

A NOTE FROM THE EDITOR

Here it is! Christmas time already! Time to start dropping those hints about that favorite piece you'd like to see wrapped and under the tree on Christmas morn. Come the dark long nights of January, tis the time to catch up on all that paperwork you never finished during the Summer and Fall because of all the glass hunts and shows - things like cataloging the collection, catching up on all the correspondence, reading the *Drip Points*....

Surprisingly, I didn't get any letters to the editor this month, so you won't see that section included. Hope I didn't say something to turn you letter writers off! Honest - I really am interested in your input.

I do get a lot of interesting notes from insulator folks out there on the INTERNET. I even receive many inputs for *Drip Points* that way! My INET address is "tomk164440@aol.com" if you've got something for me. If you'd like a larger list of collectors on the net, send a note to Keith Roloson at "kroloson@alphd10.attmail.com"

Welcome to Ginny Way (of the famous "Al and Ginny Way Team") as the new NIA Show Standards Chairperson! Ginny and Al are becoming familiar faces at shows all over the country now, so if you haven't met them yet, it won't be long.

Be sure to look at Joe Beres's membership statistics on pages 11 and 12 of this issue - you'll find them quite interesting.

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A NOTE FROM THE EXECUTIVE DIRECTOR

Just a few things to keep in mind for 1995 - It's not really that far away. Mark the following on your calendars: July 14th through July 16th is the 26th National Convention Show and Sale at Marlboro, MA. The Western Regional will be held on September 9th and 10th at Visalia, CA. The Central Regional will be held on November 11th and 12th at London, OH. Also, do not forget to support your local shows and swap meets. Where would our hobby be without them?

Also, now is the time to start planning for 1996 - The National show (Western Region), and the Central and Eastern Regionals. If you have been thinking about hosting a show, now is the time to act. Write or call me for a bid sheet.

Claude A. Wambold
Executive Director

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VICE PRESIDENT

After a summer of post-National non-insulator fun and games, some of our fall shows have come and gone. The Eastern Regional was held in Kulpsville, PA on Sept. 24-25. While sales in all price ranges were good and there was a lot of activity among the attendees on both days, I personally felt that attendance was not up to par for an eastern show. Those of you who stayed away missed a good time and some good pieces. A 742 DT Co. in pretty darn nice condition showed and changed hands. Three Elliott hats were there and sold, some CD 140 Oakmans appeared on a table for a very brief time and the number of CD 145 HGs in amber was surprising. The threadless portion of one collection changed hands on Saturday and was pieced out on Sunday. Perhaps one of the most exciting moments came on Sunday when Bob Moss & Don Wentzel appeared with a large number of Whitall Tatum experimental, odd color and CD variants. These were quickly photo-graphed by the

McDougalds and I'm sure will be shown at a later time. Pretty fantastic.

The Keene, NH bottle show over Columbus day weekend was the sight of the debut of the "Wolfman" featured in the September issue of *Crown Jewels*. I had the pleasure, as did others, of holding and inspecting it. This is one dynamite piece. Congratulations to one of our younger and more active members, Daryl Richardson for this find.

The Capital District show was held in Albany, NY on October 23rd and has to be considered a success. The walk-in was good and a lot of pieces in all price ranges changed hands. Kevin Lawless and I took time out to visit Donna Longtin. Her husband, Tony has been, and still is, seriously ill and hospitalized since early June. Donna has been a pillar of strength and has been living in a Ronald McDonald house in Albany for most of that time. Tony and Donna are great people and would appreciate a card or a short note from you, I'm sure. Please

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don't ask Donna to respond as she has more things to handle and think about now than most people could manage.

How about bringing a friend, especially a younger potential collector to the next show you attend? I'm seeing some younger folks get seriously hooked on the hobby after attending a show.

How about some input from the members on where we should be going and where some of our long range planning efforts and programs should be directed? I feel we need some solid concrete suggestions on this and not a rehash of old personal "garbage" and anything vindictive. I will bare my soul and state that I have been openly critical to the Board that much of our energy, particularly at the annual meeting, is devoted to what I call "housekeeping" chores. In the absence of ideas and impetus on longer range programs, and because of the time limitations of the annual meeting, it may remain this way. I would like to see a breakout. We always have the option of having conference calls if the agenda warrants. The danger of my soliciting the membership is that expectations are raised that things will happen that may not be possible or be accomplished more quickly than is possible. I believe some of us are willing to take that risk to get your input on more meaningful tasks we can address in concert with the rest of the membership. I'm willing to listen or receive your thoughts, but the guy who is our leader and does agenda type things each year is Steve Bobb, so the buck stops there.

