or as a topping on desserts, ice cream, and breakfast foods. Additionally, pecans last, unlike fruit or other perishable food items; if stored in the proper environment, pecans can be kept a year or longer. Pecans are also affordable to the consumer and profitable to the fundraiser. Priester's name recognition is second to none, and we have a 100% satisfaction money-back guarantee.

Priester's makes it easy with our No Hassle Fundraising Program, so fundraising has never been easier, more fun, or as profitable. Call us at 800-277-3226 or visit our website today to get started!

SCHERMER'S PECANS

www.schermerpecans.com

Harvested from Georgia orchards that have been in our family for over seventy years, our pecans are always hand selected and fresh shelled. We take pride in our pecans from start to finish; we plant and care for the trees, shell the pecans, and candy the delicious varieties. Schermer's Pecans offers a healthy and delicious option, a fundraiser you can feel good about!

In a nutshell, here's how it works: First, call, email, or download our easy app to sign up. Then, choose from five candied flavors: glazed, dark chocolate, chocolate, cinnamon glazed, and caramel clusters. You can get fresh and natural pecans available in 16 ounce halves, 16 ounce extra-large, and medium pieces, or 12 and 16 ounce small and medium pieces. You can pre-sell or have cases on hand to sell. Profits range from \$2.25-\$3.45 per bag / \$55-\$75 per case.

We offer free shipping in the continental USA, no money up front with approved credit, and thirty days to pay. We will mail you printed order forms to use for selling, or—to make it even easier—you can use our new app to set up your sellers with a link they can share with friends and family on social media or for door-to-door selling.

More about the app: "Orchard" is an innovative fundraising platform that is changing the way your organization can raise money. With its mobile platform, Orchard allows fundraising organizations to present, order, and track their fundraising sales and shipments in real-time online. Orchard is built to elevate fundraising activity and results in an easier and engaging manner.

