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The COSTUMER

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Serving the Business of Costuming
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About the Cover

Convention 2014! To be held July 11-14 at the Hollywood Casino and Resort, Bay St. Louis, Mississippi.

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<i>The Costumer</i>	Diane Sheibley, Publications Manager
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Executive Director Liaison	Linda Adams-Foat, Camelot Costumes, President
Historian	Barb Lochner, Once Upon A Fantasy & Rachel Godollei-Johnson, Retired
Membership	Marion Bradley, The Costume Shop
Memorial Fund	Janie Westendorf, Curtains Up Costumes, Immediate Past President
National Awards	Janie Westendorf, Curtains Up Costumes, Immediate Past President
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National Convention

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Convention Chair	Linda Adams-Foat, Camelot Costumes, President
Convention Host	Jacob and Crystal Locklar, Josette's
Convention Program	Diane Sheibley, Publications Manager
Creative Style Show	Pat Coppock, Retired, and Lorraine Brown, Retired
Education	Dwayne Ibsen, Ibsen Costume Gallery
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Iron Costumer	Terri Greenberg, Halco and Janine Caufield, Caufield's
Membership Forum	Terri Greenberg, Halco
Market	Karen Grizzard, Main Street Party Station and Lorraine Brown, Retired
Newcomers Orientation	Terri Greenberg, Halco and Janine Caufield, Caufield's
Opening Night Party	Jacob and Crystal Locklar, Josette's
President's Banquet	Janie Westendorf, Curtains Up Costumes, Immediate Past President
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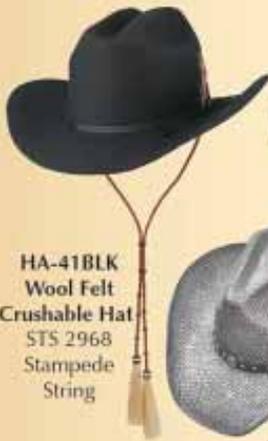
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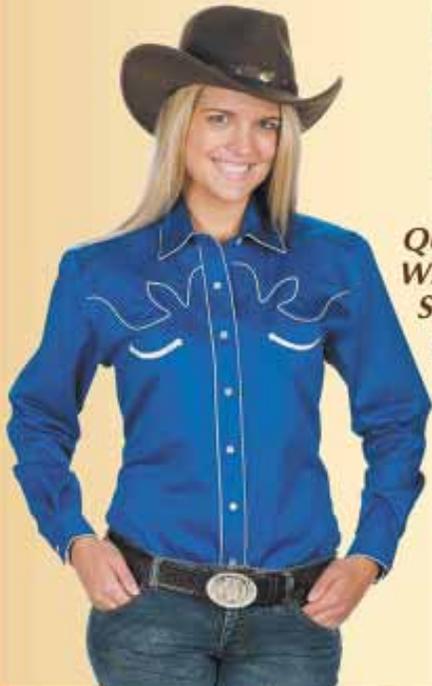
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President's Letter

You have probably noticed that I have a tendency to use quotes often. Well, more than often, all the time. I find quotes to be motivating and sometimes just the kick in the pants I need to get me past a situation in my life. In this letter, I want to address some of the negativity that seems to be surrounding most of us in our personal life and our businesses as well. Now, I have to admit that I am a glass half full type of person. If you give me lemons, I will make lemonade if I can add a little sugar along the way. So with that said, I want to share some great if not profound quotes on the subject of negativity.

The most famous quotation came from Mom. Not just my Mom, but probably yours as well. "If you can't say something nice (about someone or something), don't say anything at all." We have all heard it and it can be a very difficult thing to put into practice. We all want our opinions to be heard and for everyone to agree with them. I totally understand. I would love it if everyone would agree with everything I say, but do you know what? It has been proven that I have been wrong about something more times than I have been right. If we all agreed on everything, life would be very vanilla. Things would always stay the same and nothing would progress.

I could not imagine a life without the light bulb or the telephone. Thomas Edison and Alexander Graham Bell were told time and time again that their dreams were folly and would never work. They failed time and time again but never gave up their visions. With each failure they learned what did not work and tried a new approach until they were successful. Without the determination of men like Edison and Bell, we would still be working in the dark and communicating with only those in our immediate vicinity.

How can we apply this to our businesses today? The economy is bad, the competition is fierce, we had some really bad weather, my family is a mess, it goes on and on. We often just say it was bad luck. First, we can't give up just because we failed the first time. Learn from the situation and make some changes in your life, your attitude and your way of doing things. In other words, make good choices.

I have a friend named Grant. He runs a very successful third generation family business and is currently passing his business on to the next generation. He has a great philosophy about business and life. "There is no such thing as bad luck, just bad choices." Grant is in his late 70s and has a wisdom that comes from learning from his mistakes. What he is saying is to look at every situation that comes before you. Look at every aspect of it. Think about consequences of each decision before you make it. If you make the right decision, go ahead and reap the benefits. If you make the wrong decision, accept the consequences, learn from them, and move on.

The motivational speaker Zig Zigler once said: "You can't change what's going on around you until you start changing what's going on within you." Wow, that is so true. If your

attitude stinks, you can't expect to reap good things. There is a great example I would like to share with you.

There once was a young boy. He told himself that he was the greatest baseball player ever. He went to the ball field with his ball and bat to prove it. He threw the ball up, it came down, he swung and missed. He told himself, I am the greatest ballplayer ever. He threw the ball up again, swung and missed. Again he told himself, I am the greatest ballplayer ever. The third time he does not make any excuses. He does not show fear. He closes his eyes and he listens for the cheering crowd. He threw the ball up, he swung and missed again. It was getting close to supertime so he went home. On his way home he says to himself: "I am the greatest, that is a fact. Even I didn't know I could pitch like that." This little boy did not let one disappointment determine his future. This story is a familiar one made famous by none other than Kenny Rogers. You can hear the entire lyrics and song at www.Youtube.com (search Kenny Rogers, The Greatest, Lyrics).

You are probably wondering where I am going with all of this. I just want to assure you that we all have made mistakes and will probably make more. Take these mistakes and learn from them. Add a little sugar (positive thoughts) and approach your business with a new attitude. We all will fail at something in our life but that is why we belong to an organization like the National Costumers Association. We can share our experiences, the good and the bad, and learn from each other. We are a network of shops and stores just like you. Become part of this network by contributing to the weekly e-contact or writing an article for *The Costumer* magazine. Better yet, join us at one of our events. Convention is a great opportunity to connect with fellow members on a one-on-one basis, and you can't get a better bargain than this year.

I would like to close with one last quote. This one is from the late Betty Hill Swander. Betty was the founder of Des Moines Theatrical Shop. "Positive thought creates energy – negative thought destroys it."

With the glass half full,



A handwritten signature in black ink that reads "Linda Adams-Foat". The signature is written in a cursive, flowing style.

Linda Adams-Foat
National Costumers Association
Camelot Costumes, Freeport, Illinois

Organization, Member, I ndustry News

Some of these items have appeared in the weekly e-contact, but bear republishing here for the benefit of the entire membership.

IN MEMORY OF SOLOMON PRITT

Solomon Pritt of Margate, Florida, passed away peacefully January 28, at age 93, after a long illness. A longtime resident of New York City, where he was born and raised, in 1990 Sol moved with his wife Sylvia to Florida, where he continued to work as a buyer and salesman until age 87. He was greatly beloved by family, friends and co-workers for his humor, compassion, zest for life and good heart.

Sol was widely regarded as a pioneer and legend in the novelty, magic, and costume industry. After running his own manufacturing/import business for many years, he joined New York-based Franco-American Novelty Co., another manufacturer and importer, in the late 1960s as its head buyer and salesman. A warm and gregarious person with a tireless work ethic, he traveled the world in search of novelty and costume items that would add laughter and fun to our lives. His keen eye for such items helped make Franco-American a leader in its industry for decades. He was welcomed with great affection by customers and suppliers wherever he went. Television stars tapped Sol's expertise in the joke and gag field. David Letterman once interviewed him on air at a New York trade show while Jon Stewart of the Daily Show sent a reporter

to his home in Florida to ask him about whoopee cushions in a hilarious segment that aired in 2001.

