



**SWEET ADELINES  
INTERNATIONAL**

PAULA DAVIS • *International President*

INTERNATIONAL HEADQUARTERS: 9110 South Toledo Avenue • Tulsa, OK 74137

PHONE: 303.895.5236 EMAIL: [harmonywithheart@comcast.net](mailto:harmonywithheart@comcast.net)

*SWEET ADELINES INTERNATIONAL is a highly respected worldwide organization of women singers committed to advancing the musical art form of barbershop harmony through education, competition and performance.*

August 12, 2016

Dear Members,

Effective January 1, 2016, Sweet Adelines International entered into a new contract with Hal Leonard Corporation with respect to our clearance and sale of arranged music. This agreement was necessary and required for us to continue the member service of requesting permission to arrange, copy and perform Barbershop arrangements, and to sell the music to our members.

In order to provide further clarification of how to obtain arrangements and meet your musical needs, it will be beneficial to make sure that we have a similar understanding of terms in order to aid in your requests for music purchases:

- **Published Music** - Any arranger has the option to submit their arrangement for publication by Sweet Adelines International. Each arrangement is reviewed for sale-ability by the Sales and Marketability Committee, and their recommendation of which titles to publish is returned to our Music Services Department. Once permission to publish has been granted by the publishers and the music is sent to print, the arranger relinquishes rights to the arrangement to Sweet Adelines and is paid an honorarium. Our contractual agreement with the publisher of the original music allows Sweet Adelines International worldwide rights to sell published arrangements.
- **Arranged Music** - These are arrangements the arranger has only submitted to Sweet Adelines International for clearance and distribution, not publication.

Prior to January 1, 2016, the arrangers could submit arrangements to Sweet Adelines International for us to seek clearance and distribution permission. Then the arranger could choose to sell these arrangements on their own for the cost of the per copy fee set forth by the publisher, plus an arranger fee, OR the arranger could have Sweet Adelines distribute arrangements on their behalf. The permission to arrange by SA was and continues to be a member service from which we receive no recompense.

After January 1, 2016, per the new contract with Hal Leonard Corporation, all songs cleared through SA have to be distributed through Sweet Adelines International Sales using our contractual guidelines concerning per copy fees as determined in the contract. We are legally required to pay royalties and fees to the publisher for every song distributed. Arranger fees are no longer allowed, per contracts with publishers.

How does all of this affect you, our members, wanting to order music?

- Published Music is currently and has always remained available to you, sold through the Sales Department of Sweet Adelines International.
- Arranged Music - Effective January 1, 2016, all arrangers had the choice of whether or not they wanted to place their previously cleared music with us for sale or develop their own contract/relationship with the publisher, clear their music again, and work within the guidelines of their contract for their own sale and distribution.

Sweet Adelines International is only able to sell arranged music (as defined above) if the arranger decides to distribute the arrangement through Sweet Adelines. The arranger decides on the method of clearance and distribution - either through SA or through their own website or other entities (BHS, Barbershop Connections, Sheet Music Plus, etc.). We are asking each arranger to look at their catalog of music and decide how they would like to distribute their songs. If we do not have the arrangement you desire that may have been previously available through the arranger, Sweet Adelines will contact the arranger directly to see if they authorize SA to distribute, or if they are having it re-cleared to distribute on their own. Under the new publisher contracts, arrangers are no longer allowed to distribute music that has been cleared through Sweet Adelines International.

With the new change, our Music Services Department understandably had many arrangements to put into our system and have been working diligently to input and prepare these songs for sale to our members. When an unavailable arrangement is requested by our membership to purchase, and permission from the arranger is received by our Music Services Department, that particular arrangement goes to the top of the list and is prepared for sale to you within one to three business days.

We understand the confusion and frustration felt by both those wishing to purchase arrangements and by those who have arranged them. This is a new way of doing business for both Sweet Adelines and the arrangers. As we continue operating under this new contract and its requirements, Sweet Adelines International pledges to do whatever we can to get the music into the hands of our members as quickly as we are able to do so. We hope understanding the intricacies of this process will calm the concerns and prepare you for the process of obtaining arranged music.

In Harmony,

A handwritten signature in cursive script that reads "Paula Davis". The signature is written in a dark ink and is positioned above the printed name and title.

Paula Davis  
President, Sweet Adelines International