GENERAL

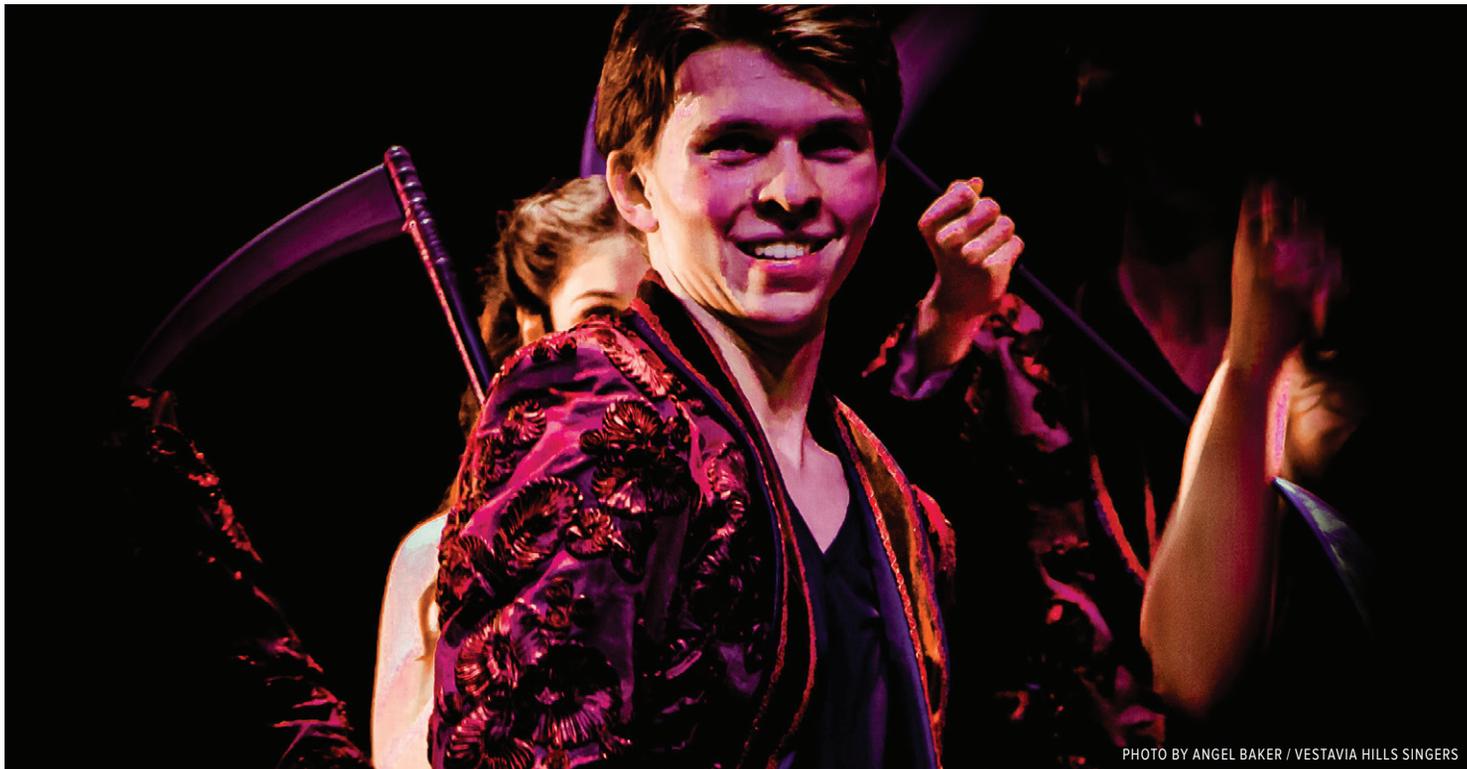


PHOTO BY ANGEL BAKER / VESTAVIA HILLS SINGERS

FAME/SHOW CHOIR NATIONAL CHAMPIONSHIPS

www.fameproductions.com

For over twenty years, FAME has produced national show choir competitions and today is the clear leader in producing professional level events for the nation's best show choirs. Three essential philosophies are woven into the foundation of each of our events: encourage innovation, inspire creativity, and reward excellence. The Show Choir National Championship Series was developed to provide a true national champion!

Six qualifying events take place in Hollywood, Orlando (two weekends), New York, Chicago, and Branson. The top three mixed and top two single-gender show choirs from each world class division at each event will be invited to participate in the National Show Choir Finals the last weekend in April.

In addition, qualified groups that have not competed at one of the qualifying events may apply to compete at the Show Choir National Finals. Learn more about the upcoming events by visiting www.showchoirs.org.

MANHASSET SPECIALTY STANDS

www.manhasset-specialty.com

The Manhasset Specialty Company began in 1935, when inventor and musician, Otto Lagervall, dissatisfied with the quality of the existing music stands and their inherent problems and shortcomings, set out to develop a better music stand. He succeeded in developing the initial Manhasset music stands.

Over the years, new stands and various accessory products have been added to the Manhasset line, and countless improvements have been made to the manufacturing processes. Today at Manhasset, we continue working to research and develop new and unique products to fit the needs of musicians of all ages, as well as to improve upon what has always been the finest quality line of music stands available.

The Manhasset Specialty Company is an employee owned business—all of us care about the company and our products and take great pride in what we produce. We value very highly our company's reputation and are strongly committed to continuing our tradition of exceptional quality. From our full line of music stands to our innovative accessories that answer our customers' needs, at Manhasset we are continuing in our efforts to bring you the very best.

PEAK PERFORMANCE TOURS

www.peakgrouptravel.com

Performance tours can be really stressful if not properly planned. Your group deserves an inspiring, performance-filled adventure with comfortable and dynamic performance spaces we have pre-screened.

PPT has been helping schools plan comprehensive performance tours by reducing the stress and amping up the FUN for over twenty years. Planning a group tour can be overwhelming, but Peak Performance Tours will guide you every step of the way, from concept to completion, in co-designing the right program based on your performance and entertainment goals.

Whether you want to participate in a music festival, perform publicly, or participate in a workshop, Peak can provide you with a proposal for destinations in the USA and beyond. We have experience planning trips for clients with groups of all styles and size. From a live street performance to a Broadway workshop, these tours are designed to give you and your group a broad range of personal and local performance opportunities. Contact us today for your customized performance tour by calling 215-598-8690 or 800-220-0165.

STAGING



PHOTO BY ANGEL BAKER / VESTAVIA HILLS SINGERS

STAGERIGHT

www.StageRight.com

Bringing over twenty-five years of innovative solutions and products, StageRight stands at the forefront in platform design and application. We have products and services that can be applied to meet the design intent of any space. We welcome the input of the designer and end user so that the end result exceeds expectations in both aesthetics and functionality. Our sturdy and durable materials offer a solid investment that will continue to exceed our customers' needs for years to come.

Let us know how we can help you solve the challenges presented by your ever-changing environment. Please contact us for design consultation, budgeting, and specifications; a solution is only a phone call or click away. StageRight can offer unlimited choir riser configurations and can arrange different layouts—show-choir, jazz platform, seated choral, or band risers—which can all use the same components.