He reveled in demonstrating popular gag items like the hand buzzer, invisible ink, "rat in the trap" and snakes that jump out of a can. Part of the "Greatest Generation" that defended the free world in World War II, Sol was stationed at Guam in the U.S. Air Force and flew 27 missions in the Pacific theatre as a bombardier until the war ended, earning several medals for bravery and retiring as a First Lieutenant. During one mission, for which he was awarded an Air Medal, his B-29 plane was shot down and made an emergency landing on Iwo Jima.

Sol leaves behind his wife Sylvia; sisters Doris Herstone and Ruth Greenberg; sons Michael Garry and wife Maureen, and Steve Buttolph and wife Sandi; step-children Gail Stone, David Stone and his wife Peggy, and Deborah Elster and her husband Alan; three grandchildren and two great-grandchildren. He will be deeply missed. Funeral was held Friday, Jan. 31, at the Star of David Memorial Gardens Cemetery and Funeral Chapel, North Lauderdale, FL. Donations in Sol Pritt's name can be made to the Jewish Federation of Broward.

Published in Sun-Sentinel on 1/30/14

**ANNUAL NCA
MEMBER
MEETING
Saturday,
July 12, 2014
10:00am
Hollywood
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Mississippi**

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Contractor Opportunities

The National Costumers Association is currently accepting bids for the positions listed below:

Publications Office Manager: September 2014 through August 2016. See the Policy and Procedure manual at www.costumers.org for a description of the expectations of the position. The deadline for submitting bids for this contract is June 15, 2014. **PLEASE NOTE: THIS IS AN OPEN POSITION! BIDS NEEDED!**

Photographer: For the NCA National Convention to be held in Bay St. Louis, Mississippi, July 11-15, 2014. The deadline for submitting bids for this contract is May 31, 2014. Local vendors preferred.

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From The Board Room

The National Costumers Association Board of Directors met in Bay St. Louis, Mississippi, on February 21st-23rd at the Hollywood Casino. After the call to order, Dwayne Ibsen was installed as a board member via Skype. He was unable to attend due to a sudden blizzard in Omaha. All other board members were present. Debbie Lyn Owens served as Parliamentarian and Recording Secretary throughout the entire meeting. The minutes for the summer board meeting were confirmed. The minutes had been previously voted on via email vote. The use of electronic voting allows the minutes to be posted on the website much sooner than in the past so the membership may see the results of our meetings almost immediately. By confirming the minutes, it reminds the board that a vote was taken and the minutes had been approved earlier. Treasurer Jane Powell gave the treasurer's report via Skype in from Atlanta.

The board then confirmed the 2014 budget and the extension of the ACE Management contract. The budget was completed after the summer board meeting and was

reviewed and voted on electronically via email in December, 2013. ACE Management's contract ended on December 31, 2013. After much electronic discussion, the board voted to extend the contract with ACE Management for two more years.

The Executive Director's report was given by Dorothy Shadrick. She reported on how the office has been brainstorming and reviewing the challenges they have experienced during the transition and how to handle new issues the future. The database has been corrected to reflect the correct information about each member store. A software company is being used to create the reports needed. She also reported that the website had some cosmetic changes made. The changes were requested by the board. They are also exploring the possibility of a "board only" section where documents can be stored and accessed by the directors until they have been approved.

We spent some time reviewing the Strategic Plan to assess the progress that was being made. Some of the goals have been met, while work on other aspects has yet to begin. One of the main goals of the Strategic Plan was to develop a marketing plan for the organization. Dorothy presented several ideas that we could use to "market" the NCA. We decided to concentrate on four of these items: 1. create a demographic survey; 2. promote the 3/50 project; 3. look at the feasibility of an app for consumers and members; and, 4. change and enhance the words on the NCA website to bring the NCA to the top of an internet search when looking for costumes.

We were visited by the Locklars for a review of the convention details. A hotel tour was taken. After the tour, Jacob and Crystal began to spell out some of the details of the upcoming event. They have done a tremendous amount of work preparing for the convention and have done some amazing things to keep the costs as low as possible for the attendees.

We then went into a brief executive session after which we tried to finalize plans for the upcoming convention. There are still a few loose ends to finish up but overall plans are taking shape nicely.

The complete minutes from this meeting are now available in the members only section of the NCA website, www.costumers.org. Please take a moment to read them over. If you have any questions or topics you wish the board to address, please let me or any member of the board know. We are here to serve you.

We adjourned on Saturday at 5:40 p.m. with the charge to promote the scholarships and the upcoming convention.

– Linda Adams-Foat, NCA President

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Annual Business of the NCA

And the Award Goes To...

The National Costumers Association has always recognized its members for a variety of attributes, most especially for their creativity, longevity, and service to the organization.

The Major Harrelson Service Award is given through a nomination and committee review process. Any member may nominate another member for this award. In years past, the nomination and review process occurs toward the beginning of the calendar year and is then presented during the annual convention or mini-convention during the Presidents Banquet. The full history of the Harrelson Award can be found in Policies and Procedures. "The Major Harrelson Award is the highest award given by the National Costumers Association. It is presented to an NCA member for service to the association."

Like the Harrelson Award, the Honorary Life Membership award is also given through a nomination and

committee review process, and the complete history of this award can also be found in Policies and Procedures. "An Honorary Life Membership may be awarded to any individual member of the association by the Board of Directors whose contribution to our association has been outstanding. An Honorary Life Member will enjoy all the rights and privileges of membership and will be exempt from any membership dues."

The past recipients of both awards are listed in the Membership Roster as well as the NCA Policies and Procedures, and are typically listed in the convention programs and read aloud at business meetings and during the Presidents Banquet.

It is the duty of the Immediate Past President to chair the Awards Committee therefore any questions or nominations should be directed to Janie Westendorf via email at IPP@costumers.org or by phone at 641-622-3991.



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Membership Committee

Greetings from Georgia!

Being selected as the chairperson of the Membership Committee, I have found my duties a bit enlightening. As part of my role, I get to call on those who have not yet renewed their membership with this great organization. To better prepare myself for the barrage of questions or statements that I may hear, I knew that I needed to be on my toes and be readily available to address their concerns or issues. I wrote down everything I felt the business owner would possibly tell me as to why they have not yet rejoined this year.

I also wrote down my counter to their statements – not merely to discount what they are feeling, but explaining why they should continue with the National Costumers Association. It was then that I realized that I have to be a salesman for this organization, as passionately as I have to be for my own business. I have to justify the cost, our

product, our service – and basically let the customer know why they should choose this organization over another.

As long as I am on the Board of Directors, I will start highlighting the National Costumers Association in the same fashion as a business would do. I will explain each part of our product or service in hopes that if you are not currently taking advantage of all that we offer, that you will be inclined to do so. In upcoming issues I plan on highlighting our website, plot service, buyers group, scholarship opportunities, conventions, and more.

Looking forward to seeing you, and meeting new friends in Bay Saint Louis!

– Marion Bradley, *The Costume Shop*,
NCA Board Member

Policy & Procedures

I don't know how many of you have actually noticed, but the roster and the board of directors information is now up to date, at least until after elections in July at the convention.

You are planning to attend aren't you? It would be a shame if you missed it.

I haven't made any drastic changes to Policy and Procedures as of yet, other than getting the roster information up to date, but I do plan to alter some of the things in the future.

I haven't decided definitely, but maybe I will perhaps alter some things but not others, and since I am not positive that I will, it is probably not good to speculate on what those changes will be in the future. If you find this confusing, you should read Policy and Procedures on the website and then try to suggest some changes that I might consider, maybe.

