

QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

VOLUME 23 NUMBER 3 SPRING 1996

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A NOTE FROM THE EDITOR

nother jam-packed issue delivered to your doorstep! And Spring is on the way (although here in New Mexico, it's been like Spring most of the Winter) so we can get out there scouting for insulators once again.

Lot's of stuff to pass on this time. Be sure to read the Letters: Roger Lucas gives an exciting first-hand account of searching the Hemingray Factory dump site and Bobby Youngers gives us his annual update (thanks for the neat sketches, Bobby). Rick Baldwin has put together an interesting survey which we are all

hopeful you will take the time to fill out and mail back to Rick. This is our first comprehensive attempt to compile the wants, needs, likes and dislikes of the membership, so now is the time to "stand up and be counted". Also, be sure to read the nomination biographies for NIA President and Western Region Vice President - and vote when you receive the ballots in a few weeks.

Thanks also to Rick for his discussion of safety issues when cleaning insulators (see Central Region Report). As it turns out, there are some definite considerations we all need to take when

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using some of the chemicals available.

In the Past President's column, Dwayne Anthony gives us an update of his research on altered insulators and Elton Gish offers some additional thoughts on insulator transactions, so be sure to read these.

July will be here before we know it, so get your plan together for attending the 27th National Convention in Long Beach (show flyer in the back of this issue). This is shaping up to be yet another great National!

Finally, Beres has his latest

membership stats later in the issue. Note that we are behind on renewals: If you get this issue, you're not the problem, but please encourage your friends who haven't sent in their '96 bucks to do so - or they'll miss even more issues of this outstanding publication! (I just love being the editor: See how easy it is to define public opinion?)

See you at the shows!

Tom Katonak







A MESSAGE FROM THE PRESIDENT

fter an unbelievable winter - lots of snow - I'm glad that spring is on the way. We're all anticipating the start of another show season. Take the time if you can and try to attend an NIA sanctioned show, I'm sure you won't be disappointed.

In this issue you will find the profile of candidates running for President and Western Regional Vice President. applaud them for coming forward to try and help the NIA.

Also in this issue there is a questionnaire. Please take the time to fill it out. Remember this is your organization and we want your input to help make decisions. Rick Baldwin hopes to compile the information and have it available for the business meeting at the National in Long Beach, CA.

A suggestion was made by one of our

members as to starting a video library. We are going to implement this through our Historian Jim Garrity. Hopefully with the help of our mem-

bership base we will be able to build up quite a selection of videos on TO FILL OUT THE National and Regional shows, plus other insulator QUESTIONNAIRE"

"PLEASE TAKE THE TIME

That's all for now. See you in Long

Good collecting

Beach.

related subjects.

Steve Bobb, NIA #827 President



"WE MADE SOME FASCINATING

DISCOVERIES DURING OUR

EXPLORATION"

LETTERS TO THE EDITOR

Dear Editor:

January 20. 1996

any collectors don't realize there is a dump at the Indiana Hemingray plant site, and Darin Cochran and I didn't know it either until we tried to get the limestone block sign that bears the Hemingray Glass Company name on the brick office building. That project failed because of structural reasons but as a result of our small tour, we got to see an old dump in the rear of the property.

It took a few months, but we managed to get limited permission to dig back there. For several weekends, Darin and I dug through solid glass areas, sand and bricks to acquire as much as we could stuff into an '82 Ford wagon and a Pontiac 6000. I'd say the highlights to this dig were a CD 155.6 in 7-up green (top two thirds), specimen D-990's in 7-up green with no

"D-990" on the rear-(including several solid pours) and purple CD 162 H.G. Co. specimens. We found other things too: A 7-up green soda or beer bottle with an "H" -

in a circle on the bottom, ice cream glass bottoms - one solid, other solid pours including D-512's and CD 121's, a mostly complete CD 162 Hemingray 19 in cobalt and hundreds of other insulator pieces in all colors.

Several chunks of glass were also recovered, some weighing up to 55 pounds. The colors of these glass chunks included cobalt, yellow amber, red amber and various shades of aqua.

We made some fascinating discoveries during our exploration: The rear retaining wall made of furnace or kiln wall blocks with glass melted on one side and a number of buildings on the plant site including a big sand tower-elevator. There were connecting tunnels under most of the buildings out back and most of those buildings had glass block windows. It was a very fun time searching the dump for any oddball insulators or other products Hemingray made and Darin and I are forever in debt to the owner for the short The owner (a millionaire time there. attorney) had concerns for our safety and concern for insurance liability due to a few tenants he has at the plant, so our visit was cut short. This is private property under lease to a commercial business and is protected by guard dogs and police, so I valued the previous time we had with the limited permission. The owner also told us they have had people arrested for hopping the fence and digging in the past. Glad that wasn't us!

My hope is that in the future we can get back into the site (with permission) and

possibly the dump can be opened up to the collecting public and give up it's history of what, how and when Hemingray made their insulators. A portion of our finds were at last year's London, Ohio Show

and putting our display together turned out to be a fun thing to do. Chunks of colored glass haven't been displayed in this way before as far as I know. I never realized how much interest there was in "dump items". I guess the fact there is a Hemingray factory dump got people wondering.

I hope to display sometime again in the future. Perhaps by that time, we'll be able to add to the collection!

Roger Lucas, NIA #3234

Morell 15312 Pony.

Dear NIA,

y insulator hunting last year was probably one of my better years. The reason for this high total is because the Union Pacific has now completely torn up the track all the way to Ottawa (KS). The best finds were six CD 145 H.G.Co. petticoats in a green color.