With an endless array of products, StageRight can help you convert any classroom, hall, theater, auditorium, or gymnasium—for a performance to remember. [nasium.com](http://www.nasium.com)—for a performance to remember.

productionsmag.com

STAGING CONCEPTS

www.stagingconcepts.com

Staging Concepts is the industry leader in portable staging equipment. Since 1990, we've provided superior staging product solutions for facilities and venues with custom needs. Our company and team of devoted engineers strive to ensure that we produce the most superior and advanced modular, lightweight custom staging systems in the industry.

Staging Concepts' performing arts systems and products are designed to maximize any venue. We specialize in building modular stages to seamlessly look and feel permanent. Our customization options can maximize the functionality of your space while giving you the capability to choose a system that perfectly matches your venue. Our equipment is of the finest quality and requires no tools, making it easy and efficient for set-up and take-down.

Performing arts centers, theatres, auditoriums, and other performance facilities demand durable and high-quality equipment for their venues, and Staging Concepts can perfectly fulfill these needs. Whether it is a small portable stage for a choir room, orchestra pit filler for a theatre, or flexible seating risers for a black box, Staging Concepts will provide the ideal equipment to match the project.

WENGER

www.wengercorp.com

Wenger Corporation provides innovative, high-quality products and solutions for music and theatre education as well as performing arts and athletic equipment storage and transport. For more than sixty years, Wenger has been listening to what our customers need, then designing and manufacturing innovative, durable, and functional products to meet those needs.

Wenger pioneered sound isolation in practice rooms and now offers modular rooms with virtual acoustic technology (VAE) and built-in digital recording/playback. Products include pre-engineered acoustical doors, sound-isolating music practice rooms, acoustical shells, instrument and equipment storage cabinets, audience seating, portable stage platforms and staging systems, tiered risers, music furniture, and more.

No other company meets and exceeds the product needs of the music education, performing arts, and athletic markets like Wenger. Our expertise, design capability, and level of service are unmatched in the industry.

IT'S TIME FOR YOUR CLOSE-UP



DORNINK

QUESTION: What got you into designing and producing costumes?

I grew up in the business of custom dress design, as my mom owned her own business in our house. When my sister and I were in show choir in high school, our mom created our costumes because there weren't as many options in the 90s (and they were usually rather unflattering). After getting a math degree at the university of Iowa, I moved to New York for fashion school. Living and working in New York after attending F.I.T was an amazing education in design as well as production. I still use some of the same production companies I met when I lived there. Dornink has been designing and creating custom show choir costumes since the 90s. We are passionate about creating beautiful unique pieces that come to life on stage.

QUESTION: What sets your services and company apart from others?

We specialize in custom designing exactly what your group needs. Dornink has expert pattern makers that will create beautiful and well-designed looks. If you are creating a theatrical show with unusual characters, we can envision it and create it. Or if you are looking for a more traditional show choir dress, we can design it. We source trims and fabrics from all around the world, so if you are looking for something unusual, we can find it.

QUESTION: When a group chooses you, what can they expect from Dornink?

Dornink will consult by email, phone, or zoom to understand your set and your vision, then we will sketch your designs and add color. We will continue working and re-working these sketches and fabrics until we get the exact look you desire. Once the final version is approved, Dornink will create a sample for another approval. Your new style will go into production once you are happy with the look. We cut and sew most of our pieces in New York, quality check in Des Moines, and then ship to you.

QUESTION: If our reader was sitting in front of you, what question should they ask?

Do you have costumes that can ship quickly? Yes, we offer a lot of ready to wear options that can ship within seven business days. These costumes come from Dornink's years as a retailer where we can source suits, dresses, skirts, tops, and many more looks. Our website has a small sample of what we can source, but if you are looking for something specific, just ask! Dornink also has many styles that have been designed for other schools that can be cut and sewn quickly for your group. Using a pre-designed dress cuts down on the production time by three weeks.



dornink





DUTCH MILL BULBS



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Dutch Mill Bulbs originated fundraising-with-flower bulbs over 50 years ago. Our fall and spring fundraising programs offer easy-to-sell and easy-to-grow varieties of bulbs and bare root perennials. We've helped tens of thousands of groups exceed their fundraising goals with our guaranteed-to-grow product and "no hidden cost" flower bulb fundraising programs.