If you are totally confused at this point, feel sorry for my wife. She doesn't have a policy and procedure manual to go by and just has to wing it from day to day.

Seriously, there are some suggestions that I would like to discuss with you at the convention and you can bet on that. Or on the craps table, or the slot machines or the poker table, or....

And do let me hear from you with your suggestions and ideas. See you in July.

– Ron Ferraro, *Fantasy Festival Costume/Magic Centre*,
NCA Board Member

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The Memorial Fund

A Mystery History Part I (1972 - 1983)

The Board of Directors and I (Linda Adams-Foat) have been trying to unravel a bit of the history of the National Costumers Association. This has been an ongoing project since November of 2009. It was started by then President Andy Anderson.

The Memorial Fund was suggested in 1972 by Robert Schultz of Detroit. He along with Joe Landes of Indianapolis spearheaded the inception of the Memorial Fund. There are many holes in the history of this fund and we as a board have been trying to fill in the gaps since Andy started in 2009.

Why was this history such a big mystery? Part of the reason stems from the fact that the association's historical records used to be stored in member shops. The records have been the victim of two different fires. The Memorial Fund history that we have today has been pieced together from the memories of several past presidents, meeting minutes, and the NCA newsletter.

The National Costumers Association Memorial Fund was created over 50 years ago at the national convention. The main organizer and supporter was Bob Schultz, known for his animal mascot costume work. It was his idea that the organization should memorialize deceased members by providing a huge traveling placque that would have names, dates, and shop names inscribed in the order of their demise. It was a lofty goal that was never acted upon, mainly because of the logistics and size of such a plaque, where it was to be housed, and how it would be maintained.

It eventually honored certain costumers by naming and paying for Showcase Awards bearing their names, which still exists today (the animal/mascot award is named for Bob Schultz). When the NCA became financially troubled during the 1960s, it was decided that the fund should also be the backup fund in case "hard times" demanded some extraordinary help. The interest from the capital money in the fund was to be used for scholarships and the membership exchange program. (This program funded employees of a member shop to spend up to a week visiting

a cooperative member shop to learn a particular skill, such as beading, millinery, etc.)

When Schultz passed away, the bulk of his estate was left to the Memorial Fund allowing it to grow into a sizable account. For years, the NCA Auction was the main source for adding money to this fund. Many, many scholarships were awarded from the Memorial Fund and a Standing committee was created to control and disperse monies from this special part of the NCA heritage.

Former President, Les Bliss, was also able to give us some information. Les was First Vice President in 1972 when the NCA received a donation for this fund. Les remembers that the fund was to be a permanent endowment with the interest used at the discretion of the Memorial Committee to memorialize individuals. By the end of 1972, \$300 had been raised for this fund. In 1973, Robert Schultz organized the first Auction as a fundraiser for the Memorial Fund. Over \$900 was raised at this event.

The first scholarships were given in 1979. A total of \$500 was given to three students. We have no records telling us exactly how much money the Memorial Fund contained at this point, but only interest could be spent for scholarships.

By 1980, the NCA issued 3 scholarships totaling \$500 to the International Thespian Society and three more scholarships totaling \$500 at their annual business meeting on August 5. It was not until 1981 that the Board removed the Memorial Fund from the general treasury and set it up as its own entity.

We will leave the history here for now and we will pick it up again in the next issue of *The Costumer*. We are trying to recreate this information from vague memories of 40 years ago. If you have any information that can help us piece this history together, please feel free to contact me (Linda) either by phone at 815 233 1861 or via email at president@costumers.org.

— Linda Adams-Foat, *Camelot Costumes, NCA President*
 & Dwayne Ibsen, *Ibsen Costume Gallery, NCA Board Member*

Meet the NCA Office Staff

by Dorothy Shadrick

As members you do not always get the chance to meet the team that coordinates the activities of the National Costumers Association on a daily basis. We thought it would be nice to include in this issue of *The Costumer* some information about the team and their thoughts.

Tanya Alexander

Tanya is our Client Services Coordinator. In this role she answers the telephone, processes membership and event registrations, gathers and ships out membership materials, sends out NCA broadcast emails, and coordinates sending out membership/registration lists when requested. Tanya is the first individual in our office to answer questions for NCA on all areas of the organization. She is currently working on enhancing and documenting the details and procedures of the NCA processes in her job and converting this into our overall Procedures Manual.

In Tanya's spare time she enjoys needlepoint, going to sporting events with her husband, cooking, and watching NASCAR.

Here are Tanya's thoughts to the membership: "My experience working with ACE Management and the NCA this past year has been a learning one. I have never worked with a Board of Directors prior to this position. Working with the professionals of the NCA has taught me how to see myself in a new light. In this position I have been challenged to achieve things I would never have thought possible. I look forward to continuing on this journey with ACE Management and NCA for many years to come."

Bernd John (BJ) Kasten

BJ is the analytical member of our team. He is our

Accounting Coordinator. He is responsible for the accounts payable, accounts receivable, balancing funds between our database, the credit cards, and checks deposited. BJ works closely with NCA Treasurer Jane Powell to assure payments are made in a timely manner and that reimbursements are within NCA policies. He is also responsible for the technology within the office. This includes the NCA database, the website, and assuring that membership and meeting information is ready for the website.

BJ was born in Hanau, Germany. He moved to Denver in 1989 with his family. He has an associate's degree in accounting. He is married and has a 10-year-old daughter.

Here is his note to the membership: "I process credit card and check deposits on a weekly basis, and try to keep the accounts payable as current as possible. The membership reports were redone to an extent a few months back to provide information to the membership chairman. To get those reports generating correctly I created new queries in our database system, and have put in place procedures to make sure of their accuracy."

Markus Bowman

Markus is our Senior Client Services Coordinator. His main NCA function is the coordination of the e-contact and the vendor newsletter. He also coordinates the updating of the website with assistance from BJ.

Markus is married and has a 2-year-old son and a 12-year-old daughter. He is a sports fanatic! You put him in front of a TV with ANY sport and you will lose his attention. Markus is also about to complete his undergraduate degree with a B.S. in Psychology and a minor in Business. He is also on a fast-track program that will give him his Master's in Organizational Leadership and Management in the summer of 2015.

Here is his note to the membership: "My job here at ACE Management and the NCA office is to be of service to you! We are to create the best experience possible based on communications and visions. My personal interaction with the NCA Board is a bit limited but, when I have the chance to work with them, it's always great. Our communication has created great relationships on and off the clock which in turn promotes a successful relationship. I receive the 'thank you's and 'good job's but, in all reality, I have to say I thank and appreciate you all a lot more!"

Back row: SallyAnn Prier, Markus Bowman, BJ Kasten. Front row: Tanya Alexander, Dorothy Shadrick



SallyAnn Prier

SallyAnn is an integral part of all of NCA's meetings. SallyAnn has been focusing her efforts on coordinating the board meetings as well as the annual conference.

SallyAnn is married to every woman's dream – a chef! She has a 2-year-old son, Liam, who now makes him her prime hobby. In her other free time, she carves pumpkins professionally, and she uses her opera training around the house to whatever Disney movie her son is enthralled with currently. She also likes to walk and work out when she finds a minute to herself which is not much lately.

SallyAnn has a degree in Sculptor and Furniture Design and is a classically trained soprano. She received her first taste in association management when her student loans came due and she had to get a real job. She has loved it ever since.

Her thoughts to the membership are: "Association management is a rewarding field because I am always working with engaged individuals within their specific industry. Any job is more fun when people care about what they are doing. The volunteers within NCA are a great example of this quality."

Dorothy Shadrick

Dorothy Shadrick has been working in association management for over thirty years. She had the pleasure of working with two of the largest professional associations in Denver – The Association of periOperative Nurses (AORN) and the American Water Works Association (AWWA). When she was with AORN, she was the Assistant Director of their meetings. They ran over 30 regional events, one international conference, and an annual conference of 12,000 attendees. The annual conference trade show was her direct responsibility. This event had a \$2 million budget and at the time was the second largest medical trade show in the United States. She started her business in 1987 to spend more time with her daughter, and has been going strong ever since. She has been the executive director for many associations over the years with many different professions. It is a rewarding career and one that she loves.

