

Rarity and Value Guide

for

Canadian Railway Communications Insulators

By Mark Lauckner

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Canadian Railway Communications Insulators

This guide is intended to be used with the Canadian Railway Communications Insulators (CRCI) book. The CRCI book is a catalog and reference containing full size photographs for each style of Canadian railway insulator. All identifying marks and embossings are also catalogued with a number. This value guide won't work by itself very well without the CRCI book to reference the various shapes and styles and numbers.

This is the first edition of this guide (1998). It is intended to provide information on the rarity and suggested value of items. It is not an attempt to set prices but rather to help determine a value when buying, selling or trading. Feedback, suggestions and contributions are encouraged and will be considered during the preparation of future editions of this guide.

Currency

The price listings in this guide are in Canadian Dollars. The American currency exchange rate affects the market value of insulators in Canada. This is because the majority of collectors and insulator marketplace activity occurs in the USA. The exchange rate does not usually affect the items in the \$1.00 to \$5.00 range but does have an effect on items starting in the \$10.00 to \$15.00 range.



PRICING

There are several mechanisms which influence pricing. Supply and demand are perhaps the most familiar but don't always set the rules. Other factors such as auction sales and 'asking price' often influence the sellers to expect certain values from the sale of their pieces.

Supply and Demand

The market activity for an item can be stable and consistent or it can be a short-lived buying frenzy. This depends on the number of people which are the 'market' for a particular item. If there are five specialty collectors who will pay generously for an item of which ten were available, the 'market' for this item would be five, not the number available. The remaining five would see little activity at the high value paid by the specialty collectors. If the supplier was 'motivated to sell' and dropped the price, the market value would decrease regardless of the fact that the five specialty collectors had paid a higher value for the item. If the item available was desired by a large number of collectors and there was ten available, then it would hold its high value until all ten were purchased. As the demand remains strong after the ten are no longer available, the value will increase when one of the items becomes available again.

Since the demand for a piece determines its value, this often has little to do with scarcity. An example would be where the aqua colour of an item is more scarce than the purple colour of the same item, but because the purple colour is more desirable, it is in more demand. There are enough of the aqua specimens to satisfy the demand, but although there are several hundred more of the purple ones, the demand is still high because the colour is more popular.

Auction sales

The purpose of an auction sale is to obtain the widest possible market opportunity for an item. This often results in an unpredictable winning bid price. If a desirable item is available for auction, it can excite two or more competing bidders to push the winning bid price significantly higher than the current market value. The winning bid price may be interpreted as the newly established current value for an item. This could be accurate if there was only one specimen available, but in some cases, unusually high winning bids result in additional specimens being offered at or above the winning bid price. Individuals involved in buying and selling specimens would benefit from considering the factors which determine the winning bid price of a similar item. However, factors such as the motivation and financial means of the bidders are

usually confidential, and are not available to help determine the accurate value of the winning bid. A high winning bid does however indicate that there are two or more people who are the 'market' for that item at that value.

Asking Price and Market exposure

An item on a sales table or dealer list which is priced higher than its realistic value remains for sale for a long period of time. During this time the item with its price is exposed to a great number of people. An item priced accurately within the 'market value' range sees brief market exposure because it is readily purchased and removed from the market. The items which see the longest market exposure due their 'higher than market' asking prices tend to influence the market. Unfortunately, asking prices tend to influence the market just as much as the actual selling prices. It would not be accurate to determine the value of an item based on asking price. If an item is offered at a certain price, it does not mean it will sell at that price. The items which see the greatest amount of market exposure are the items which are priced higher than the current market range. This contributes to a slow but consistent upward climb in the asking prices placed on most items.

Regional availability

The values listed in this guide are from the perspective that all the Canadian railway open-wire communications lines are dismantled. However in some regions around the country and on some railways leading down into the USA, open wire lines are still standing. In these regions many of the lower-valued items listed in this guide are readily available. This may lower the value of those items in those particular regions. Many collectors in these areas are currently accumulating this material while collectors on the Prairies haven't seen a CPR pole line since the early 1980's. A massive cleanup of open wire lines is now underway throughout the country and in only a few short years this material will no longer be available.

Regional availability seems to affect the value of the more common pieces than it affects the scarce items. An item which is plentiful in only one region is still not as significant as an item which is scarce in all regions.