Dutch Mill Bulbs is the perfect fundraiser for your group. Schools, PTA's, PTO's, sports and athletic teams, cheerleaders, dance ensembles, booster clubs, academic clubs, marching bands, concert bands, choral groups, drama clubs, libraries, choirs, community groups, churches, and scouts – to name but a few – have all successfully raised funds by "going green" with our eco-friendly, economically priced no-risk fundraising programs. Since its inception, Dutch Mill Bulbs has been recognized for outstanding service, value, quality and reliability. You can count on us for your most successful fundraiser ever!



IT'S TIME FOR YOUR

CLOSE-UP

MANHASSET SPECIALTY STAND

QUESTION: What got you into specialty stands?

Many of the suggestions for new music stand models and accessories come from Band Directors and consumers. Manhasset also continuously aims to provide solutions to musicians' needs resulting from new technology. One recent example is the Universal Tablet Holder that fits onto Manhasset stand shafts or mic stands which is adjustable to hold a smart phone up to a 12" iPad or tablet. Other recent examples of new product innovations are from our Clear polycarbonate series, including the Clear Desk Symphony series which allows the band director to have better visibility of musicians and provides the musician with the opportunity to have better visibility of the audience. Other models from the Clear series have multiple purposes, such as the Clear Shield and the Acoustic Shield. Both of these models can be used as protective shields and have become hugely popular due to concern over spreading germs and COVID-19 exposure during the last two years. The Acoustic Shield was designed to offer a buffer between instruments in band and orchestral settings and is very effective in those applications. The last model in the Clear Series is the Clear Conductor Stand which uses the same shield as the Acoustic Shield but is configured to be used by conductors so that they can manage large scores and have good visibility of the musicians and vocalists. The company has introduced new music stand LED lighting, too, that conveniently use AA batteries as well as AC adaptors. Even the ever-popular model 1000 Music Lamp is now available with LED tubular bulbs for longer-lasting performance.

The company continues to introduce new colors to its music stand line-up and has recently developed textured finishes to provide even better scratch resistance, giving the player or vocalist an opportunity to choose their favorite color for practicing and performing. A new design of conductor stand was recently introduced with more below-desk storage; this

design has been well received. This model was suggested by the company's export distributor in South Korea. Manhasset is also set to introduce a new accessory kit line up that will give performers many options for storing items below their music stands while allowing quick access to these items.

QUESTION: What sets your stands and company apart from others?

Manhasset music stands are all about quality, performance, dependability, style and value. Manhasset stands have been Made in the USA for eighty-seven years, initially being founded in Manhasset, New York, and moving to Yakima, Washington in the 1940's. The company is an ESOP, meaning that ALL employees have an ownership stake in the company. As a result, all of the company's employees know that producing great quality products is essential to maintaining its market share and reputation in the industry so that the company can continue to make music stands for the next eighty-seven years and beyond. The key reasons that Manhasset music stands and accessories are the first choice of so many bands, orchestras, and performance venues are:

1. The company uses premium materials in all of the component parts that are produced
2. The company has invested significant sums in updating its equipment, processes and plant to be able to increase productivity and part quality so that the quality of the stands produced today are the best they have ever been. The introduction of robotics in plant operations and increased efficiency from new presses and dies allow for even greater part consistency in production.
3. The company has more models and colors of music stands than any other brand, with many choices of desk, shaft and base options so that players and vocalists can select the best fit for their performance needs and their image.

4. Since 2012, the company offers a Lifetime Warranty so purchasers of Manhasset stands can be certain that they will get many years of service from the stands they purchase. No other manufacturer or marketer can match these features, benefits, and guarantees.

QUESTION: When a group chooses Manhasset, what can they expect?

Quality, performance, dependability, style and value. Because of the inherent quality of Manhasset parts and the simplicity of assembling the company's music stands, our customers can expect quick assembly and outstanding performance right out of the carton. They should expect many years of dependable performance from these stands, which means that groups with already stressed budgets will not need to plan to purchase replacement stands in a few years, as is necessary with some other brands of music stands. Manhasset stands last for years! We frequently get requests for parts to repair music stands that have been in use for over thirty years, which we happily provide. Those stands are then ready for another twenty years of use, or perhaps more. Knowing that the company has been in business for eighty-seven years provides confidence; the company is going to be around if parts are needed or if additional stands are wanted to meet growing numbers of performers in the groups.

QUESTION: If our reader was sitting in front of you, what question should they ask?

What's the weather like in Yakima this winter? It has been snowy and cold this year! But the weather is beautiful in the spring, summer and fall. Does Manhasset sell its music stand products outside of the United States? Yes, the company has distribution in countries located on six of the continents (still working on Antarctica) and the market share grows every year all over the world. As Manhasset says, "The World is Our Stage."



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