She is married and has one daughter, who is a high school English teacher. She also has two adorable grandchildren. She always tells her daughter, "if I had known how much fun it is to be a grandparent, I would have skipped the parent part!"

Her thoughts to the membership: "We have a great team here at the office and are excited to be able to serve the members of NCA. We are studying the book "Raving Fans" as a team. This experience is bringing to mind some of the areas where we can continue to improve our service and show that 'It's our pleasure' to partner with this great organization!"



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Josette's

Biloxi, Mississippi • Joined NCA in 1976

By Debbie Lyn Owens

It's all in the family!

It seems Jacob Locklar was born into the family business. He was born in January and Josette's first Halloween season was the following October. "Mickey" Locklar as she was known to her friends had an antique business and a customer gave her a trunk full of Mardi Gras costumes, which people then started asking to rent. That grew to Mickey making costumes for krewes (organizations that put on parades and/or balls for the Carnival season) and then joining the National Costumers Association in 1976. She served on the Board of Directors of the NCA and as President from 1988-1990, and over time, Josette's won NCA awards for their costumes, some of which showcased beautiful headpieces and trains.

Fast forward 20 years and Jacob decided to go to college at the University of South Alabama and major in business. At a party he met Crystal, a pre-med major. She was attracted to his concern for some of the people at the party who had consumed too much alcohol. (There is more to the story, but you will have to ask them.) Crystal was from the "hills of north Alabama" where there were very traditional ideas about dating, but decided to break the rules and called Jacob. Their first date was at the library and 4 months later, Jacob proposed on Crystal's birthday.

So, Crystal married into the business and was assigned to the costume rentals department. She moved into the fabric department and worked there until the morning of the day that her first child, Sara, was born. Tex Locklar, Mickey's husband, taught Crystal how to do the payroll and she gradually took over the accounting for the business. Jacob began to do more of the ordering and running the day to day operations, and he always intended to take over when his folks wanted to retire. Sadly, in the past few years both Mickey and Tex have passed away, but fortunately, the operation is thriving in the hands of the next generation.

Jacob served on the NCA Board of Directors and as chair of the Buyers Group in the mid

2000s. He has always said the costume stores need to diversify in order to succeed. At Josette's they practice what he preaches — they have dancewear including shoes, tights and accessories; a fabric department; crowns and tiaras for Mardi Gras, Quinceanera (the celebration of a girl's fifteenth birthday in communities of people from Latin America), and just for fun; formal wear for prom season; costume rentals including those for theater; vintage clothing from as early as the 1930s; and retail accessories, costumes, makeup, and wigs. In the past 2-3 years the theatrical rentals "have exploded" and they rented 50 shows last year to community theater groups and schools in Louisiana and other states. They primarily pull from existing stock but built "Shrek" this year.

Josette's Inc. is housed in 25,000 square feet in Biloxi, Mississippi. Mardi Gras is bigger than Halloween for them in their part of the country. Krewes buy fabric and trims and rent trains and collars. Individuals rent or buy whatever is in stock for the parties. The season starts around Epiphany on January 6th, although some Mardi Gras parties start as early as New Year's Eve. There are even a few balls after Mardi Gras. July is usually a slower time but things are changing in the neighborhood. Jacob and Crystal are already working on ideas to do business with the minor league baseball park being built across the street from their store.

Crystal and Jacob don't spend all their time at the store. During our interview, Crystal harvested an entire row of turnip greens and Jacob was working on the pool deck. They have 3 daughters – Sara, 18 and getting ready to start her freshman year in college; Juliette (or Julie), 8, and Abigail (Abby), 6. Crystal has a teaching certificate and started home schooling Julie and Abby this year. Sara and Crystal have both performed with the Porpoise troupe at the last several NCA conventions.

Jacob and Crystal exemplify Southern hospitality and invite you to come to convention this year!



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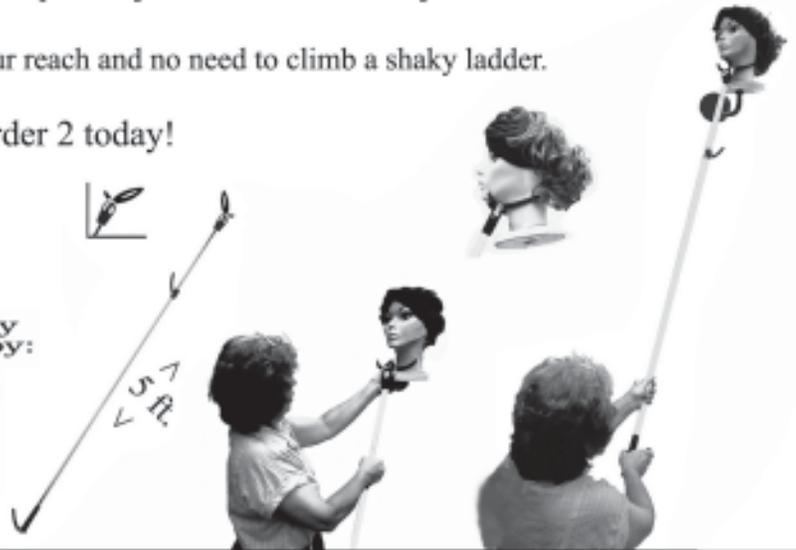
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Alan Sloane & Company

West Babylon, NY • Joined NCA in 1980

By Debbie Lyn Owens

Transitions

Alan Sloane learned the accessory business as a young man on the Lower East Side of New York City. He worked for, and learned from, a wholesaler who knew the value of his customers. Alan started his own company in 1977 and continued those relationships. Alan's father told him that no one was supplying fabric gloves and that he should fill that need, so he sold gloves to army navy surplus stores, dry goods businesses, and clothing stores. His father also told him "to walk, not run" as he built the business. Heeding that advice, Alan built his inventory based on requests he received from his customers.

One of his customers, Michael Arabesque, of Arabesque Costume in Waterbury, Connecticut, was a member of the National Costumers Association. Through him, Alan met and began to sell to Mary Lou Landes, of Landes Costumes in Indianapolis. Alan quickly realized that costume shops needed what he provided. The Alan Sloane Company joined the NCA in 1980 and began supplying basics all year long. Perfect fit! Now costume stores had a source for gloves, theatrical tights, suspenders, bow ties, tiaras, and crowns. Alan continued to listen to his customers and built his inventory based on what his customers requested. Alan understood the value of trade

shows and had booths at dance, uniform, and costume shows.

When asked about challenges and changes, Alan stated the biggest change was the emergence of the temporary stores which didn't even exist in the 1970s and 1980s. Another change which he has incorporated into his business is the internet. He has a wholesale only web site, www.sloaneaces.com. They ship the same day they receive the order and will drop ship.

Alan decided he was ready to wind down the business and told his employee, Tai Bey, that he would close at the end of 2013. Tai has worked for Alan for over 10 years and approached Alan about buying the business. Tai told Alan that he didn't want to change his successful approach to business and will continue to provide the basics all year. The web site and phone numbers will stay the same. The company name is now Beyco, Inc.

So what's next for Alan Sloane? He will stay to help Tai until the end of 2014. However, his work days are shorter since he wants to spend more time at the gym and on the golf course. Oh, and more time in Florida instead of New York. Good Luck Alan and thanks for all your help for more than 30 years!



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The **Dark Side** of E-Commerce: The Merchant Fight Against Credit Card Fraud

By Shari McConahay

If you are an online merchant like me, I know you have experienced the frustrations involved in credit card fraud. As merchants, we bear the burden of the risk and the expense. The banks and credit card companies provide us with little to nothing in support and security and what's worse, is that they are never eager to help when we have a suspected order that could be credit card fraud.