LETS GET MORE YOUNG
PEOPLE INVOLVED!

Yes, yes, yes, the good stuff is still out there! I had the pleasure of acquiring a mint CD 158.2 dome-embossed Boston Bottle Works recently. This was in the hands of an antique/bottle dealer and was discovered by a good friend of mine a week before the dealer was going to take it to an antique show at about 20% of its fair value. It was intercepted and I got it. -- And yes, I did pay MORE than 20% of its value, but love it.

Coming up:

1. The St. Pete FL Bottle show on the last weekend of January. A good place to find a lot of insulators.
2. The Chesapeake Bay Insulator Club Show in Hereford, MD. Usually the first Saturday in March.
3. The Yankee Polecat Show in Enfield, CT the last Sunday in March. Always a big winner.
4. The NIA National Show in Marlborough, MA in July of 1995. The Big One! I sort of think you may be hearing more about this one.

Good Collecting and see you at the shows.

Dick Bowman; NIA #597
Eastern Region Vice President

FROM THE CENTRAL REGION VICE PRESIDENT

It's hard to believe that the insulator-hunting season is just about over, and most collectors will be entering into a state of hibernation until next Spring! Hope that you all had the opportunity to attend at least one of the Central Region shows this Fall. At the time of this writing, I'm looking forward to the upcoming London, Ohio show, which is being hosted by Steve Blair on November 12-13th, and I'll report on its outcome in the next *Drip Points* issue. Rod Krupka has been actively trying to promote increased activity in lightning protection collectibles at this show, and the *Crown Point* award will be given there for the best display in that category. Although it may be too late by the time you get this issue, I understand that Phil Steiner has canceled his Wanatah, IN show, which was to be held on December 3rd, as a result of disappointing attendance at his September show.

Rod Krupka reported the attendance and activity were both excellent at the Huron Valley Bottle & Insulator Show held in Ann Arbor, MI on October 2nd. Approximately 25% of the items for sale were insulator-related. Sales of lightning protection collectibles were very strong, as they appear to be very "hot" items, nowadays! Congratulations to Shaun Kotlarsky for his receipt of the "People's Choice" ribbon for his colorful insulator display.

Activity at the October 16th Findlay (Ohio) Bottle Club Show was brisk, and beautiful Fall weather and foliage augmented the day. Insulator collector Craig Richardson from Hannibal, MO brought some dynamite pieces from his collection for show-and-tell, including several different

amber-colored HG Co./Petticoat beehives that were used on lines in Missouri.

Winding down with a few more newsworthy items, Bob Stahr authored a very informative article on dating Hemingray insulators by mold numbers for the September 1994 issue of the *Greater Chicago Insulator Club Newsletter*. Also, it was reported in the same issue that the National Trails Insulator Club Show held in August in West Manchester, OH was enjoyed by all of the attendees, although the turnout of collectors was modest. Any collectors from the southwestern Ohio and neighboring Indiana areas are encouraged to contact Alan Stastny for more information about the club and its foreseen activities for 1995. Finally, an almost perfect dot-dash Wade was dug in a downtown Cleveland, Ohio privy this summer. A partial wood cover was still attached, but due to its soggy and deteriorated condition, the cover was returned to its initial resting place.

As discussed in the preceding issue of *Drip Points*, it is the intention of this NIA Board, which is comprised of both elected and appointed volunteers who feel very strongly that a national organizational structure is critical for the well-being and growth of the insulator collecting hobby, to rekindle growth in the NIA and to make the organization more beneficial to and more respected by its members. Over the past several months some legitimate concerns have been brought to the attention of the Board by several local clubs and members, and you will be reading more about these issues shortly and how the organization is addressing them. When issues and concerns are

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Rubber Hat insulators. Well, they found a few of these (with pins) and they discovered another old line that used glass blocks!! This Line had belonged to the Sierra Telegraph Co. and ran from Downieville to the northern mines. Sierra Tel. Co. was established in 1856 and the glass blocks they used are different from any that have been discovered so far.

Ron worked this line with his son Joe Souza, plus Jim Sanders, Don Albrecht and Lou Dieke. They found glass blocks in cobalt blue, aqua, green and peacock blue!

Recently, Ron brought all these finds to a Nor-Cal Insulator Club picnic to show them off, and they are beautiful!