LINE NUMBERS

Specimens of the same embossing and mold styles have been grouped together if their value and availability are similar. The numbers at the beginning of each of these grouped listings has been included in this value guide. This is to help quickly locate specimen listings while referring to Appendix 2 in the CRCI book. For example, Line 60 in this guide contains all the embossing listings in the CRCI book up to the next line number listed in this guide (which in this case is Line 120).

The listings in the CRCI book detail every individual mold and embossing within each of these groupings. In most cases, the specimens' rarity and availability is not affected by these individual differences. Where availability is different within these groupings, a separate line number listing is included for the separate items.

CD and U NUMBERS

The CD or U numbers in this value guide refer to the physical profile of the specimens. The CD (Consolidated Design) number refers to the glass shapes, and the U (Universal) number refers to the porcelain shapes.

The **RARITY** column in the guide is a listing of the number of specimens estimated to be available. This is the number estimated to currently be in collections plus the number of specimens estimated to be recovered in the future. The listings in this column will be adjusted in updated editions of the guide.

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY
10	CD-143	1A1A	CANADIAN PACIFIC RY CO thin lettering, MLOD, aqua, blue aqua lt green, ice green off clear light purple, purple	5-15 10-15 40-50 40-50	800-1000 600 80 600
20	CD-143	1A2A	Unmarked CANADIAN PACIFIC RY CO thin lettering, thin skirt aqua, green aqua	15-20	60
30	CD-143	1B1-all	CANADIAN PACIFIC RY CO thin lettering, thin skirt aqua, green aqua, blue aqua, light blue blue	10-15 15-20	700 200
50	CD-143	1B2A	Unmarked 1B style tall, thin skirt MLOD aqua, green aqua light blue, blue	10-15 15-20	100 60
60	CD-143	1C1,2,3	CANADIAN PACIFIC RY CO, MLOD light blue, blue, gray, light purple sage green, clear royal purple yellow olive green, green milk glass	5-10 15-20 20-30 40-50 400-600	2000+ 750 500 700 5
120	CD-143	1C4A	unmarked 1C style aqua, green aqua	10-15	500
150	CD-143	1D1-all	CANADIAN PACIFIC RY CO STANDARD blot out ice aqua, light aqua off-clear, purple tint, SCA royal purple,	3-5 10-15	3000+ 1500
170	CD-143	1D2-all	CANADIAN PACIFIC RY. CO. (note periods) aqua with SCA swirls	30-50	1500
230	CD-143	1D3,4,5	CANADIAN PACIFIC RY. CO (various periods) ice aqua, light aqua light aqua, aqua, ice blue, steel blue, green aqua	5-10 3-5	500 3000+
			light green, gray blue blue, off-clear, light gray light purple, purple royal purple,	5-10 10-15 20-30	2000 500 500
390	CD-143	1D6-all	CNR STANDARD (small CNR) steel blue or lavender with SCA or milk swirls light yellow amber aqua, light aqua	30-50 700-800 3-5	750-1000 5 2000+

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY
420	CD-143	1D7A-D	C.N.R. STANDARD (note two periods)	3-5 10-20 30-50 100-150	1000+ 600 400 60
460	CD-143	1D7E	C.N.R. STANDARD (CNR and CANPAC blotouts)	10-15	800
470	CD-143	1D8-all	C.N.R. (three periods), C.N.R. STANDARD	3-5 10-20 20-30	1500 500 250
560	CD-143	1D9-all	C.P.R. , C.P.R. STANDARD (various erasures)	50-150 150-200 5-10 10-20	250 100 2000 500
640	CD-143	1D10-all	G.N.R. (over small CNR) STANDARD, G.N.R. STANDARD	30-50 10-15 20-30 150-200	500 500 80 60
670	CD-143	1D11-all	G.P.R. (over C.N.R.) STANDARD(over C.N.R.)	10-15 20-30 50-75 3-5	500 100 100 2000+
690	CD-143	1D12A-E	STANDARD	10-20 20-40 30-50 200-400	500 500 500 10
740	CD-143	1D12F-M	STANDARD (with various erasures)	10-15 40-50 200-400 1500-2000	1500+ 400 15 3
810	CD-143	1D13A-C	(horizontal dashes as erasure)	5-15	400
840	CD-143	1D13D-H	(various erasures front and/or rear)	10-20	70
883	CD-143	1D13I	(no embossing)	300-500	4