My two best finds of the year came from the annual Topeka Railroad Days Festival. For some strange reason, I went back to the railroadania tent, and sitting on top of a table were two Hemingray - 60's, one with SDPs in blue and one clear with RDPs. Each one was \$10.00.

It appears that insulator collecting has rubbed off on an 8 year-old girl in our family. She also collects pogs which gives me an idea: How about NIA and insulator pogs? I've had to start storing my insulators outside before the floor in my room caves in. I wonder what insulators I will find this year. You'll probably hear from me next winter.

Good collecting to you all,

Bobby Youngers, NIA #4884 518 South Second St. Osage City, KS 66523-1458

PS: I also finally also got a lightning rod ball at a garage sale, a 7-up green for 10 cents.

Editors Note: Bobby's letter was edited because of space limitations. Hopefully, some members will correspond with this young man. The **Drip Points** always enjoy receiving his letters and great sketches.

FROM THE EASTERN REGION

The Northeast has been digging out from record snow storms and freezing temperatures. Many of us are getting "cabin fever" but it is a good time to focus on cataloging and displaying your insulator collection. We are waiting for the Spring, and the first insulator show of 1996!

However, the INTERNET is <u>sizzling hot!!</u> The Web pages and Email have seen a great deal of activity. ICON (Insulator Collectors On the Net) has grown by over 40 members since the last Drip Points. Many "for sale" lists for books, insulators, porcelain signs and more have been emailed to members of ICON, and everyone reports great success in selling items! Don't let me tell you about the INTERNET; hear what others are saying!

NIA #29 writes: "I have been collecting insulators for the past 20+ years. I have met and talked with some of you in the past years. I am always interested in the questions I see on the Net ... I still have my collection and do enjoy reading Email each day."

A collector from Germany writes: "I just tested my new T-Online connection and linked over to the INTERNET and our Web page. It sure has improved a lot since I've been there last time. And I like the links to the history of the telephone... And I found the book about Insulator hunting in UK." [Keith Neal's books]

A dormant collector writes: "The Web pages are the sole reason I'm back in the hobby ... After I was 're-hooked' by your Web site, I have unboxed about 400 insulators from my collection. I have

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purchased several nice pieces (threadless, EC&M, etc.) through the e-mail mailing list on the Web server. This past week I have joined the NIA, purchased about 5 books and purchased 3 more insulators. It's great!!"

A collector who thought he had made a rare find of a "Canadian threadless insulator" writes: "Thanks to everyone ... the miracle of instant information. And I mean REAL INFORMATION! Four collectors responded within a couple hours, and wouldn't you know it but there's a great article listed on them [Battery Rest Insulators on the Web pages]! The community has Insulators truly overwhelming presence on the net. Congratulations to all!"

A Prodigy user writes: "I knew nothing about an insulator collectors organization until I came across the Web pages under the Prodigy Antiques listings."

A collector from Italy writes: "I have just found out about the Web site and am enthusiastic. Until now I thought I was the only collector of these strange things. I am going to subscribe to your association but would like to know if you have some Italian or European contacts."

A collector posting a "for sale" list writes: "Last Saturday I put out two small lists of books and ramshorns for sale. The books were gone in a few hours and the ramshorns in two days...all 10 of 'em. Looks like 'Net sales are the thing of the future, especially as others find out that it is the fastest way to get first dibs on stuff."

I say: "Get online, and check the Web site out!" at http://www.insulators.com

Communication

Communication is always important. With the geographical distribution of the NIA board and chair members, it is difficult to conduct "day to day" business. It all has to be done slowly, with multiple phone calls, or via letter writing. Imagine the "NIA of the future" - NIA board members, as well as individuals could communicate instantly and handle important matters with electronic mail. Information about shows and dealer contracts could be obtained from electronic mail.

Right now, four NIA board members, five NIA committee members, and eight insulator club contacts are "online". And more people will be joining soon. Consult the back of this issue of DP for Email addresses. Let's encourage all NIA members to "get online"!

Support your local shows!

Talking to people via Email and viewing photographs of insulators on the Web may be great if you are stuck indoors, but nothing beats the excitement of attending an Insulator Show! There are a number of

great shows coming up in the Eastern Region. For more details, check the show listings in Crown Jewels, Rainbow

"NOTHING BEATS THE

EXCITEMENT OF ATTENDING

AN INSULATOR SHOW!"

Riders or on the Web pages! YPCIC members note the change in date and place of our Spring Show!

See you online! And at a number of the upcoming Spring shows!

Bill Meier, NIA #4322

Eastern Regional Vice President



FROM THE CENTRAL REGION

ost collectors want to preserve and display their collectibles in as clean and pristine condition as possible. By the nature of their use and disposal, glass bottles and insulators present more challenges to the cleaning and restoration processes than many other collectibles collectors do. and most experimented with different cleaning agents and methods to effectively accomplish these processes. Rather than focus on cleaning tips and techniques, I'd like to address some hazards, which may immediately obvious. be precautions that should be taken when using some of the chemicals that are often used to clean bottles and insulators. A recent and excellent article on cleaning techniques can be found in the November 1995 issue of Antique Bottle & Glass Collector.

There are many hazardous chemicals particularly acids, bases and solvents that are routinely utilized by collectors to clean their antique glass, and you don't have to be a "rocket scientist" to be able to procure them. Many can be purchased at your local drugstore, hardware store or builders supply center, as they are sold for such other uses as stone and concrete cleaning, wood bleaching, metal cleaning, paint & tar removal, etc. Some are even marketed specifically for cleaning and removing stains from antique bottles and glass. It is of the utmost importance that you understand the chemicals that you choose to work with, that you are aware of their hazards and that you follow proper safety precautions and practices when using them!