This year, I celebrate my 20th year in e-commerce, selling costumes and makeup online. I had my first experience with credit card fraud 14 years ago in 2000. We ship all over the world, but this particular order had shipped to Miami, only about 20 or 30 miles away from us. When I received a chargeback claiming fraud from a stolen card, I called our local police department. As I was giving my report and all the information to the officer, he looked right at me and asked, "Why are you filing this police report?" I looked back and said, "I want you to drive down to Miami and arrest the bad guys." When he said that wasn't going to happen, I was dumbfounded, to say the least.

Over the last 14 years, with all of the technology advances, nothing has advanced or improved at all in credit card security as far as protection for merchants go. In addition to losing the merchandise, the shipping cost, and paying the credit card fees, we also get hit with a charge back fee up to \$40. It is just not fair that the credit card companies and banks do not offer us merchants any other protections. They aren't even helpful when calling to try to verify an order we might suspect is fraud.

Over the past 14 years, we have developed a list of steps we take in qualifying orders we receive and knowing what to look for in a fraudulent order. I hope this helps you identify which orders come from the Dark Side!

What to Look For in Your Online Orders:

- Next day or express shipping chosen
- Shipping to alternative address or AVS does not match
 - Free email addresses, especially Yahoo or Hotmail
 - Freight forwarder or mail box addresses
 - International orders, especially Nigeria, Singapore, Malaysia, or Vietnam
 - An order that is

Nothing worse than finding out after the fact that an order you shipped was fraudulent.

unusual and does not look like a normal order you receive

How to Become a Bounty Hunter like Boba Fett:

- Do an online search for the customer's name, email, phone number, billing address, and shipping address.
- Check to see if the phone number area code matches the billing or shipping address.

- If you can locate the person online, *in most cases* that means it is not fraud.
- If you can identify billing contact information, that is *likely* the cardholder and you can contact them to verify.
- Check Google Maps, is the shipping address a house or is it an empty lot?
- Zillow.com: How much is the home at the shipping address worth? A million dollar mansion is much less likely to be somewhere that a credit card fraudster lives than a run-down apartment building.
- Look for the customer on social media sites.
- Check other online directories that come up for that address in the Google search.
- Cross reference the IP addresses against the billing and shipping locations.

Google is your friend! Use its invasive nature to your benefit.

Shari McConahay grew up in the costume industry in her family's store, Annie's Costume and Magic in Florida. In 1994 she started selling their products online and in 2000, they launched Extreme Halloween. Since then, Shari and her husband Myke launched the new generation of their business and Metamorphic eCommerce, Inc. is the new home to their websites including AnniesCostumes.com, StageandTheaterMakeup.com, and SantaSuits.com. Shari is also the founder of her own online marketing consulting business, The Internet Fairy, Inc.

Costuming for the Star Wars

universe

By Jean Martin

“Star Wars” continues to be a popular franchise since its original release in 1977. And it has only become even more so after “The Empire Strikes Back” and “Return of the Jedi.” The prequel trilogy introduced the “Star Wars” universe to a whole new generation. Now that Disney has acquired Lucasfilm and plans on releasing a trilogy of sequels, “Star Wars” is destined to live on for years to come.

With several decades of spin-off movies, TV series, books, audiobooks, graphic novels, video games and other media (referred to as the Expanded Universe), there are so many characters that fans can choose to costume as. Some fans choose to be the heroes and some prefer to be the villains; many opt for the original trilogy and just as many go for the prequels.

Regardless of which characters fans choose, there are numerous places where they can show off their costumes. Since “Star Wars” characters are very recognizable and well-loved, costumers usually receive a lot of attention and admiration. There is, of course, the annual Star Wars Celebration convention (www.starwarscelebration.com) in Anaheim. People from all over the world attend this one. There are also lots of pop culture, science fiction, and comic book conventions where fans wear their costumes.

Another big yearly opportunity to wear “Star Wars” costumes is the unofficial “Star Wars” Day on May 4 (aka

“*May the fourth* be with you” Day). Fans worldwide gather, often in costume, to view the movies, have lightsaber fights, and play games.

There are two official “Star Wars” costuming groups, the heroes of the Rebel Legion (www.rebellegion.com) and the villains of the 501st Legion (www.501st.com). People can join one or both. Both groups have costuming standards and costume approval processes. So the quality of costumes is excellent and impressive. Most members make their own costumes because screen-accurate costumes are usually not available for purchase. There are area chapters and they show up for movie premieres, events, parades, charity work, and other special events.

However, there are different levels of “Star Wars” costuming and if people don’t want to make their own costumes, you can stock officially licensed costumes from Rubies Costumes. There are also vendors in eBay and Etsy who sell great Star Wars-related costumes as well as other online Halloween sources.

For information and inspiration on “Star Wars” costuming, I’ve interviewed several experienced “Star Wars” costumers to find out why they picked the characters they picked, what skills they needed to make their costumes, and where they wear their costumes.

Original trilogy:

Cordelia Willis and Kathe and Phil Gust (as well as I) were in a Best-in-Show winning masquerade entry at BayCon 2007 (see picture, left). Cordelia came up with the idea of L-11, the 11 guises of Princess Leia in the original “Star Wars” trilogy, because she loves Princess Leia. However, she’d noticed that most people only costume in the character’s traditional bun-hair dress or in the metal bikini. So she wanted a group to do every single Princess Leia costume performing to the “A Chorus Line” song “One” because they would really be representing one character.

Cordelia’s favorite photo in “The Empire Strikes Back” was Princess Leia in her snowsuit looking alarmed as an ice ceiling comes crashing down in front of her. So that is what she naturally gravitated to when it came time to choose her costume for L-11. She had to modify and combine numerous patterns to achieve the right look but didn’t want

continued...



L-11 at BayCon 2007 Courtesy of BayCon 2007

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Star Wars *continued...*

to use actual winter materials and so she used pre-batted cotton quilting.

Kathe was happy to do the classic Princess Leia costume as she has very fond memories of walking into “A New Hope” on opening night when there was no crowd at all! The classic Leia costume required standard sewing skills as well as leather working know-how. The only tricky part for her was trying to figure out the hood attachment on that dress as there are no good photos of the back with the hood up. Kathe also had to learn how to make the hairpieces as she wanted the buns to look good. Being the helpful and talented person that she is, she made the necklace for me as Medal Ceremony Leia and the clothing for her husband, Phil, who was Leia in Boushh disguise.

Phil was the only male member of L-11 and he loved the idea of being surrounded by 10 lovely Leias. Phil did most of the props for him and Kathe. He’d sculpted parts for other costumes and so he knew how to build the helmet and the boxes on the harness from reference photos. The most difficult items were Boushh’s thermal detonator and Leia’s target blaster. He wanted them to be functional from an effects perspective. So he built the detonator and blaster to both light up and have sound effects, and the detonator vibrates menacingly when turned on. The helmet also has lighting effects plus amplified headphones so he can hear and a voice synthesizer so he can sound like Boushh.

Prequel trilogy:

Kathy Skirmont is the commanding officer of the Rebel Legion’s Endor Base and is also a member of the 501st Legion. She has several amazing “Star Wars” costumes. Her Padme Amidala costumes from the prequels, in particular,

are wonderful (see picture, left). She started making “Star Wars” costumes after seeing “Attack of the Clones” and discovering theforce.net, a costuming and props forum.

She often combines parts from many different patterns to create her costumes and has even ventured into dyeing fabrics, hand embroidery, beading, leather and metal work, and hairpiece construction. Kathy has a website where she documents her costuming projects. You can find information on her gorgeous purple Padme Senator’s Gown here: <http://kay-dee.net/costumes/purple/index.htm>



Padme Amidala, courtesy of Kathy Skirmont

kay-dee.net/costumes/purple/index.htm.

