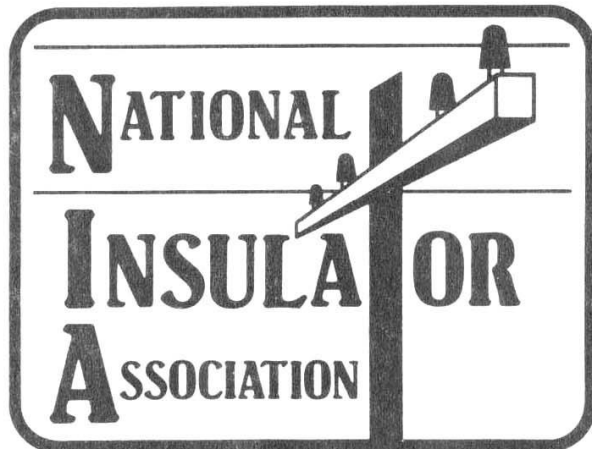


# DRIP POINTS



QUARTERLY NEWSLETTER OF THE  
NATIONAL INSULATOR ASSOCIATION  
VOLUME 16 NUMBER 3 SPRING 1989

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## "MESSAGES"

### • FROM THE PRESIDENT

Dear Members and Friends of the NIA,

I feel that our official Newsletter, *Drip Points*, is and should be a forum for the discussion of issues of concern of the survival of our hobby in hopes of instigating action by you, the membership. To this end I want to discuss an issue of critical importance to us all.

For several years I have been hearing a wide range of comments and concerns about the status and survival of insulator shows from the local level all the way up to the NIA National Convention. Having hosted several shows at all levels I can speak from experience that we should all be genuinely concerned about the survival of shows.

The two most serious problems which confront us in this are: 1) *COST* and 2) *APATHY* from participants.

The costs of producing an insulator show are extensive. The price of facilities and insurance alone have skyrocketed since the early days of the hobby, so much so that the ability of dedicated show hosts to continue offering their shows is being threatened. I know of one very experienced show host in the East Region who has been trying to locate a suitable facility for the 1990 Regional for several months. He has been unsuccessful because the cost of available facilities is more than that total of all show revenues. It is very conceivable that the frustration associated with the trouble of hosting a show will ultimately result in the demise of many shows. This situation is nothing short of tragic. The loss of even a single show is unfortunate and has an impact on our enjoyment of the hobby.

Part of the difficulty of solving the dilemma of escalating costs is the second problem of collector apathy. By this I am referring to the failure of collectors to attend shows and the failure of collectors to purchase a "sales" table. Now, before everyone cries in unison "But I don't have anything to sell!" consider the advantages of having a table: 1) It is an opportunity to sell or trade duplicates, left overs, misc. collectibles, etc., etc. 2) It is a great place to relax and meet fellow collectors after walking around the show 3) It is a swell spot to eat breakfast, lunch or dinner

4) It is a good base of operations for one's forays into the show "jungle" and is a swell place to keep all of your purchases without having to make twenty trips to the car and 5) You can put up a sign with your name so everyone can learn who you are while you eat, rest, sleep, or talk at your table.

The cost of a table cannot be figured simply in terms of selling anymore, the entertainment and convenience factors must also be considered. If the purchase of tables is restricted to "dealers" only, shows will not survive the next couple of years. Table sales pay for show facilities so support the show hosts, buy a table, it's great fun!

And to those who absolutely can't use a table, at the very least attend the show and support those who are there. Without your attendance and business those who buy tables can't make it economically feasible to purchase sufficient tables to display their wares for your purchase. After trying for years to bring as much as possible to shows to provide a great selection for collectors, I have found that many of those folks for whom I brought special items failed to even make an appearance. This is most disconcerting since there is a lot of work involved with preparing, packing, driving, and setting up. I know that this position is shared by many.

And for the ultimate contribution, try hosting a show! The NIA will help any prospective show host with the details of how to set up and run a show. Simply write to the Executive Director or any other Board member.

If collectors do not support shows through their attendance and purchase of tables there will not be any shows to attend. Anyone who has attended any show knows the tremendous loss this would be to them and to the hobby. Please resolve to support your local and regional shows and ensure the continued enjoyment we all treasure so much!

**Mike Guthrie**

• **FROM THE WESTERN REGION VICE-PRESIDENT**

Another great collecting year is ahead of us, and our favorite insulator and bottle shows have already begun. One of the favorite western shows has always been the one in Enumclaw, WA which is on May 6 and 7 this year. The NIA Western Regional Show will be on May 13 and 14 in San Luis Obispo, CA. Check with Sid Marques for more info. Let's make this a big one!

Shirley Patocka

• **FROM THE CENTRAL REGION VICE-PRESIDENT**

There are several good insulator shows in the Central Region in the next several months. Hope to see ya'll at the Third Annual Antique Collectibles Show & Sale at Port Arthur, Texas and the Central Regional in Cedar Rapids, Iowa.

My objectives for 1989 is to increase the membership of the NIA. Lets all of us be active in promoting our hobby. Contact newcomers to your area and invite them to area shows where they will meet other friendly collectors.

We have several bids for the 1990 Regional. Remember the deadline to apply is March 31, 1989. Isn't it time you hosted a show? It need not be BIG but could evolve into something rewarding.