There are two important sources of information about chemical hazards that are available to a user: Labels and Material Safety Data Sheets (MSDS). Knowing how to properly read labels is

important, and it is the legal right of every user to know the contents of a product, or at least the hazards associated with the product, if the ingredients are proprietary. MSDSs, which serve as standards for hazard communication in laboratories. schools and industry, contain in-depth information about a chemical's properties, precautions and hazards. measures. If a supplier cannot provide you with an MSDS at the time of purchase of a specific chemical, contact the manufacturer or distributor for a copy. If you have difficulty in obtaining an MSDS on a specific chemical, contact me and I'll try to supply you with a copy.

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When using a specific chemical, there are three main areas dealing with personal safety that you should be aware of - its and corrosiveness. toxicity other reactivity/incompatibility with As a minimum, use the substances. following safety practices when using other than common, safe household cleaning agents: 1) know the chemical(s), 2) wear proper chemical-resistant gloves and clothing for skin protection, 3) wear goggles or proper eve protection and/or use a Plexiglas "splash shield", 4) work in an area with adequate ventilation and 5) good housekeeping practices! Always store chemicals safely, and keep any long-term soaking-baths covered and located where curious children or pets can't get into them. In case of skin or eye contact with most of the chemicals of concern here, immediate first aid would be to flush the exposed area with plenty of water and seek medical attention, as necessary. Follow local laws and safe practices for the proper disposal of spent chemicals and cleaning solutions. Corrosive and/or toxic materials cannot be simply washed down a sewer, dumped in a stream or landfill or allowed to get into your home septic system!

Never mix chemicals or cleaning agents

"USING STRONG ACIDS IS NOT

WORTH THE RISKS TO

PERSONAL SAFETY"

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with the anticipation that they'll do a better cleaning job unless you are sure that they will interact safely. Mixing incompatible substances could result in a release of heat accompanied by violent boiling and splattering (e.g., via the addition of water to concentrated mineral acids), the release of toxic or deadly gases (e.g., mixing acids with bleaches or cleansers) or combustion (e.g., mixing acids with organic solvents).

Using strong mineral acids, such as hydrochloric acid (i.e., muriatic acid) or sulfuric acid (i.e., oil of vitriol), to clean antique glass is not worth the risks to your personal safety unless you are trained in their safe use and handling. The liquids and vapors are extremely. corrosive and cause severe burns to all body tissue, they can react violently with many incompatible substances (e.g., strong bases, metals,

metal salts, organics, otheracids, water, combustible materials) and they are harmful to the environment. Adding water to concentrated mineral acids is very dangerous, and the heat generated could easily crack the fragile glass object containing the mixture. Strong bases such as sodium hydroxide (i.e., caustic soda or lye) are also very corrosive and can cause severe burns to the skin, and they will also attack and dull "soft" glass upon prolonged exposure.

Oxalic acid is routinely used as a cleaning agent in the bottle and insulator hobby. Dissolving the white crystals in water results in a mildly acidic cleaning solution; as it will not immediately burn the skin as a mineral acid or caustic solution will do. a user may think that the use of chemicalresistant gloves is an unnecessary Besides being corrosive, precaution. oxalic acid is extremely toxic and can be

absorbed directly through the skin, possibly resulting in symptoms similar to those seen from acute ingestion of the compound. Local and/or systemic effects to this toxin can be severe and can result in death. The compound complexes with calcium in the body, and kidney or brain damage could result from the formation of calcium oxalate deposits if sufficient amounts are absorbed or ingested. Oxalic acid is also found as an ingredient in some commercial powdered cleansers.

Ammonium bifluoride is another extremely hazardous crystalline compound that is often used in cleaning and removing stains from bottles and insulators. solution of dangerous and highly corrosive hydrofluoric acid is formed when this and

> similar salts are dissolved in water. This acid readily attacks and dissolves glass, and it could easily do more harm that good to your glass antique

Early "soft" glass and cobalt glass formulations are especially susceptible to attack. If allowed to come in contact with your skin, the acid is readily absorbed resulting in bone decalcification, slowhealing tissue damage, burning and blistering underneath the skin, which is accompanied by excruciating pain!

Use proper personal protection when cleaning with organic solvents, paint thinners, kerosene, etc., also. Prolonged skin exposure can result in dermatitis, vapors are harmful, these substances are highly flammable and some are even carcinogenic (cancer-causing).

Armed with a non-scratching powdered cleanser and nylon pad, detergent, bottle brushes, a toothbrush and elbow grease, I've found that most of my

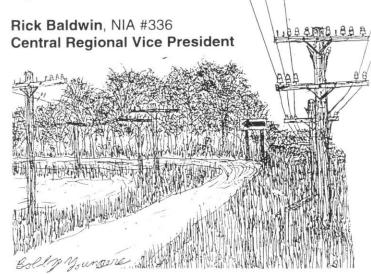
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collectibles can be satisfactorily cleaned and restored without resorting to the use of hazardous chemicals. Presoaking in common cleaning agents (Lestoil, for example) can be very effective in loosening years of accumulated soot and grime. However you choose to clean your bottles and insulators, be informed, be cautious, act responsibly and use common sense!

I know that I've made this into another lengthy column, but I felt that it was an important subject to address. If I've made at least one reader more aware and safety conscious, then my intention has been met!

Finally, my design of our 1996 NIA Membership Survey is included in this issue of *Drip Points*. I urge every member to take a few minutes to complete and return this survey, as your feedback will help to direct and to improve our organization.