Kathy wears her costumes as part of the Rebel Legion or 501st Legion, such as parades, visiting children in hospitals, volunteering for charity, promotional events and runway shows. She was even an extra in the movie “Paul” and visited Skywalker Ranch to kick off the Course of the Force charity run in 2013. She feels fortunate to be able to raise money and awareness for various charities while making friends and sharing her love of “Star Wars” and costumes.

Pat Yulo fell in love with the “Star Wars” universe and lore when she was in high school. She learned how to sew so that she could make her own “Star Wars” costumes and join the Rebel Legion. One of her more recent creations approved for Rebel Legion membership is that of Jocasta Nu, the librarian of the Jedi Archives from “Attack of the Clones” (Pat is a librarian in real life). She’s proudest of her Jocasta costume (see picture, right) because she made every piece of it herself. The biggest challenge she had was making the patterns on her tabards and obi.

To add another level of authenticity to her costume, she started taking lightsaber combat classes with the Golden Gate Knights where they teach the basics of sword choreography. The class has helped her pose with a lightsaber and gave her the confidence to be in a Jedi costume.

Pat mostly wears her costumes to conventions, such as Comic-Con, Wondercon and BayCon. She also wears them to troop with the Rebel Legion through which she has been able to visit Lucasfilm. She has a lot of fun at every event and has made friends throughout the organization.

Expanded Universe (games, books, etc.):

The “Star Wars” phenomenon has extended itself into other media and costumers have done the same. Carolyn Staehle has done an outstanding job creating a Darth Revan costume (see picture, opposite page). Revan is a Sith Lord from the “Knights of the Old Republic” video game. Carolyn loved the look of the character and liked the fact that Revan was gender neutral who could potentially be a woman who isn’t running around in her underwear and showing tons of skin but instead is in armor and



Jocasta Nu courtesy of Pat Yulo

commanding entire fleets. Although Revan has since been revealed as a man, this still works for Carolyn as she has costumed Revan in male guise.

Carolyn is an original-generation “Star Wars” fan and “Star Wars” has always reminded her of the magic of childhood. In fact, her first “Star Wars” costume was as a Jawa when she was in fourth grade. In recent years, Carolyn has worn Jedi costumes made by others as she doesn’t work much in fabrics when it comes to costuming. Her expertise is in sculpting and she enjoyed learning new techniques when she made Revan’s armor. These included sculpting in clay and celluclay, casting in resin, using a mouse sander, realistic painting, using vacuform and working with Sintra (a plastic you can easily form using heat).

Carolyn has worn her Revan armor at conventions such as Comic-Con, Wondercon, Celebration and BayCon. She has also worn it to a number of local parades and charity events. She has been surprised that many kids and adults recognize her as Revan despite the character’s obscure origin. It’s a thrill for Carolyn when she sees other people’s faces light up with excitement when they see her as a character.



Darth Revan on Korriban - photo manipulation by Kevin Graham, original photo by Dijiman

Jean Martin is editor-in-chief, writer and photographer for Science Fiction/San Francisco (www.efanzines.com/SF/SF/). She is also the SF Costume Design Examiner for Examiner.com ([www.http://www.examiner.com/costume-design-1-in-san-francisco/jean-martin](http://www.examiner.com/costume-design-1-in-san-francisco/jean-martin)). She is involved in costuming/cosplaying, dancing, singing and acting, and has won awards for costuming/cosplaying and as part of masquerade teams.

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It's Almost Time!

Jacob, the kids, and I are so excited that the National Costumers Association Convention, "Southern Accents", is almost here! We are truly looking forward to seeing every one of you at this year's convention from July 11-14th. It will definitely be one for the books. We have secured rooms at the Hollywood Casino and Resort in Bay St. Louis, Mississippi for a phenomenal rate of \$89 per night. Please call 1-800-946-2442 to book your rooms by June 8th to take advantage of this rare low price, using the promotion code NAT0710. The rate is valid up to two days before and two days after the convention. We recently toured the rooms again, and they have recently replaced all the soft items in the rooms. They are beautiful! To view the Hollywood Casino and Resort and all it has to offer, please visit them on the web at www.hollywoodbsl.com.

In addition to the phenomenal room rates, we have also been able to do something unprecedented with our registration this year. Because the vendors have been so generous in their hospitality donations this year, we are able to include most meals in the registration fees. The registration rate is only \$329 per person and includes one breakfast, two lunches, shop tour and meal, opening night party, Presidents banquet, and heavy hors d'oeuvres at the auction. Registration forms are available in this issue or online at www.costumers.org.

To get here, you should plan to fly into Gulfport, MS, airport code GPT. There are several automobile rental companies on site, including Hertz, Budget, Enterprise, and Avis. In addition, we have two taxi companies that have agreed to shuttle people from the airport to the Hollywood for a flat rate of \$45 in minivans that could take up to 6 people. One is Wayne's Way Transportation, 228-596-6354, and the other is Airport Casino Military Taxi and Sedan Service, 228-596-5220. For \$50 per person, Exclusive Taxi, 228-697-TAXI, will offer the same service. All companies recommend that you call one day in advance to secure their services and give them your flight information so they can track your arrival.

For those of you who would like to make this a family event or even a fun extended vacation, we have so much to offer you on our beautiful Mississippi Gulf Coast! Our host hotel, the Hollywood, boasts the only Arnold Palmer Signature Golf Course in Mississippi, a casino onsite, a huge swimming pool, and the newly added Lazy River with a swim-up bar. If this isn't enough, there are thrift stores within two miles of the Hollywood for those of you who want to look for inventory to "upcycle". Old Town Bay St. Louis is not to be missed for lovers of arts and crafts, antiques, and quirky shops. Just beyond Old Town lie the beaches along the Gulf of Mexico. For those who want to travel beyond the city limits, I would highly recommend our water park, Gulf Islands, in Gulfport, charter boat deep sea fishing, the shrimp tour in Biloxi, a sail aboard the schooners, or tours of our many art museums. For the even more adventurous types, New Orleans is only about a one hour drive from the Hollywood. There are several cruises that sail just before or just after our convention from there, or you could simply go to enjoy the ambience of the French Quarter itself.

The convention itself is shaping up to be a great time. We have a well-balanced mix of education this year, including both hands-on and business-related courses. Did I mention that there is no charge this year for hands-on classes? We are bringing back the Creative Style Show, which was always a favorite among costumers, and we are going to have an intense battle for the title of Iron Costumer once again. For those of you who attended the Denver convention, I am sure this prospect brings a smile to your face. There will also be giveaways at certain events, so don't miss out!

As ever, any convention is what you make of it, and for us, convention will not be complete without you there. Please make every effort to come and see us, and let us show you the splendor and fun of our area. Know that the Board, Jacob, I, and even our kids, are working hard to make this the most fun and most memorable convention yet!

We'll see y'all soon!