I just missed the dead-line for the last Drip Points to tell you about the fantastic Enchantment Insulator Club Show in

Albuquerque in Mid-September. Even though I know the Editor personally - I couldn't get him to stop the presses! Anyway, it was the typically great desert south-west weather, another splendid barbecue lunch put on by Bill Ashcraft, and more walk-throughs than usual. A number of really fine displays showcased the event... and - some really great glass changed hands! Hats off to the EIC bunch!

By the way, I urge all of you folks to support your local insulator clubs. It's fun!

Keep looking!

Grant Salzman
Western Region Vice President

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...DRIP NOTES

- If you still need NIA-sponsored insulator insurance, see the ad near the end of this issue.
- Dues for '95 are due: A tear-out form is provided in this issue. Fill it out and send to Joe Beres, Membership Director.
- Don't forget, get your 1996 show bids in: If you've got an idea, discuss with your regional VP.
- Call Jill Meier, Product Marketing Chairperson, for information on NIA products.
- MOVING?? Please send your new address to Joe Beres. Amazingly, it costs the NIA \$2.75 to track you down through the postal forwarding address!

A NOTE FROM THE SHOW STANDARDS CHAIRPERSON

Hello, I'm Ginny Way, the new Show Standards Chairperson. For those of you who don't know me, here 's the scoop: I live in Waterbury, CT with my husband Al and our two furry children - Shadow & Mayling. I am new to the hobby and the NIA; I started collecting about 2 1/2 years ago. Al and I are currently focusing on putting a Hemingray signal display together for the '95 Marlborough National.

This year we've had a sales/trade table at about 9 shows across the country. We've also been lucky enough to do the "Triple Crown" by attending both Regionals and the Houston National. Its been a very busy & exciting year. I felt quite honored when Steve Bobb asked Al and/or myself to be the Show Standards Chairperson. My many years of working in engineering, has trained me to hate the line "But that's the way we've always done it." So please feel free to write me with any comments or suggestions that you feel will improve show standards . My address is 68 Cooper DR, Waterbury, CT 06704-1618. I will get back to you as quickly as possible.

To all the friends we've made and those we've yet to meet , here's a rerun of our Christmas poem from '93.



**On the Twelfth Day of Christmas my truelove gave to me
Twelve Linemen Picking
Eleven Pole Cats Planning
Ten Collectors Trading
Nine Novices Buying
Eight Dealers Dealing
Seven Husbands Neglecting
Six Wives a-Cursing
Five Amber Kegs
Four Olive Signals
Three Cobalt Ponies
Two Purple Signals
And a 162 in Bright Yellow**

Ginny Way,
Show Standards Chairperson

PROGRESS REPORT CONCERNING FAKE, ALTERED, AND REPRODUCED INSULATORS

The currently ongoing NIA project that is essentially focused on documenting and listing fake, altered, and reproduced insulators, is currently in high gear. At this point, the primary attention is directed toward the documentation of previously irradiated insulators. With the helpful assistance of Fred Padgett and Dave Hall, I have secured two sources for exposing samples of certain suspected insulators to radiation bombardment. One unit is a cobalt 60 radiation source, located on the campus of Cal. State Davis. The other source of radiation is undetermined at this time. Once the desired results are achieved, each altered insulator will be reduced to at least two or more pieces, preventing any future possibility of circulation within the hobby. Eventually an exhibit designed for educational purposes will be available for public viewing at shows. There is no need for concern--glass does not retain radiation!

For those of you unfamiliar with the subject I refer to above, please allow me to briefly explain. It appears that back in the early 1970's, a handful of collectors had access to various now primitive radiation sources. With the knowledge that radiation alters certain glass colors, these collectors exposed several insulator types and colors to their available sources. This resulted in some wild colors previously unknown to specific styles and manufacturers of glass insulators. (As a side note, don't be confused with the unrelated practice of introducing extreme heat to glass

insulators to alter certain colors.) It might have been fun and games at the time, but the aftermath of such practices are now an undeniably gnawing problem in our hobby. Unfortunately, very few records were kept to assist in documenting the pre and post colors of these irradiated insulators. As a result, several insulators containing often bizarre colors are now placed in the category of "questionable". Through the proper avenues of experimentation, we now hope to provide collectors with concrete answers.

Further progress on this and other related projects are forthcoming. If you have any information, comments, or questions concerning fake, altered, or reproduced insulators, please contact me.