FROM THE WESTERN REGION

All of you will be saddened to hear that Andy Brown of Washington passed away recently. Our love goes out to his family and especially to his wife of 53 years, Violet ("Vi"). Andy and Vi have hosted the Enumclaw show for years and have given the hobby lots of enjoyment.

Coincidentally, Enumclaw leads off the list of upcoming shows. The annual Enumclaw Washington get-together will be held May 4 & 5. Call Vi Brown at (206) 868-4249 for more details.

On May 17 & 18, the "high Desert" folks will be attending the Victorville (CA) show. Gary Johnston at (909) 783-4101 can give you more information.

Also on May 18, the Enchantment Insulator and Triple Ridge Insulator Clubs will jointly host their Fourth Annual Tailgater in Trinidad Colorado. Details to be published shortly.

The weekend of June 7-9 will see two shows, one in the North and one in the South. Cayucos, CA pops up this year on June 7 & 8 (Call Ron Norton at (805) 488-7445 for more details). The Cayucos show has formerly been in May, but last year it conflicted with the Victorville show. So this year it was moved to June 7 & 8 where it conflicts with the Namarata, B.C. show! Namarata will hold their show on June 8 & 9. For more information, call Gary Reed at (604) 493-3535.

The Triple Ridge folks are planning their annual bash in Denver on June 21-23. Jeff Powers at (303) 457-4193 can give you more details.

Finally, don't forget the fabulous NIA National in Long Beach, CA July 19-21. Dwayne Anthony can give you additional info. Call him at (909) 888-6417.

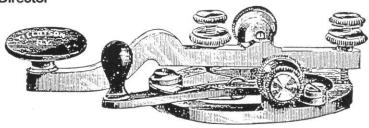
See you there!

Grant Salzman, NIA #1785 Western Region Vice President

FROM THE EXECUTIVE DIRECTOR:

We survived the "Blizzard of the Century" and also the floods, two weeks later. Now it is time to think Spring and Insulator shows. It is also time to think about the 1997 National and Regional Shows. Bid sheets have been sent out for the National Show, Western Regional and the Eastern Regional Shows. As of this writing, a firm bid for the National has been received and other bids are expected shortly.

Claude A. Wambold, NIA #1717 Executive Director



...DRIP NOTES

- NIA-sponsored insulator insurance is available for your collection. It's a
 great way to protect your collection from fire and theft (See the ad on the inside
 cover of this issue.)
- Don't miss the Long Beach National: July 19-21, 1996. Mark your calendars now!
- If you have any more nominations for NIA President or Western Regional Vice President, call Ron Norton as soon as posible!
- MOVING?? Please send your new address to Joe Beres: Don't risk missing your copy of the *Drip Points*!
 - Tell your friends to pay their 1996 Dues!
- Take a few minutes and fill out the survey at the end of this issue: Send back to Rick Baldwin.
- If you need anything with an NIA logo on it, now is the time to order: Use the order form at the end of this issue.

FROM THE PAST PRESIDENT

occurred.

more batch of insulators through a local Long Beach! radiation source to hopefully attain further documentation on a few lingering colors Dwayne Anthony, NIA #3619 that are somewhat suspect. This should be First Past President completed by the time you read this.

Eventually, a custom color photograph will be designed for educational purposes and

"A COMPLETE REPORT IS FORTHCOMING"

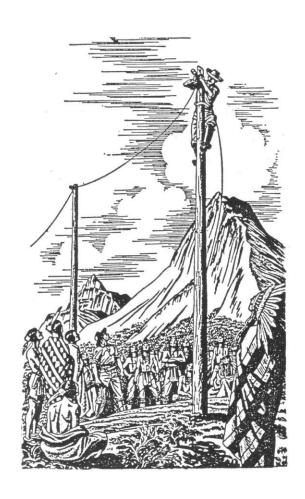
distributed to each NIA member/family (one per address). A larger poster size photo will be available to show hosts of NIA sanc-

tioned shows for public display. These photos will contain the before-and-after colors of the most beneficial and educational results obtained during the course of this project. A complete report containing an outline of the project's results is also forthcoming.

If you attended the Western Regional in Visalia, you had the opportunity to preview many of completed samples from this project. A completed and updated version of this same display will be on exhibit at the National Convention this summer in Long Beach, CA.

Speaking of The National, have you s most of you already know, I've finalized your plans to attend? David Hall been working the past year on an and I, along with several helpful educational project for the NIA. volunteers, are working diligently to ensure When completed, its sole purpose will be that your visit to the 1996 NIA National to aid in the identification of intentionally Show & Convention will be a pleasant and altered colors that are occasionally found memorable experience. Don't wait to read in glass insulators. The sources most show reports on this one - be there and commonly used to create such alterations experience the excitement of a national are radiation and extreme heat. With level show first hand! Write or phone me experimentation through the use of these now for your free show packet. (See the sources, enlightening revelations have Board of Directors listing for my address and phone number.)

In my last Drip Points article I reported that I wish each and every one of you a these experiments were very close to prosperous new year of insulator collecting completion. I've since decided to run one and I'm looking forward to seeing you all in



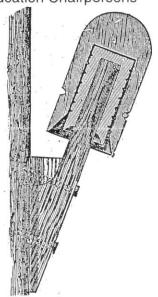
FROM THE PROMOTION & EDUCATION DEPARTMENT

t has been anything but a quiet winter here in New Jersey! I got engaged and am planning on getting married to my co-chairperson in May, the company I work for has announced that it will split itself into three companies, and I spent two days digging out from the "Blizzard of '96" and helping neighbors during the flooding that followed. writing this article at 35,000 feet on my way to a two-week business trip in Hong Kong. My research for the video project has taken me on an exciting field trip to the AT&T Archives in search of old photos but finding so much more. There, I was able to view original letters and blueprints of insulators from both Hemingray and Brookfield. and see pictures experimental insulators and documents explaining things about insulators unknown until now. Currently the information I uncovered is available on the Insulators Web Site http://dc.www.insulators.com/nia and should be appearing later this year in Crown Jewels.