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY
887	CD-143	1E1	unmarked, 'whittle' style, shallow whittling	10-20	300
888	CD-143	1E2	unmarked, 'whittle' style, deep whittling	15-20	300
			light gray green, light gray smoke, sage green	20-30	200
			light purple, light gray purple	30-40	200
887	CD-143	1F1	unmarked, small profile, thin skirt sides	40-50	80
890	CD-143	2A-1,2	CANADIAN / PACIFIC RY CO (round base)	30-50	15
			light aqua, aqua, green aqua green, blue	3-5	2000
			10-20	10-20	1000
			bright blue, light lime green, light yellow green	10-20	200
			dark yellow green, light olive green	200-400	10
940	CD-143	2A3	CANADIAN/PACIFIC RY CO (upside-down RY)	5-10	1500
970	CD-143	2A4A	unmarked 2A style (can be confused with 2C unmarked)	15-20	30
980	CD-143	2B1-all	CANADIAN / PACIFIC RY CO. (low wire groove)	15-20	150
1020	CD-143	2B2A	unmarked (low wire groove)	15-20	100
			lt. aqua, aqua, blue aqua, green aqua blue, bright blue	20-30	40
1030	CD-143	2C1	(unmarked, high wire groove, pointed dome, round base)	3-5	2000+
			green aqua, blue aqua	5-10	1000+
			light yellow green, dark sky blue	10-15	800
			off-clear, gray, light purple	100-150	20
			dark purple, royal purple	150-250	20
			olive green	400-600	3
1040	CD-143	3A1A,B	MONTREAL TELEGRAPH CO (smooth base)	15-20	400
			aqua, blue aqua, lt blue blue	20-30	200
			green, yellow green, sapphire blue, dark sky blue	300-600	20
1060	CD-143	3A1C	unmarked (smooth base, Montreal style)	600-800	10
			olive green, dark yellow green	20-30	200
			aqua, blue, dark sky blue	200-400	5
1070	CD-143	3B1A,B	MONTREAL TELEGRAPH CO (grooved base)	15-20	400
			aqua, blue aqua, lt blue blue	20-30	200
			green, yellow green, sapphire blue, dark sky blue	300-600	20
			olive green, dark yellow green	600-800	10

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY
1090	CD-143	3C-all	CANADIAN PACIFIC RY (raised band style) light aqua, aqua, dark aqua light sky blue, sky blue, light green blue, teal green, yellow green yellow olive green	3-10 10-15 15-20 300-500	2000 1000 60 6
1150	CD-143	4A-all	C.N.R. (strong chisel point embossing) aqua, blue aqua light green, green, yellow green 2-tone aqua & green, 2-tone green & olive olive green, blue	5-10 10-15 20-30 30-40	800 200 60 60
1230	CD-143	5A1A&G	G.N.W. DWIGHT PATTERN (round base) aqua, green aqua	150-200	15
1240	CD-143	5A1B-F, 5A2-all, 5A3-all	DWIGHT PATTERN (round base) aqua, light aqua light green steel blue	3-8 20-30 50-100	1500 150 70
1310	CD-143	5B1A	G.N.W. DWIGHT PATTERN (grooved base) green aqua, aqua	150-200	10
1320	CD-143	5B2-al	DWIGHT PATTERN (grooved base) light aqua, aqua blue aqua, green aqua light green, light blue	5-10 10-15 15-30 75-100	1000 500 300 100
1350	CD-143	6A-all	GREAT NORTH WESTERN TELEGRAPH CO light green aqua, aqua, green	100-125	75
1380	CD-143	6B1A	GREAT NORTH WESTERN TELEGRAPH CO (grooved base) aqua, lt. green	50-75	125
1390	CD-143	6C-all	G.N.W (raised band style) aqua, light green, light green aqua	10-15	400
1410	CD-143	6D1A	G N W (no periods, uneven letter spacing) aqua, blue aqua, green aqua light green, green	20-30	80
1420	CD-143	6D1B-H	G.N.W smoke, gray gray purple, purple aqua, light aqua light green, light green aqua	100-125 300-500 10-20 20-30	20 8 500 70
1480	CD-143	7A1A	horizontal Withycombe 14 above wire groove, 10 below	150-200	20
1485	CD-143	7A1B	(same as above, grooved base) light green light green	125-150 300-400	200 2

