

Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

VOLUME 23 NUMBER 3 SPRING 1996

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A NOTE FROM THE EDITOR

Another 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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LETTERS TO THE EDITOR

Dear Editor: January 20, 1996

Many 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 time there. The owner (a millionaire 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

"WE MADE SOME FASCINATING
DISCOVERIES DURING OUR
EXPLORATION"

Morell 15312 Pony.
Packed 400 in a barrel.
Weight per 1000 packed, 675 lbs. No. 15312



(Continued from page 4)

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 Insulators community has a 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"!

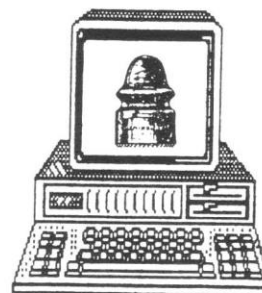
Support your local shows!

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 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



"NOTHING BEATS THE
EXCITEMENT OF ATTENDING
AN INSULATOR SHOW!"

FROM THE CENTRAL REGION

Most 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 do, and most collectors have 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 not be immediately obvious, and 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, hazards, precautions and control 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.

When using a specific chemical, there are three main areas dealing with personal safety that you should be aware of - its corrosiveness, toxicity and reactivity/incompatibility with other substances. As a minimum, use the 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 eye protection and/or use a Plexiglas "splash shield", 4) work in an area with adequate ventilation and 5) use 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

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(Continued from page 6)

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

“USING STRONG ACIDS IS NOT WORTH THE RISKS TO PERSONAL SAFETY”

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, other acids, 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 chemical-resistant gloves is an unnecessary precaution. Besides being corrosive, 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. A 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 than good to your antique glass object.

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, slow-healing 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 glass

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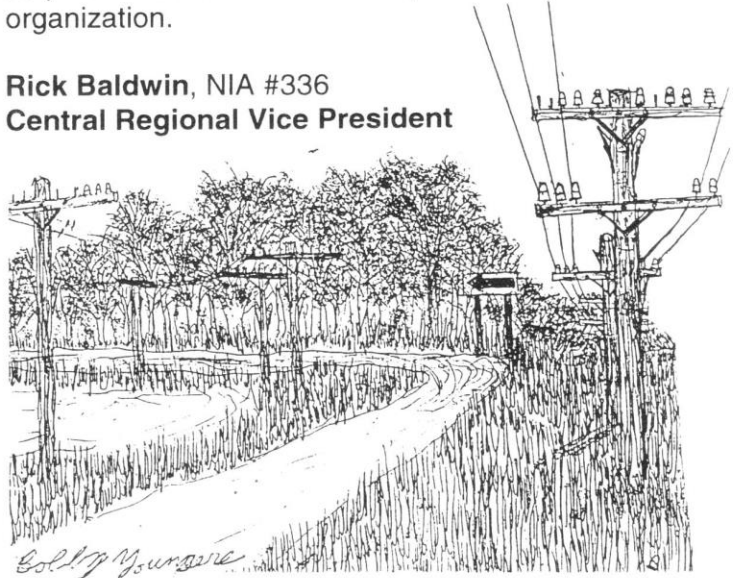
collectibles can be satisfactorily cleaned and restored without resorting to the use of hazardous chemicals. Presoaking in common cleaning agents (Lestoil, for example) can be very effective in loosening years of accumulated soot and grime. However you choose to clean your bottles and insulators, be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

Rick Baldwin, NIA #336
Central Regional Vice President



NIA NIA

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 PAST PRESIDENT

As most of you already know, I've been working the past year on an educational project for the NIA. When completed, its sole purpose will be to aid in the identification of intentionally altered colors that are occasionally found in glass insulators. The sources most commonly used to create such alterations are radiation and extreme heat. With experimentation through the use of these sources, enlightening revelations have occurred.

