

Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

VOLUME 23 NUMBER 4 SUMMER 1996

In this issue of *Drip Points*:

- ◆ Editor's Note
- ◆ From the President...*Stephen Bobb*
- ◆ Regional Reports... *Bill Meier, Rick Baldwin, Grant Salzman*
- ◆ Historian Note...*Jim Garrity*
- ◆ Promotion and Education...*David and Karen Wiecek*
- ◆ Product Marketing...*Jill Meier*
- ◆ Ethics...*Elton Gish*
- ◆ Nominations...*Ron Norton*
- ◆ Membership Stats...*Joe Beres*
- ◆ Financial Report...*Mike Guthrie*

A NOTE FROM THE EDITOR

Believe it or not, summer is here already! Time for the big shows and insulator collecting trips! The final touches are being made for the Long Beach National (see flyer at the end of this issue) and it promises to be another great one! If you haven't made your hotel reservation, don't put it off any longer.

Rick Baldwin, Central Region Vice President, passes on that he received many responses to the survey in the last issue of *Drip Points*: He is in the process of tabulating the results now. Thanks to those of you who took the time to fill out the form.

Also, Ethics Chairman Elton Gish reports that he is wrapping up the election process for the new president. Results will be announced at the National.

Claude Wambold, NIA Executive Director, asked me to report that he has received bids for all the NIA shows for 1997 and the selected bids will also be announced at the upcoming National.

Congratulations are in order for our joint Promotion and Education Chairpersons: They are now Mr. and Mrs. Wiecek!

I didn't receive any love notes or hate mail this period, so there are no letters to the Editor. Hope I'm not scaring any of you

(Continued on page 2)

FROM THE CENTRAL REGION

Now that winter has departed (and that's still up for debate here in the Cleveland area!), it's time to start focusing the priorities on such things as planning summer vacations, getting the yard in shape, having cookouts and making plans to support those bottle and insulator shows that are now sprouting up all over the country! I hope that many families from the East and Midwest are planning on vacationing in sunny California this July and attending the 27th NIA National in Long Beach. Dave and Dwayne are doing an outstanding job to make the experience worth your while!

I wish to thank all of the members who took the time to complete and return the 1996 NIA Membership Survey. The return rate of about 21% was lower than I had hoped for, but from those responses, we are learning a great deal about the membership. The survey was not intended to be a "bean-counting" exercise nor to define perceived accomplishments, but the inputs and feedback will be very valuable in defining future programmatic and administrative needs for bettering both the organization and the hobby as a whole. There are many issues of concern in the hobby right now, and I'm going to pass on some personal thoughts about a few of them in the next couple of paragraphs.

With growing concerns in the insulator and bottle collecting hobbies, and in the antique collecting arena in general, about the influx of potential fake and reproduction items, the best answer is knowledge of the subject, and remembering the old adage "Buyer Beware." At a recent Ohio show, I was unhappy to see new, young collectors leery about purchasing such items as

purple Diamond ponies and SCA "bullets," and I was embarrassed to have to convince them that the colors were not due to recent alterations. Each collector has to be proactive, not passive, in arming himself with information. Don't assume that others will provide you with essential facts. Be your own "reliable source."

But equally important to the above, the NIA and the insulator clubs at the local level have to gather and disseminate the facts to the best of their abilities, and to decide whether or not they endorse these items by allowing their public sale at their shows or by highlighting them in their publications. The NIA is the window to the world of insulator collecting, and we do not want to give a distorted view to many new and non-collectors who are just getting interested in the hobby!

Another important issue is how we as an organization and as individual collectors respond to and adapt to changes that have taken place in our hobby (and in most others) over the past three decades. Back in the old days, it seemed that the focus was on the hunt. There was camaraderie, as the fellow collectors searched out the rarities, traded duplicates with each other, and "shared" in the search. Many will agree that things have changed, and that today, it's a big business and that entrepreneurs have taken the hobby part out of it. This issue is closely coupled with the issue of how can we keep and stimulate a new collector's interest in the hobby?