Dwayne Anthony,
First Past President

1994 NATIONAL INSULATOR ASSOCIATION MEMBER STATUS

AS OF 10-20-1994

TOTAL NIA NUMBERS USED	5630
NIA NUMBERS NOT ASSIGNED	23
NIA NUMBERS DOUBLE ISSUED	56
NEW MEMBERS FOR 1995 (NOT INCLUDED IN COUNT)	18

	ACTIVE	INACTIVE
MEMBERS	1113	4435
CHARTER	131	755
LIFETIME	33	7 (DEC.)
JUNIOR	14	6
CLUBS	4	8
NON U.S. MEMBERS	41	19
22 YEAR MEMBERS	48	0
21 YEAR MEMBERS	37	0
20 YEAR MEMBERS	16	3
19 YEAR MEMBERS	20	4
18 YEAR MEMBERS	22	5
17 YEAR MEMBERS	21	12
16 YEAR MEMBERS	21	17
15 YEAR MEMBERS	32	7
14 YEAR MEMBERS	19	16
13 YEAR MEMBERS	24	28
12 YEAR MEMBERS	32	30
11 YEAR MEMBERS	41	41
10 YEAR MEMBERS	42	52
9 YEAR MEMBERS	37	65
8 YEAR MEMBERS	31	83
7 YEAR MEMBERS	55	118
6 YEAR MEMBERS	45	139
5 YEAR MEMBERS	63	212
4 YEAR MEMBERS	75	326
3 YEAR MEMBERS	93	448
2 YEAR MEMBERS	125	872
1 YEAR MEMBERS	214	1957
MISC.		
DECEASED MEMBERS		79
DOGS (NIA NUMBER ISSUED,BUT NOT ACTIVE)		3

NOTES:

NIA NUMBERS THAT WERE NOT ASSIGNED ARE DEAD NUMBERS
(NEVER TO BE USED)

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GOOD TRADING PRACTICES

As a member of the NIA, you must conduct yourself in an ethical manner. This means that you must conduct collecting and dealing activities honorably, honestly, and in a manner which will present a good image of the hobby to the public and collectors, whether they are NIA members or not. Fortunately, most collectors in our hobby conduct their trading, sales, and purchases in an ethical manner, but we must be aware that an occasional problem does present itself. I receive about four complaints per year, so problems are quite rare considering the number of transactions.

Each of us have our own way of trading with other collectors. Many of you have done much more trading than I have, but I have seen a broad range of trading practices both personally and as NIA Ethics Chairman. Believe me, a lot of people are leaving themselves open for possible problems because of lack of communication and documentation. And our excitement of acquiring a new jewel and trusting nature can be a major contributor to a sour deal. Below are a few ideas to help minimize problems with trades:

1. Always handle the first few transactions with an unknown person in written form. It is even good practice to send a long-time collector friend a written confirmation of both sides of the deal. You wouldn't want to lose a good friend over a misunderstanding. State exactly what each party is exchanging (CD#, U#, M#, color, condition, markings, values, cash, time payments, balance of trade still owed, postage costs, etc.). Even if the trade is done verbally, always send a written confirmation so each of you will be clear on the details. That way no one will be surprised and neither of you will have to assume what the other intended. Don't rely on your memory or that of the person you are

trading with. A lot can happen on both sides during the couple of weeks (or more) for the transaction to be completed. It is a pleasure to deal with someone who sends a detailed confirmation of trade. Both people know what to expect and feel confident that he or she is not being cheated. Also, written and dated documentation strengthens your case if you have to come to me for help with an ethics problem.

2. Wouldn't you be scared away from a deal if the terms stated, "*Total payment due before shipment. No refunds given if not satisfied*". The transaction is never complete until both parties are satisfied. This does not mean that you have the right to return an insulator a month later. Be reasonable. A week or two return privilege is a good policy. After all, you should know on receipt if you are pleased or dissatisfied. Don't delay returning unwanted items with written statement on how the return affects the overall deal. A telephone call before sending back the item is common courtesy and may eliminate hard feelings and misunderstandings. All deals should be worked out to the mutual benefit of each party. Remember, the deal is never complete until both parties are happy.

3. Write or call the person you are dealing with to let them know that you have received the package. The mail service is not perfect. A letter or call lets the person know that his package arrived on schedule and is the only means to consummate the deal. Communication is the key to understanding.

Elton Gish,
Ethics Chairman

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1994-1995 NATIONAL INSULATOR ASSOCIATION

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