Speaking of The National, have you finalized your plans to attend? David Hall and I, along with several helpful volunteers, are working diligently to ensure that your visit to the 1996 NIA National Show & Convention will be a pleasant and memorable experience. Don't wait to read show reports on this one - be there and experience the excitement of a national level show first hand! Write or phone me now for your free show packet. (See the Board of Directors listing for my address and phone number.)

In my last *Drip Points* article I reported that these experiments were very close to completion. I've since decided to run one more batch of insulators through a local radiation source to hopefully attain further documentation on a few lingering colors that are somewhat suspect. This should be completed by the time you read this.

I wish each and every one of you a prosperous new year of insulator collecting and I'm looking forward to seeing you all in Long Beach!

**Dwayne Anthony, NIA #3619
First Past President**

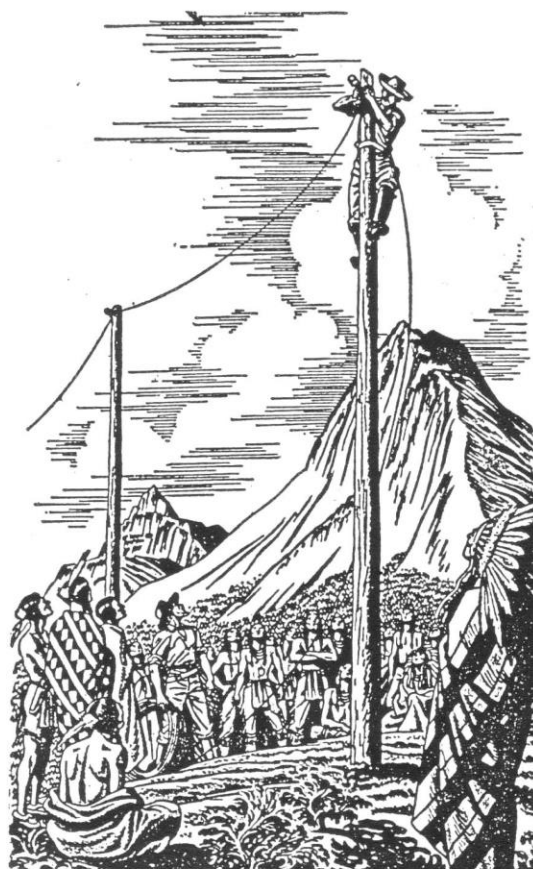
Eventually, a custom color photograph will be designed for educational purposes and

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

"A COMPLETE REPORT
IS FORTHCOMING"

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.



NIA ETHICS WARNING UPDATE!!

In 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



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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



My 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

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1996 NATIONAL INSULATOR ASSOCIATION MEMBER STATUS

AS OF 1-28-96

TOTAL NIA NUMBERS USED		6001
NIA NUMBERS NOT ASSIGNED		21
NIA NUMBERS DOUBLE ISSUED		60
NEW MEMBERS FOR 1996		84

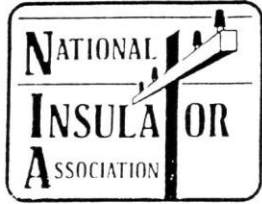
	ACTIVE	INACTIVE (not paid)
MEMBERS	756	5070
CHARTER	92	794
LIFETIME	35	7 (DEC.)
JUNIOR	10	23
CLUBS	1	11
NON U.S.MEMBERS	26	51
24 YEAR MEMBERS	39	0
23 YEAR MEMBERS	25	8
22 YEAR MEMBERS	12	10
21 YEAR MEMBERS	11	7
20 YEAR MEMBERS	17	11
19 YEAR MEMBERS	13	11
18 YEAR MEMBERS	13	15
17 YEAR MEMBERS	23	16
16 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 ISSUED.BUT NOT ACTIVE)		4

NOTES:

1. NIA NUMBERS THAT WERE NOT ASSIGNED ARE DEAD NUMBERS (NEVER TO BE USED)
2. NIA NUMBERS THAT WERE DOUBLE ISSUED: THE MEMBER WAS GIVEN THIER ORIGINAL NUMBER AND THE SECOND OR THIRD NUMBER BECAME A DEAD NUMBER



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



Beginning Balance-General Fund	10/1/95	9118.42
Education & Promotion Account		1556.00

Revenues

Donations	112.50	
Membership Dues	2416.50	
Miscellaneous Income	0.00	
Product Sales	321.00	
Total Revenues:		2850.00

General Fund Expenses

Advertising	105.00	
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	
Show Awards	0.00	
Stationery Supplies	0.00	
Telephone	7.22	
Special Projects	0.00	
Total Expenses:		2225.68

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

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1995-1996 NATIONAL INSULATOR ASSOCIATION

BOARD OF DIRECTORS

STEPHEN BOBB, NIA #827, **PRESIDENT**
610 NORTHAMPTON ROAD, NORRISTOWN, PA 19403
(610) 539-6533

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

GRANT SALZMAN, NIA #1785, **WESTERN REGION VP**
427 SAFFLOWER PLACE, WEST SACRAMENTO, CA 95691
(916) 372-7272

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

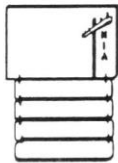
JOHN McDOUGALD, NIA #689, **BY-LAWS**
5N941 RAVINE DR., ST. CHARLES, IL 60175
(708) 513-1544
EMAIL: crnjewels@aol.com

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
_____	T-Shirts light blue, 100% cotton		
	Sm_____ Med_____ Lg_____ XLg_____	\$13.00	_____
	XXLg___ (Please note: \$1.00 extra for XXLg)	\$14.00	_____
_____	Sweatshirts gray, medium-weight, 50/50		
	Sm_____ Med_____ Lg_____ XLg_____	\$20.00	_____
	XXLg___ (Please note: \$2.00 extra for XXLg)	\$22.00	_____
_____	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 (3½" x 2½")	\$4.00	_____
_____	Decals light blue w/ 3-color logo (2" x 1¾")	\$1.00	_____
_____	Name Badges white with blue letters, green and brown logo	\$11.00	_____

Subtotal _____

Please add \$3.00 for the first T-shirt, sweatshirt, cap or mug and \$1.00 for each additional one of these items

Shipping _____

Total enclosed _____

(Please make check or money order in U.S. funds payable to National Insulator Association)

Name _____
 Address _____
 City/State/Zip _____
 Telephone No. _____

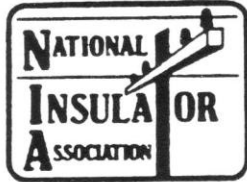
Name Badge Customization Information

Please complete the relevant information below. Use the back of this order form for additional badges.

Name _____ NIA # _____
 City _____ State _____

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)

**INSULATORS & RELATED ITEMS, PLUS VARIOUS OTHER
CATEGORIES OF TABLETOP COLLECTIBLES**

**LUXURIOUS HOTEL ACCOMMODATIONS AT SPECIAL
DISCOUNTED RATES!**

**POOL ✓ JACUZZI ✓ SAUNA ✓ EXERCISE EQUIPMENT ✓
DELI ✓ GOURMET RESTAURANT ✓ COCKTAIL LOUNGE ✓
EASY ACCESS TO NEARBY BEACHES FOR SWIMMING,
FISHING, CRUISES, THE QUEEN MARY, ETC.**

ADMISSION IS \$2.00 PER PERSON FOR ALL THREE DAYS!

FOR ADDITIONAL INFORMATION PLEASE CONTACT:

DWAYNE ANTHONY
1066 SCENIC DR.
SAN BERNARDINO, CA 92408-1818
(909) 888-6417 FAX (909) 885-5901

DAVID HALL
1157 MC DONALD AVE.
WILMINGTON, CA 90744-3333
(310) 834-6368