To help sustain our hobby in the future, I think that we all agree that we need "new blood" in the hobby. This does not mean that we need to take advantage of new people, or just to have the opportunity to get "more stuff." Remember the

enthusiasm and curiosity that you had when you first got involved in the hobby and, also, how important your initial encounters with veteran collectors were? As you've "graduated" to more challenging and/or expensive items, do you show enthusiasm to a brand new collector, who is collecting what you consider to be inconsequential, beginners-type stuff? Have you made a real effort to help others along in the hobby, or have your efforts been geared towards the development of your own collection, sometimes at their expense?

There are many things that we need to do to recruit and develop the "farm system" - that being our shows, our clubs and our members - for our "major league" organization. We need to encourage the casual observers and to get their attention through effective promotion. We need to encourage the novice collector to become knowledgeable and to enjoy the hobby! We need to be more hobby-oriented and less profit-motivated as we help develop these people's interests. We need to change our attitude and to get our act together! We need to promote the insulator collecting hobby for what it was, is and can be...and that is an enjoyable, educational and fulfilling experience!

Change in the hobby has also been influenced by modern technology, and we are beginning to see examples of this in how we present knowledge (for example, in show displays) and in how we communicate with fellow collectors. The INTERNET is an example of a very positive change in bringing collectors together within the hobby, but we must be

cognizant of some of the issues that it creates, also. Probably the majority of our members do not have access to the Net as a source of communications, and it would be unfair to inadvertently exclude them from opportunities to acquire items for their collections as a result of selling and trading being done exclusively over the Net. It would be in everyone's best interest to exercise equal opportunity to all when advertising, so please consider supplementing a posting on the Net with a magazine ad or a notification of a list being available.

Recently, there have been suggestions made that one can identify possible recently-irradiated (purpled, etc.) bottles and insulators by exposing them to heat in a oven for several hours or to strong

WE NEED TO PROMOTE THE
INSULATOR HOBBY FOR WHAT
IT IS....AN ENJOYABLE, EDUCATIONAL
AND FULFILLING EXPERIENCE!

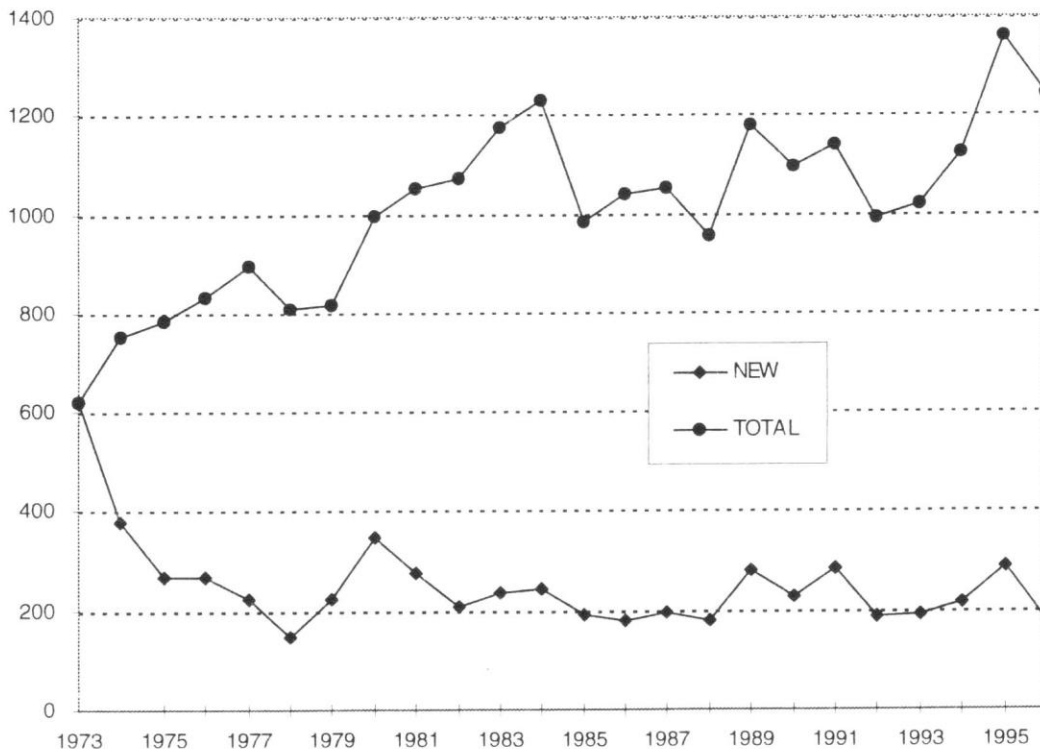
sunlight and observe if they lighten in color. "Dr. Rick" suggests that you do not try this, as it is not an unambiguous test! I won't go into the chemistry here, but "bleaching" by heat is