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY
1490	CD-143	7B&C	(horizontal Withycombe 16, 19 above wire groove, 8 below) lt. gray, lt. purple	200-250	70
1520	CD-143	7D1	(horizontal Withycombe 11 above wire groove, 10 below) light green	1200-1500	10
1530	CD-143	7E-all	(50, 52, 53, 54 vertical ridges) aqua, green aqua, blue aqua light green, blue, dark sky blue	20-30 30-40	500 100
1570	CD-143	7F1	(vertical and horizontal ridges over Canadian Pacific) light aqua, lt. blue aqua green, dark yellow green cornflower blue	40-50 800-1000 30-40 (reported to exist)	1 500
1580	CD-144	7G1	(horizontal Withycombe 11 ridges above wire groove, 16 below) light green	1500-2000	14
1590	CD-143	8A1	(unmarked) aqua, blue aqua	300-500	20
1600	CD-743.1	8A2	(unmarked, threadless) light aqua, aqua, green aqua light green	500-800 800-1000	20 12
1610	CD-143	8B1	(unmarked) 'cannonball style' light yellow green, dark green	1000-1500	6
1620	CD-143	8B2	(unmarked) yellow green	2000-2500	4
1630	CD-743.2	8B3	(unmarked, threadless) light cobalt blue, cobalt blue light aqua, blue aqua	2500-5000 200-300	6 25
1640	CD-143	8C1	(unmarked, single-threaded) light blue light green aqua, light blue aqua light blue, light green light aqua	200-300 1100-1300 1200-1500 50-75	4 8 6 50
1650	CD-143	8C2-all	(unmarked, double-threaded) light green light purple, purple light aqua blue gray, light blue, light green	150-200 250-400 125-150 200-400	20 15 60 40
1660	CD-743.3	8C3	(unmarked, threadless) cornflower blue, green olive green, yellow olive green mustard yellow aqua, light aqua	300-600 1800-3000 6000-10,000 600-1000	15 6 2 15
1670	CD-145	10A-all	E.D.R. light green aqua, light aqua, light blue aqua	6-15	1500

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY	
1730	CD-145	10B1-3	G.N.W. TEL. CO. (Large 'O' in 'CO')	light aqua, light blue light green, steel blue, ice blue light purple, purple dark purple, royal purple	5-8 10-15 20-40 40-60	2000 1200 300 400
1760	CD-145	10B4,5	G.N.W. TEL Co. (Small 'o' in 'CO')	light aqua	8-15	300
1780	CD-145	10C1-8	G.T.P.	light aqua, light blue ice blue, steel blue, gray light purple, light lavender	5-8 8-12 12-15	3000 1300 400
1783	CD-145	10C-9	G.T.P. ('T' appears as an 'I')	light green	15-20	50
1860	CD-145	10D-all	G.T.P. TEL. CO.	light aqua light aqua, aqua	30-40 3-8	2 3000
1970	CD-145	10E-all	delft blue, off-clear, light gray, lavender, blue lavender, light purple	light purple	15-20	800
2000	CD-145	10F-all	G.T.P. TEL Co.	light aqua	10-15	70
2060	CD-145	10G1-17	H.B.R. T.C.R.	light aqua, aqua, ice blue light aqua, light blue aqua	10-15 5-10	800 1500
2240	CD-145	10G18-9	T.C.R.	blue, light gray-blue	10-15	80
2260	CD-145	10H1	G.N.W. TEL. CO. blot out	light purple	200-300	60
2270	CD-145	10H2,3	(recessed band blot out)	blue, light gray-blue straw	15-20 40-50	8 80
2290	CD-145	10H4	unmarked	straw light green light straw, straw dark straw, light peach	10-15 30-50 3-5 5-10	400 15 3000 400
2300	CD-145	10-I-1	B / G.T.P. (Brookfield style)	light pink lemon yellow, light green, light yellow green, lime green aqua, dark aqua, green aqua aqua with amber, green emerald green, dark yellow green	10-15 30-60 5-10 10-15 30-50	150 200 800 60 40