*With love,
The Locklar family*

Tentative Schedule

SUBJECT TO CHANGE

Friday, July 11, 2014

12:00	Pre Convention Board Meeting
3:00-6:00	Registration
6:00	Cocktails, The Bridges
7:00-10:00	Opening Night Party "Old South, New South", The Bridges (Buffet-style)

Saturday, July 12, 2014

9:00-12:00	Registration, continued
9:00	Newcomers Orientation
9:15-9:45	Membership Forum
9:30-10:00	Sign in for Business Meeting
10:00-12:00	Annual NCA Member Business Meeting
12:00-1:00	Lunch on your own
1:00-2:00	Education Session
2:00-3:00	Shop Talk
3:45-4:00	Load buses for shop tour
4:45	Arrive at Josette's for shop tour, catered by The Shed BBQ and Blues Joint
8:00	Pick up from Josette's for return to Hollywood Casino

Sunday, July 13, 2014

8:00-10:00	Market Breakfast
9:00-12:00	Market
12:00-1:30	Iron Costumer and luncheon
1:45-4:45	Education sessions
5:00	Second business meeting if needed
6:00	Auction registration, hors d'oeuvres, cocktails
7:00	Auction

Monday, July 14, 2014

9:00-12:00	Education Sessions
12:00-1:00	Creative Style Show and luncheon
1:00-4:00	Education Sessions
4:30	Porpoise Revue – Pool
6:00	Cocktails
7:00	Presidents Banquet, "A Night with the Stars"

Tuesday, July 15, 2014

9:00	Post Convention Board Meeting
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SUBJECT TO CHANGE

Opening Night Party, "Old South, New South"

This year's Opening Night Party is appropriately themed "Old South, New South". Here on the Mississippi Gulf Coast, we firmly embrace our heritage while looking forward to new and exciting innovations. We cordially invite you to go as an authentic historic figure or spoof one. Feel free to become anyone from the South of the past or anyone from today. You could even go as me! This year's

opening night party will be held on Friday, July 11, at The Bridges Clubhouse on the only Arnold Palmer certified golf course on the coast. Cocktails will be served beginning at 6:00pm, followed by a buffet-style dinner at 7:00. Dick Stoner, magician and comedian extraordinaire, will provide an evening of entertainment that is not to be missed. This year's Opening Night Party expenses are included in your registration, so there are no tickets to remember and no reason to miss the fun! We hope to see you soon!

Love y'all, Crystal

The shop tour this year will feature Josette's, Inc. in Biloxi, Mississippi. We will depart the Hollywood Casino and Resort at 3:45pm to travel by bus to the shop. It is our hope that you will pick up a few good ideas for your store from ours and perhaps even offer suggestions to us about how we could make better use of our space. The Shed Barbecue and Blues Joint, recently featured on the Food Network with its reality show, "The Shed", will be catering the meal, and John McDonnell, attorney at law, will give a brief talk about

Shop Tour: Josette's

bringing your business into the next generation and estate planning. His expertise and services were instrumental in saving us from disaster before Tex and Josette died because we converted our business from a sole proprietorship into an S-corporation. Had we left the business as a sole proprietorship, all the assets of the business itself would have been frozen until probate was complete. We hope that this talk will be as valuable to you as it was to us. The buses will depart Josette's to return to the Hollywood at 8:00pm so that you can either retire early or stay up and party in the casino or poolside for the rest of the night. Once again, the fees for the shop tour and meal are included in your registration fees, so we hope you will come.



Convention At A Glance

- ◆ July 11-14
- ◆ Hollywood Resort & Casino, Bay St. Louis, Mississippi
- ◆ Room rate: \$89 plus tax per night
- ◆ Hotel reservation deadline: **JUNE 8**
- ◆ Make hotel reservations at: 800-946-2442 (be sure to reference National Costumers Association, promo code NAT0710)
- ◆ Advance convention registration fee (through June 1): \$329 (ALL INCLUSIVE!)
- ◆ Late/onsite registration fee (after June 1): \$379
- ◆ More info at www.costumers.org or 800-NCA-1321

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Iron Costumer

At convention this year, one of the workshops you can participate in is the "IRON COSTUMER."

Anyone who wants to participate can! We will divide

up into teams with a team leader. You will have approximately 1 hour to complete your finished garment and the winner will be decided by the audience. The garments will be auctioned off as a fundraiser!

What you will be given:

- ◆ Secret Ingredient
- ◆ Variety of embellishments, style it however you like
- ◆ One hour to modify and embellish
- ◆ Sewing machine, glue guns and glue, scissors, needles for hand sewing
- ◆ Preselected Team Captain

Whether your sewing skills are those of a new sewing enthusiast or you are a seasoned seamstress, this workshop encourages designing, creativity, and collaboration with a lot of fun! We are looking forward to see what ideas you come up with.

Janine Caufield and Terri Greenberg, Co-chairs



In addition to the education session scheduled for the Shop Tour evening, entitled "Passing Your Business to the Next Generation," and our "Iron Costumer" session described above, we are working to finalize several other valuable education sessions for convention. Among the confirmed sessions, we have:

Education

- ◆ "ReCycling Wedding Gowns" with Laurin Wilhelm
- ◆ "How to Get Your Business Backstage" with Gene Flaherty of Mehron
- ◆ "Applique Making With Laurin Wilhelm"
- ◆ "How to Market Yourself to Colleges and Universities" with Melanie Harris
- ◆ "...Mannequins Off Left : Unusual Floor Displays" with Judy Smith
- ◆ "Facing the Giants : Small Businesses Surviving in Today's Market"
- ◆ "Using Technology to Market Your Business: WordPress, Facebook, Instagram, and Skype" with Josh Charlton
- ◆ "I Beg Your Pardon : How to Deal with Attitude on Both Sides of the Counter", an NCA panel discussion

And there are even more we're working on finalizing. All sessions and schedules are subject to change, but there will definitely be some great opportunities to pick up business and costuming information and expertise, as well as hands-on experience, to take right back to your shop with you!

Creative Style Show

Seven shops signed up for this event. They each received an identical box of materials, including fabric, trims, notions and a few surprise items. Upon receiving the box, one of the verbal comments was "this fabric is ugly". I

am sure some thought, "What have I gotten myself into?"

Even though sturdy U-Haul boxes were purchased, two arrived at their destination damaged. One box was missing some items, so a quick fix had to be found. A word to the wise...filling out insurance forms for the USPS is a nightmare.

Pat Coppock and I are patiently waiting, with anticipation, to see what the costumers will come up with using the materials provided. Oh to be a fly on the wall in these sewing rooms! We feel we have challenged the shops to the max this year – they have to create one or more costumes using the contents of the box and very little else, and their designs will be revealed at the Creative Style Show at convention! There has never been a creative style event that has been disappointing – and I am sure this one will be no exception.

For even more good news, this event will include a luncheon that is part of your registration package for convention. We hope to see you there!

Lorraine Brown, Co-chair

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Hospitality

Two of the most powerful words that we use in business are "Thank You"! We at the National Costumers Association appreciate all the support that both our vendor and our buyer members have shown the association over the years. Their generosity makes it possible for us to defray the cost of the conference. This year with their incredible generosity, the hospitality board will be able to provide more meals than ever to the attendees. Donations have allowed us to remove the "meal ticket" portion of conference costs altogether; therefore, this year's conference will be more affordable than it's ever been. Take the initiative to make new friends, network with colleagues, and attend educational seminars! Join us in Mississippi in July.

We would like to acknowledge the following 2014 hospitality sponsors and express our deepest gratitude for their support and generosity:

**Disguise, Inc./ Division of Jakks Pacific • Forum Novelties, Inc.
Peter Alan, Inc. • Rubie's Costume Company**

Alexanders Costumes • Arne Distributors, Inc. (ADI) • Caufield's • Froggy's Fog • Halco
Smiffy's (A.K.A. R.H. Smith & Sons) • Sunnywood, Inc. * West Bay Inc.

Debbie Lyn's Costumes • Junk For Joy • Rose Costumes

With a special nod to all vendor members, and on behalf of the National Costumers Association, I would like to extend an invitation to you and your company to join us at the 85th National Costumers Association National Convention in Bay Saint Louis, Mississippi on July 11-14. The conference will be both informative and entertaining, the food will be superb, and the people fabulous. So, register today!

—Janine Caufield, 2014 Hospitality Chair

Auction!

What a great time to start sending in your items for the NCA Auction! We are in desperate need for new items for this year's auction. We hope to make this the best and most profitable auction yet, but we need your help. Please send in your auction items as soon as possible to Josette's Inc., Attn: Jacob and Crystal Locklar, 902 Howard Avenue, Biloxi, MS 39530. Be sure your box is marked "AUCTION". We will take care of the rest. Thank you in advance for your help with this!

What Else Can I Do?