During the remainder of the winter, we will be in the process of writing the script and coming up with a vision on how the whole project will come together. I've been reviewing the wealth of information already written on the subject and am trying to assemble it into an appropriate format. As always, your ideas on how to best put the video together are appreciated. Stay tuned to future issues of *Drip Points* to hear how the project is going.

To all, the best collecting has to offer in 1996.

David R. Wiecek, NIA #3225 Karen M. Surowiec, NIA #4672 Promotion & Education Chairpersons



A NOTE FROM THE PRODUCT MARKETING DEPARTMENT

ales of NIA products have been steady through the winter, and our caps and sweatshirts remain popular! Name badges are also in demand, so if you would like one for the NIA National in July, please try and get your order in early! You can now view the NIA products and ordering information on the Web page, at http://www.insulators.com/nia and we hope to have real full color photographs of the products online soon!

Jill Meier, NIA #4323

Product Marketing Chairperson

NIA ETHICS WARNING UPDATE!!

n the last Drip Points, the NIA Board published a warning about Larry Richards in an effort to prevent other NIA members from becoming involved in insulator sales fraud with him. After that notice came out, two other collectors notified me that they, too, had sent Larry money without receiving the insulators. Larry has now paid off those two individuals as well as all other outstanding claims against him. However, this does not mean that future problems with Larry will not occur. Members are reminded that any dealings with Larry should be handled either face-to-face, or they should ask to receive the insulator from him before paying. It is regrettable that such a well-known and long-time member had to be expelled from our organization.

Please let me know if you ever have a problem with an insulator transaction. All I ask is that you make all attempts to resolve the matter first. Sometimes a phone call can clear up a simple misunderstanding. When all else fails, we now have several alternatives that have proven successful in recovering money or insulators in fraud cases. It would be inappropriate to discuss the alternatives in this forum, but we can do much more than simply publish someone's name -- ask any of the collectors involved with Larry. A recent addition to our alternatives has proven very powerful. One collector is also a lawyer, and he has considerable resources at his command. He has offered his services to the NIA, and his first efforts obtained immediate results.

A recent incident was brought to my attention that involved two well-known collectors. One collector sent the other a glass insulator that arrived with apparent damage from UPS handling -- the crack was not present when the insulator was shipped. The insulator was returned before notifying the seller. Damage should be reported to the seller immediately, and before the buyer returns the insulator. That way both parties can agree on how to handle the claim, and, therefore, work together to recover damages from the shipper. Most of us either have not filed a claim or have forgotten the correct procedure. A phone call could clear up any misunderstanding on condition and quickly reach agreement on what to do next. If there is damage from shipment, who files the claim with UPS -- buyer or seller? Is it different for the U.S. Postal Service? I don't know myself. If the damaged insulator is sent back to the seller without notifying him, it could prevent either of you from filing a claim (particularly if it is returned by a different shipper), and, more importantly, it could prevent the buyer from recovering his purchase price from the shipping company. I hesitate to get involved in any case unless the matter cannot be settled by the parties involved.

Most of you handle your insulator trades and sales transactions without a hitch; however, misunderstandings and the occasional "bad deal" do occur. Please handle your affairs honestly and ethically. Remember to describe all insulators accurately, and pack them well enough to withstand the shipping "gorillas". It is always a good policy for the seller to offer return privileges (within a reasonable time limit, of course). If you want to return an item, call the person first to make sure how the seller wants it returned and to let him know that you are returning the piece. Communication is always the best policy. Happy Collecting!!

Elton Gish. NIA #41 **Ethics Chairman**











FROM THE NOMINATIONS CHAIRPERSON

ominations for NIA President and Western Region Vice President have been solicited. As a result, we have one candidate for Western Region Vice President. If there is anyone out there who feels that they want to enter the campaign for this office, they must contact me before the 1st of April. We also have two candidates for NIA President, so you will be receiving a ballot in the mail the latter part of April or first of May. Please show your support by voting. Due to the unusual circumstances surrounding this election, this year's ballots will be mailed to Elton Gish, Ethics Chairman, for tabulation.

Thanks to all three of you for wanting to get involved, and to Elton for helping out.

Don't forget, you cannot vote for any candidate if you are not an <u>active</u> member of the NIA. Dues for all members should have been paid by January 1. If you have not yet renewed, please do so right away. You can also tell any of your friends that are not NIA members that they could voice their opinion if they join now!



CANDIDATES FOR THE PRESIDENT

Jimmy Burns



, Jimmy Burns, announce my candidacy for President of the National Insulator Association. I am forty years old and have collected insulators for the past twenty-seven years. My wife, Vickey, and I have two children: James, who has become an active collector, and Christopher. It is for my children and other young collectors that I seek this office because I believe I can lead the NIA into a positive future.

Some of the things I have been involved with in our hobby:

- 1) Host of the Annual Lone Star Insulator Club Houston Insulator Show.
- 2) Displayed at both NIA-sanctioned shows and local shows.
- 3) Former President of the Lone Star Insulator Club Show.

- 4) Chairman of the Woodward Award, LSIC.
- 5) Have built a good collection of color porcelain insulators.
- 6) I have had several articles published in hobby publications.
- 7) I served as one of the 1994 National Show Hosts and will serve as a 1996 Central Regional Show Host.