a normal reverse process for naturally colored or "sun-colored" glass, as well as for certain minerals and for some other man-made colored glass, depending upon its properties. The colors that we perceive in these classes of materials are due to the excitation of electrons that are present, and the specific colors are dependent upon many factors, such as the types of "ions" present and the nature of their surroundings. For example, the mineral beryl can be colorless, yellow, green or blue, depending upon its specific composition and upon whether it has been exposed to heat or to ionizing radiation.

(Continued on page 6)



MEMBERSHIP STATISTICS



Here's an interesting chart showing the NIA membership trends over the years. I took Membership Director Joe Beres' statistical file and plotted it to get the chart shown above. Looking at the Total Numbers (upper graph), the straight line approximation indicates that, on average, we are have an increasing NIA total membership of about 25 members per year. Looking at the lower graph, we can see that new memberships remain about the same on a yearly basis. The average long-term yearly new member rate is 228 per year. The downturn in both categories for 1996 will likely be reversed by the time all the new memberships come in from those folks planning to attend the National and "just haven't gotten around to paying their dues yet"; so it is possible that we will approach the total membership record of 1359 set in 1995.

Ed.





1995-96 FINANCIAL REPORT
NATIONAL INSULATOR ASSOCIATION
QUARTER ENDING 3/31/96



Beginning Balance-General Fund	9742.74
Education & Promotion Account	1556.00

Revenues

Donations	0.00	
Interest	0.00	
Membership Dues	2959.00	
Miscellaneous Income	0.00	
Product Sales	257.50	
Total Revenues:		<u>3216.50</u>

General Fund Expenses

Advertising	0.00	
Bank Charges/Taxes	0.00	
Marketing Products	24.00	
Misc. Postage	259.35	
Misc. Printing	0.90	
Misc. Supplies	7.90	
Misc. Professional Services	0.00	
Crown Jewels Rebates	59.00	
Drip Points Printing	745.29	
Drip Points Postage	212.31	
Show Advertising Subsidy	0.00	
Show Awards	0.00	
Stationery Supplies	0.00	
Telephone	84.41	
Special Projects	0.00	
Total Expenses:		<u>1393.16</u>

Closing Balance, General Fund:	<u>11566.08</u>
Education & Promotion Fund Balance	<u>1556.00</u>
Total Balance on Hand	<u>13122.08</u>

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:

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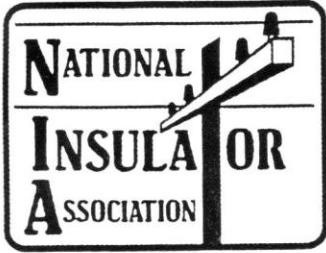
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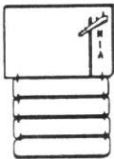


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 Carlisle, MA 01741-1860
 (508) 369-0208

NIA LOGO ITEM ORDER FORM



NEW



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	_____
		Shipping	_____
		Total enclosed	_____

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

(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 _____