Planning on staying longer in the area? Here are some things to check out:

www.gulfcoast.org : Mississippi Gulf Coast Regional Convention & Visitors Bureau
www.gulfislandswaterpark.com : Gulf Islands Water Park
www.msshipisland.com : Ship Island Excursions
www.fws.gov/mississippisandhillcrane : Mississippi Sandhill Crane National Wildlife Refuge
www.walterandersonmuseum.org : Walter Anderson Museum of Art
www.georgeohr.org : Ohr-O'Keefe Museum
www.lmdc.org : Lynn Meadows Discovery Center • www.carnival.com : Carnival Cruise Lines

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Porpoise Club

You know you want to.....

Join the one and only NCA Porpoise Club this year in Biloxi! We have been told that the pool this year is the best one ever! We have been promised rehearsal time that isn't after midnight! Now is the time to start thinking about making this year your debut with the Porpoises. If you don't know what I'm talking about, you would be perfect for the Club. All former participants: please let Cindy know you are planning to swim this year. Anyone who has had the slightest inkling to participate, go ahead and dive in! We want to make a big splash this year, so all new members are welcome. The only requirements are that you own a bathing suit and you want to have fun. Actually the first is optional. E-mail me at disguises@msn.com for details and to confirm your participation. My goal is to make it even more exciting and profitable than ever before. I can't give away too many secrets, but pyrotechnics may be involved.

Cindy Cantanese



Membership Forum

I hope everyone is finally enjoying some sunshine after the crazy winter we've had! Convention in Biloxi/Gulfport is going to be fantastic. Crystal and Jacob of Josette's have worked tirelessly to make sure we enjoy the "Southern Hospitality" the gulf coast is known for. I will be chairing the Membership Forum again and would appreciate any topics you want to discuss, concerns you have, or new ideas to bring up to the membership. This is a great time to have your voice heard! Thank you in advance and I look forward to hearing from you. Please email me at Terri@halcoholidays.com with any questions or comments.

Terri Greenberg, Chair, Membership Forum

Presidents Banquet: A Night with the Stars... Hollywood Through the Years

She had tried on every dress in her closet and just could not find a THING to wear to the Presidents Banquet. She threw the last frock down

in disgust, and bemoaned the fact that she had even agreed to attend, when all of a sudden it hit her like a slap to the face...why, she didn't have to stick to any certain year...she could wear a dress just like Miss Vivien Leigh's – her favorite 1940s actress – and put all the other ladies to shame!

So she went through the costume store inventory, starting with the 1930s and going all the way through to current times, and before she knew it she had a dressing room full of possibilities! After she figured out what to wear, she'd just put her hair up all fancy-like and throw on some fake eyelashes and she'd be a famous Hollywood actress off to attend the Presidents Banquet in no time at all!

Check the convention schedule and be sure to attend the Presidents Banquet to honor our current and also past presidents, deserving award recipients, and much MUCH more!



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National Costumers Association 85th Convention

July 11th-14th, 2014 Bay St. Louis, MS



We're looking forward to having you join us in Bay St. Louis this summer! Host: Jasette's! One of the most exciting aspects of this event is that SEVEN meals and the hands-on education session are **INCLUDED** in your registration fee. This is an outstanding deal for you and the employees that you may want to bring with you to share the NCA experience! This is one of the most cost-efficient NCA functions you will have the opportunity to attend!

Hollywood Resort and Casino

711 Hollywood Blvd. Bay St. Louis, MS 39520

Room rate \$89 plus tax per night.

Hotel Reservations Deadline June 8th, 2014

To make your reservation please call: (800) 946-2442.

*Please reference *National Costumers Association* to receive our contracted rate. (This promotion code is NAT0710.) The rate is valid 2 days before through 2 days after the event.

All reservations MUST be made prior to 6/8/14 to receive the \$89 rate.

Payment Information

Register online at www.Costumers.org

or

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Complete and return to:

NCA Headquarters

Fax: (303) 758-9616 Phone: (303) 758-9611

6000 East Evans Ave #3-205, Denver, CO 80222

www.costumers.org

office@costumers.org

Your Information

Company Name: _____

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City: _____ State: _____ Zip: _____

Ph: _____ Fax: _____ Cell: _____

Email: _____

**Admission to Convention events is by badge or meal ticket only. No admission for non-registered participants.*

Convention Registration

Meals included: (Friday evening Opening Night Party, Saturday evening meal & Shop Tour, Sunday Market Breakfast, lunch, Auction hors de oeuvres, Monday lunch, and Monday President's Banquet)

Early Registration Deadline- May 1st

***Register EARLY to take advantage of the discounted rate! (\$279)**

Registration: May 2nd – June 1st : \$329

(*Registrations after June 1st and ONSITE for \$379*)

FULL Registration Qty: _____ Total \$: _____

(All Membership types - \$279/ person through May 1st : \$329
May 2nd – June 1st : \$379 June 2nd - ONSITE)

STUDENT Sunday Qty: _____ Total \$: _____

Student - \$50

**One day registration includes: 2 classes, Iron Costumer, Show & Share and Shop Talk.*

Monday President's Dinner Only \$40!

***For additional guests Qty: _____ Total \$: _____**

**Please select from the following meal options:*

(Required field)

Chicken St. Charles _____

Red Snapper _____

Vegetarian plate _____

Attendees

Please print clearly names for badges and indicate if any special categories apply to you. (Retired, Honorary Life, Harrelson Award, Director, Officer, Past President, First Time).

How many will be able to attend Saturday Shop Tour and dinner? _____ The bus will leave hotel at 3:45pm.



NCA Marketplace

Advertising in the NCA Marketplace is \$35 per issue (10% discount for NCA members). Deadline for ads is 30 days prior to issue date. Issue dates are February, May, September, and December, so deadlines are, respectively, Jan. 1, April 1, Aug. 1, and Nov. 1. You can submit a ready-made ad, or just send text and we will place it in a box. You will be billed upon publication of the ad, and payment is due upon receipt. Full details are listed on the advertising contract available on www.costumers.org, or you can contact the publications office at editor@costumers.org or 800-NCA-1889.



The National Costumers Association is currently accepting bids for the following position:
Publications Office Manager: Sept 2014 through Aug 2016. See the Policy and Procedure manual at www.costumers.org for a description of the expectations of the position. The deadline for submitting bids for this contract is June 15, 2014. Contact the NCA home office at 800-NCA-1321 or office@costumers.org for more information.

Your ad could be here!
 As low as \$27 per issue!
 Contact editor@costumers.org or 800-NCA-1889 for more info.



2014 BUYERS GROUP

- Alexanders Costumes
- Bauer Pacific Imports
- Caufields
- Charades LLC
- Cinema Secrets Inc.
- Costume Culture by Franco
- Delicious of NY
- Dillon Inc.
- Disguise Inc/Division of Jakks Pacific
- Dreamgirl International
- Dress Up America
- Eddies Trick and Novelty Inc.
- Ellie Shoes, Inc

- elope, Inc
- Flashback & Freedom, Inc.
- Forum Novelties, Inc
- Froggy's Fog
- Funny Fashion, Inc
- FunWorld Div. Easter Unlimited Inc.
- Garland Beauty Products, Inc.
- Ghoulish Productions/Caretas
- Goddessy LLC
- Graftobian Make-up Company
- Halco
- J Templeton Inc
- Jacobson Hat Co. Inc
- Just Pretend Kids
- Leg Avenue
- Loftus International
- Mehron Inc.
- Midnight Syndicate Soundtracks (div. Entity Productions Inc.)

- Mystery House
- Party King
- Peter Alan, Inc
- Pleaser USA inc
- Rasta Imposta
- RG Costumes & Accessories
- Rubie's Costume Co.
- Seasons USA Inc
- Smiffy's/R.H. Smith and Sons
- Starline LLC
- Sunnywood Inc.
- Tabis Characters
- ThePirateDressing.com
- Trick or Treat Studios
- Underwraps Costumes
- Visual Effects/Duval LLC
- West Bay Inc.
- Wolfe Face Arts & FX
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