I have been a long-time critic of the NIA. However, during the presidency of Steve Bobb, I have seen some positive changes that I have long called for. I believe that the survey of members can help the NIA set goals for the future, and I believe that editorial changes in Drip Points have been useful in giving the grass roots collector a voice in the hobby. But, I think that there is much more that should be done:

1) Term limits of no more than three years as a chairperson and a one-year waiting period before getting back on the executive board.

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- 2) Elimination of the second past president position.
- 3) Extending ethics rules to purchases and disposal of large collections by bidding.
- 4) Development of a policy to establish contact with law enforcement and postal authorities concerning fraud and fake insulators.
- 5) Bringing new blood into the executive board by picking people who have never served on a committee. This would include those who have voiced concerns with the NIA.

In conclusion, I want to answer those who wrote letters to other NIA members during my bid for election of Central Vice President that I wanted to dismantle the NIA. To the contrary I want an NIA that serves the grass roots membership and appreciates their views. Also in those same letters it was pointed out that I had never served on the executive board or held a committee position, which while true, is slightly inaccurate as I have offered my services for many years, yet for my outspoken views have not been afforded the opportunity to serve. I hope to do that soon. It saddens me when several of my collectors friends will not join the NIA because they don't believe the NIA serves its membership. This includes a former elected official of the NIA who will no longer rejoin. I believe the NIA is the best answer possible and is salvable with some major reforms. It is because of my concern for the future of our great hobby that I am running for President.

Jimmy Burns, NIA #4032

Patti Norton



y name is Patti Norton, and I am a candidate for the office of the NIA President. I am a mother of two and have two grandchildren.

My husband, Ron, began collecting in May of 1991, I began a magazine for insulator collectors to support his hobby (The Rainbow Riders' Trading Post) in November of 1991, and I became a collector in November of 1992.

Although I have only been collecting for three years, I have learned a lot about insulators and the hobby in general through the magazine, the great books in the hobby, my husband and other collectors, and attending many shows. Because I have only been collecting for three years, I still have a beginner's enthusiasm.

My husband and I have made it a point to go to as many shows as possible since 1991, including most all local shows, and several Nationals, Regionals, and club shows throughout the United States. Over the years. I have helped to host our club's show in Cayucos for three years, and will do so again this June; helped to put out the club's newsletter when Ron was the club's president; have had a sales table at almost every show we attended, and my own display at many of the shows; and helped a little with the Western Regional in Visalia, and will be helping a little with the National in Long Beach this year. I have also managed a large crew in one job, have run my own business, and manage the office where I presently work.

In the magazine, I have made a stand on controversial issues when necessary, and I think that I have a reputation for being

(Continued from page 14)

fair, honest, and quite open. (If I am elected, I would run a disclaimer in the magazine that my views as the editor are not necessarily the views of the NIA President or the NIA.)

After having grown up with an older brother, I fear no challenge. Some of the challenges that I see are:

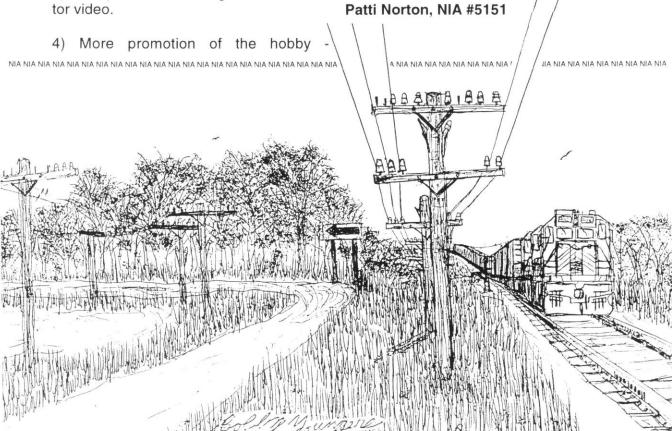
- 1) To have all insulator collectors see the NIA as an organization that is there to help them and serve in their best interests, not as one that they should avoid or fear.
- 2) I like the idea of having the President and Vice Presidents replaced often to keep bringing new ideas into the NIA. But, I think that some of the other positions are being managed so well that "they ain't broke" and simply shouldn't be fixed as long as these people are willing to continue giving their time and effort.

3) Completion of the long-awaited insulator video

stressing the history, beauty, variety, and affordability of most insulators, without the investment possibilities of a few.

Keeping this hobby on an honest, 5) friendly basis. Very high prices have brought reproduced and fake items into many hobbies. When reproductions and fakes have not been stopped, people in those hobbies have either left the hobby itself or stopped buying rather than take a chance on being swindled. I do have definite ideas as to some controversial insulators could be handled and how controversies could be avoided in the first place. We all benefit from any great new finds that are real, and we all suffer when any fakes are allowed into the hobby.

I think that insulators are beautiful and have wonderful histories, I enjoy meeting other collectors, and I would try to help the hobby become stronger and as enjoyable to all collectors as possible.



CANDIDATE FOR WESTERN REGIONAL VICE PRESIDENT

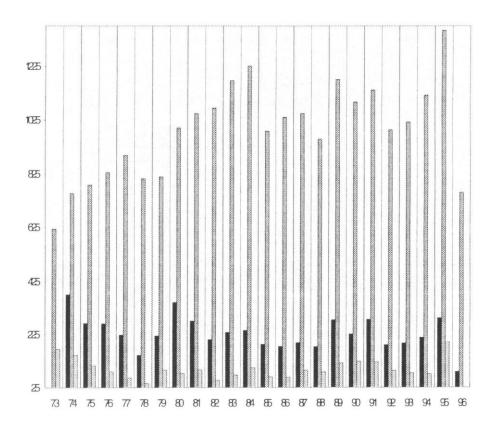
reetings! My name is Matt Poage, and I would very much like your vote for Western Regional Vice President. I have been collecting insulators since the summer of 1979, and since that time I have seen the hobby expand in size with a seemingly unending interest in glass and porcelain insulators. Shows have expanded, too --- along with attendance, and it's great to see groups of new people come into the hobby each month.