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY
2400	U-1131	13A	A.E.R. (dome top underglaze)	70-90	150
2410	U-1131	13B	C.N.R. (dome top underglaze)	20-30	500
2420	U-1131	13C	C.N.R. (skirt side underglaze)	(reported to exist)	
2430	U-1131	13D	C.P.R. (small lettering, dome top underglaze)	3-5	3000+
2440	U-1131A	13E	C.P.R. (large lettering, dome top underglaze)	3-5	3000+
2450	U-1131	13F	T. & N.O.R.Y. (dome top underglaze)	80-100	150
2460	U-1131	13G	T. & N.O.R.Y. (skirt side underglaze)	130-150	60
3470	U-1131	13H	T. & N.O.R.Y. (skirt side underglaze)	(reported to exist)	
2480	U-1131	14A1	C.N.R. ('pencil' incuse dome embossing)	5-10	2000
2490	U-1131	14A2	C.N.R. ('pencil' incuse dome embossing) brown glaze over white porcelain	120-150	4
2500	U-1131	14A3	C.N.R. (small stamped incuse embossing)	10-15	200
2510	U-1131	14A4	C.N.R. (large stamped incuse embossing)	10-15	150
2520	U-1131	14A5	C.N.R. (small stamped over C.P.R. 'pencil' embossing)	10-15	50
2530	U-1131	14A6	C.P.R. ('pencil' incuse embossing)	3-5	3000+
2537	U-1131	14A7	(unmarked)	10-15	60
2540	U-1131	14B1	C.N.R. ('pencil' incuse embossing)	20-30	10
2550	U-1131	15A1	C.N.R. (stamped incuse embossing, dry process)	10-15	30
2560	U-1131	15A2	C.N.R. (stamped incuse embossing, dry process)	10-15	30
2570	U-1131	15B1	C.P.R. (stamped incuse embossing, dry process)	3-5	2000
2580	U-1137	16A	GISBORNE PATTERN (small upper-case incuse, no serifs)	3-5	3000+
2590	U-1130A	16B	GISBORNE PATTERN (small upper-case incuse w/serifs)	10-15	100
2600	U-1135	16C	GISBORNE above PATTERN (large upper-case incuse)	3-5	2000
2610	U-1135	16D	GISBORNE PATTERN (large upper-case incuse)	3-5	2000+
2620	U-1135	16E	Gisborne Pattern (large upper/lower-case incuse)	5-10	500
2630	U-1135	16F	GISBORNE PATTERN	(reported to exist)	
2640	U-1135	17A	(BULLERS trademark)	3-5	2000
2650	U-1137	17B	BULLERS Ltd. LONDON	3-5	2000
2660	U-1135	17C	unmarked (bullers style)	3-5	400

LINE	CD/U#	CRCI#	DESCRIPTION & COLOUR	VALUE	RARITY
2670	U-1138	18A	(HERMSDORF trademark)	white porcelain	200-400
2680	U-1138	18B	HESCHO	white porcelain	200-400
2690	U-1138	18C	296	white porcelain	400-600
2700	U-1138	18D	unmarked (Hescho style)	white porcelain	200-400
2710	U-1132	19A	(unmarked, dry process)	white porcelain	150-200
2720	U-1132A	19B	(unmarked, dry process)	brown porcelain	200-400
2730	U-1130	20A	C.N.R. (black underglaze marking on dome)	brown porcelain	5-10
2740	U-1137A	21A	(unmarked, dry process) (Yukon Telegraph style)	white porcelain	400-600
2745	U-1137A	21B	(unmarked, wet process) (Yukon Telegraph style)	white porcelain	400-600
2750	U-1137A	21C	(unmarked) (Yukon Telegraph style)	brown glaze	8-10
2750	U-1196	23A	C.P.R. ('pencil' incuse dome marking) (two wire grooves)	white porcelain	50-75
2770	U-1196	23B	C.P.R. ('pencil' incuse dome marking) (two wire grooves)	white porcelain	50-75
2773	U-1196	23C	CP logo (two wire grooves)	brown glaze	6-8
2774	U-1196	23D	(unmarked CP style) (two wire grooves)	brown glaze	30-40
2780	U-1140	24A	G.T.P. (small green underglaze on dome) (European style)	white porcelain	200-300
2790	U-1141	24B	G.T.P. (very large green underglaze on dome) (European)	white porcelain	200-300
2800	U-1141	25A	G.T.P. (blue underglaze marking on dome)	white porcelain	50-75
2810	U-1141	25B	G.T.P. (gray underglaze marking on dome)	white porcelain	10-15
2820	U-1141	25C	G.T.P. (black underglaze marking on dome)	white porcelain	10-15
2830	U-1141	25D	(unmarked)	white porcelain	30-40
2900	U-1140	26A	(unmarked, Medalta product with lead cap on dome)	brown porcelain	10
2910	U-1141	26B	CP (lead cap in dome)	white porcelain	10