Part of my goal as Vice President would be to certainly continue that trend and also expand ways the NIA could be advertised in other areas. It would also include working with the NIA President to see about answering a very growing concern in the hobby today --- that of strange and new glass insulator finds. These finds may certainly be real --- or they may be fake --- but we must act together to get the answers, as I believe this hobby depends on them.

I'm looking forward to serving you and hope that I can count on your support.

Matt Poage, NIA #3757

NIA MEMBERSHIP STATISTICS



■ NEW ® TOTAL ® 1 YEAR

| | 1990 NATIUNAL INS | ULATOR ASSOCIATIO | ON WIEWIBER STATUS |
|--------|-----------------------|-------------------------|---------------------|
| | | AS OF 1-28-96 | |
| | TOTAL NIA NUMBERS US | SED | 6001 |
| | NIA NUMBERS NOT ASSI | GNED | 21 |
| | NIA NUMBERS DOUBLE I | SSUED | 60 |
| | NEW MEMBERS FOR 1996 | | 84 |
| | | ACTIVE | INACTIVE (not paid) |
| | MEMBERS | 756 | 5070 |
| | CHARTER | 92 | 794 |
| | LIFETIME | 35 | 7 (DEC.) |
| | JUNIOR | 10 | 23 |
| | CLUBS | 1 | 11 |
| | NON U.S.MEMBERS | 26 | 51 |
| | | | |
| | 24 YEAR MEMBERS | 39 | 0 |
| | 23 YEAR MEMBERS | 25 | 8 |
| | 22 YEAR MEMBERS | 12 | 10 |
| | 21 YEAR MEMBERS | 11 | 7 |
| | 20 YEAR MEMBERS | 17 | 11 |
| | 19 YEAR MEMBERS | 13 | 11 |
| | 18 YEAR MEMBERS | 13 | 15 |
| | 17 YEAR MEMBERS | 23 | 16 |
| | 16 YEAR MEMBERS | 15 | 25 |
| | 15 YEAR MEMBERS | 12 | 13 |
| | 14 YEAR MEMBERS | 23 | 31 |
| | 13 YEAR MEMBERS | 24 | 35 |
| | 12 YEAR MEMBERS | 20 | 43 |
| | 11 YEAR MEMBERS | 24 | 68 |
| | 10 YEAR MEMBERS | 20 | 64 |
| | 9 YEAR MEMBERS | 36 | 85 |
| | 8 YEAR MEMBERS | 26 | 94 |
| | 7 YEAR MEMBERS | 36 | 138 |
| | 6 YEAR MEMBERS | 46 | 169 |
| | 5 YEAR MEMBERS | 33 | 251 |
| | 4 YEAR MEMBERS | 46 | 366 |
| | 3 YEAR MEMBERS | 62 | 521 |
| | 2 YEAR MEMBERS | 96 | 982 |
| | 1 YEAR MEMBERS | 84 | 2197 |
| MISC. | | | |
| | DECEASED MEMBERS | | 90 |
| | DOGS (NIA NUMBER ISSU | ED.BUT NOT ACTIVE) | 4 |
| NOTES: | | | |
| | 1. NIA NUMBERS THAT W | VERE NOT ASSIGNED ARE I | DEAD NUMBERS |
| | (NEVER TO BE USED) | | |
| | 2. NIA NUMBERS THAT W | VERE DOUBLE ISSUED: TH | E MEMBER WAS GIVEN |
| | | R AND THE SECOND OR TH | |
| | A DEAD NUMBER | | |



1995-96 FINANCIAL REPORT NATIONAL INSULATOR ASSOCIATION QUARTER ENDING 12/31/95



Beginning Balance-General Fund Education & Promotion Account

10/1/95

9118.42

1556.00

Revenues

Donations
Membership Dues
Miscellaneous Income
Product Sales

0.00 321.00

112.50

2416.50

2850.00

Total Revenues:

General Fund Expenses

105.00 Advertising Bank Charges/Taxes 0.00 Marketing Products 369.16 Misc. Postage 297.49 Misc. Printing 435.47 Misc. Supplies 12.69 Misc. Professional Services 0.00 Crown Jewels Rebates 54.00 **Drip Points Printing** 641.59 **Drip Points Postage** 199.01 Show Advertising Subsidy 104.05 0.00 Show Awards Stationery Supplies 0.00 7.22 Telephone 0.00 Special Projects

Total Expenses:

2225.68

Closing Balance, General Fund: Education & Promotion Fund Balance Total Balance on Hand 9742.74 1556.00 11298.74 rev022096

1995-1996 NATIONAL INSULATOR ASSOCIATION

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CLAUDE WAMBOLD, NIA #1717, **EXECUTIVE DIRECTOR** 1837 PERKIOMENVILLE ROAD, PERKIOMENVILLE, PA 18074 (215) 234-8413

BILL MEIER, NIA #4322, **EASTERN REGION VP**103 CANTERBURY COURT, CARLISLE, MA 01741-1860
(508) 369-0208
EMAIL: meier@amber8.enet.dec.com

RICK BALDWIN, NIA #336, **CENTRAL REGION VP** 1931 THORPE CIRCLE, BRUNSWICK, OH 44212 (216) 225-3576

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MIKE GUTHRIE, NIA #3297, **TREASURER** 1209 W. MENLO, FRESNO, CA 93711-1477 (209) 435-6127 EMAIL: nsl8rguy@aol.com

TOM KATONAK, NIA #3567, **INFORMATION DIRECTOR** 1024 CAMINO de LUCIA, CORRALES, NM 87048 (505) 898-5592 EMAIL: tomk164440@aol.com

JOE BERES, NIA #563, **MEMBERSHIP DIRECTOR** 1315 OLD MILL PATH, BROADVIEW HEIGHTS, OH 44147 (216) 526-3478 EMAIL: jjjb@aol.com

DWAYNE ANTHONY, NIA #3619, FIRST PAST PRESIDENT 1066 SCENIC DR., SAN BERNARDINO, CA 92408 (909) 888-6417

ERIC HALPIN, NIA #2768, **SECOND PAST PRESIDENT** 312 MELROSE AVE., TORONTO, ONTARIO, CANADA M5M 1Z4 (416) 783-2192

1994-1995 NATIONAL INSULATOR ASSOCIATION

COMMITTEE CHAIRPEOPLE

JILL MEIER, NIA #4323, PRODUCT MARKETING 103 CANTERBURY COURT, CARLISLE, MA 01741-1860 (508) 369-0208 EMAIL: jillmeier@aol.com

GINNY WAY, NIA #5183, SHOW STANDARDS 68 COOPER DRIVE, WATERBURY, CT 06704-1618 (203) 575-9964 EMAIL: vw4005@aol.com

RON NORTON, NIA #5150, **NOMINATIONS**234 N. 5TH STREET, PORT HUENEME, CA 93041-3004
(805) 488-7445

ELTON GISH, NIA #41, **ETHICS** PO BOX 1317, BUNA, TX 77612 (409) 994-5662

JIM GARRITY, NIA #44, **HISTORIAN**RR #1, BOX 173, PAXINOS, PA 17860-9745
(717) 672-9326
EMAIL: jgarrity@aol.com

JOHN McDOUGALD, NIA #689, **BY-LAWS** 5N941 RAVINE DR., ST. CHARLES, IL 60175 (708) 513-1544 EMAIL: crnjewels@aol.com

DAVID WIECEK, NIA #3225, **PROMOTION & EDUCATION** KAREN SUROWIEC, NIA #4672 63 REINMAN ROAD, WARREN, NJ 07059-5736 (908) 754-0909

EMAIL: drw@attmail.com



Jill Meier, NIA # 4323 Product Marketing Committee 103 Canterbury Court Carlisle, MA 01741-1860 (508) 369-0208

NIA LOGO ITEM ORDER FORM

| | Quantity | , | | Price | Amount | | | | |
|---|------------|---|---|-------------------|--------|--|--|--|--|
| NIA LOGO Large Logo on back | | XXLg (Plea | light blue, 100% cotton LgXLg_ se note: \$1.00 extra for XXLg) gray, medium-weight, 50/5 | \$14.00 | | | | | |
| L ₹NEW | ₹NEW3- | | i Lg XLg | | | | | | |
| | | XXLg (Plea | se note: \$2.00 extra for XXLg) | \$22.00 | | | | | |
| ₹NEW | Ĩ ₹ | NIA Caps | gray with 5-color logo | \$10.00 | | | | | |
| | | NIA Mugs | white with 5-color logo | \$8.00 | | | | | |
| | | Patches | light blue w/ 5-color logo $(3\frac{1}{2}$ " x $2\frac{1}{2}$ ") | \$4.00 | - | | | | |
| | | Decals | light blue w/ 3-color logo $(2" \times 1^{3}/\!\!4")$ | \$1.00 | | | | | |
| Normal participation (Normal participation) | | Name Badges | white with blue letters, green and brown logo | \$11.00 | - | | | | |
| | | | | Subtotal | | | | | |
| | Please add | Please add \$3.00 for the first T-shirt, sweatshirt, cap or mug and \$1.00 for each additional one of these items | | | | | | | |
| National INSULA OR | and \$1.00 | for each additions | | otal enclosed | | | | | |
| Assocition | | (Please make check or money order in U.S. funds payable to National Insulator Association) | | | | | | | |
| Til. | Name | | | | | | | | |
| | Address | | | | | | | | |
| | City/Sta | te/Zip | | | | | | | |
| | | | | | | | | | |
| * * * * * * * * | • | | * * * * * * * * | | * * * | | | | |
| Name Badge Customization Information | | | | | | | | | |
| Please complete the relevan | informati | on below. Use | the back of this order form | for additional ba | dges. | | | | |
| Name | | | NT 4 // | | | | | | |
| City | | | _ | | | | | | |

YOU ARE CORDIALLY INVITED TO ATTEND...

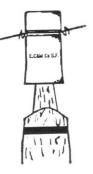
THE NATIONAL INSULATOR ASSOCIATION'S



27TH ANNUAL NATIONAL CONVENTION SHOW & SALE

LONG BEACH RENAISSANCE HOTEL

111 EAST OCEAN BLVD., LONG BEACH, CALIFORNIA (CORNER OF OCEAN & PINE)





JULY 19-21, 1996



PUBLIC SHOW HOURS: SAT. 9 a.m. to 4 p.m. SUN. 9 a.m. to 3 p.m.

N.I.A. MEMBERS ONLY ON FRIDAY, JULY 19, 9 a.m. to 4 p.m. (N.I.A. MEMBERSHIP APPLICATIONS ARE AVAILABLE UPON REQUEST)

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