Finally, inform me if you have any helpful ideas, recommendations or even complaints. Lets communicate.

Happy new year and good collecting,

John Hall

**Remember NOMINATIONS For  
EASTERN VICE-PRESIDENT  
to Duane by 8 April!**

- also -

**Use the renewal form in *Crown Jewels*  
to RENEW Your NIA MEMBERSHIP!**

• **FROM THE EASTERN REGION VICE-PRESIDENT**

Hello to everyone,

Spring will soon be here and we have some shows coming up in the near future. The annual Yankee Pole Cat Club show is march 12th, in Marlborough, Connecticut. I have been going to this for several years and it is always a great way to start the year. Hope that you can make it. In Rochester, New York on April 30th will be the 20th Annual Bottle & Collectibles Show which features insulators, depression glass, etc. Mark your calendars. Anyone requiring info. can call 315-331-4078.

To beat the winter blahs, in mid-January, Kevin Lawless hosted an open house on behalf of the Capital District Insulator Club. Both the weather and the turn-out were great. We had an impromptu meeting and discussed the history of the club and past shows while having a great buffet lunch. Already in the works for '89 is the annual fall show hosted by the club. Last October they had a really nice crowd with collectors from California and South Carolina present. There are so many people listed in Crown Jewels who never seem to get to a show. Don't miss out. The show hosts need your support.

Speaking of such .... The 20th National Insulator Show and Convention in Allentown is a must. Every single collector in the northeast should make plans to attend. The show hosts have been working on this project since May, 1988. Yes, it does take about a year to get everything planned and set up! One of the problems that many show hosts are facing is having an affordable, but decent show site. I am told that the George Washington Lodge is turning out to be a great choice for our '89 National. Plus...it is exceptionally easy to get to . If you haven't received your show packed yet, contact Frank Edgar. All requests are being mailed out within 48 hours. Please don't be left out.

In closing...I am finishing up my third year in this office. I hope that I have helped some of you in some way. I am always available if anyone would like hobby information or would just like to chat about insulators. Drop me a line.

See you in July,

**Jeff McCurty**

## • FROM THE 1ST PAST PRESIDENT

### ”REQUIREMENTS FOR SUCCESSFUL MAIL SALES”!

The typical collector attends X number of shows/swaps/meetings per year and buys/sells/trades with other collectors or dealers. Usually, however, the collector is more likely to make purchases or trades or sales through a sales list or *Crown Jewels* ad. If a ”deal” is going to go sour, the mail sale is most likely to be the transaction. The purpose of this little article is to enlighten all of us on how to avoid the ”failed mail sale” pitfalls!

### OBLIGATIONS OF SELLERS

The mail seller is obligated to the following conditions:

- The material being offered for sale is described correctly (embossing, color, condition) or is reasonably close, as conditions may warrant.
- The material is, in fact, for sale - NOT for bids or establishing a price. (If you offer a piece with a price tag, then that is the price you will accept.)
- The merchandise is, in fact, actually in stock, not waiting to be purchased or found!
- Cash, good personal checks or money orders are all accepted. It is assumed that all transactions will be in U.S. funds, unless otherwise noted. (Sorry, Canadians & Laura M.!)
- The merchandise will be shipped in good order, well packed and insured to its value and in a reasonable time frame from the order date. (I know, delays can be sometimes exasperating, but buyers be patient. There can always be good explanations for delays in receiving your ordered merchandise.) I would expect any order to be shipped within 1-7 business days after receipt of either the order OR the payment, depending on the terms.
- Refunds of unaccepted pieces will be promptly made and substitutions will be made only after acceptance by the prospective buyer.

## OBLIGATIONS OF BUYERS

Just so you don't think I've forgotten about you, now here's a list for all of the buyers, too! The mail order buyer is expected to meet the following:

- Order only those pieces which you are expecting to keep. The ones who order 10 and return 8 on a regular basis just end up making themselves well known to the "dealer network" because they cause a lot of headaches for the sellers and other prospective buyers.
- Pay for items - PROMPTLY! If you order a piece in January and don't expect to pay for it until March, FIRST ASK THE SELLER if that is permissible. Don't be surprised if it is not, as a sales list or ad is meant to turn cash in a relatively short time. Many times, financial arrangements are possible, but only with the full cooperation of the seller. Most dealers require payment in full, up front.
- Returns will be made promptly. If you are not satisfied with a piece, return it for a refund. Return the piece within seven days, and return it in the same condition as it was shipped to you, with similar packing and insurance.
- Don't haggle (save it for a show). Mail prices are "as is" prices. Just as an advertised price is the seller's quoted price, so is it the buyers accepted buy price. If the advertised price offends you, don't call or write for it
- Hope a lesser priced one will come along in an ad or show.
- Don't nit-pick. There's a fine line between picking at a tiny imperfection and an obvious error in description. A piece that is advertised as "blue" will not be cobalt or sapphire blue, but blue for that particular piece. Similarly, a piece that is advertised as very near mint will often be just that - no more and no less. An obvious open bubble should not alter the condition of a piece, even one advertised as "mint". (If you're not sure ... ask! - Ed.)
- If the ad requires payment of shipping charges, pay them. The seller must pay UPS or the Postal Service, as well as for boxes, labels, sealing tape and the like. If the ad mentions nothing about shipping charges, assume that postage is paid by the seller.

I think that if these simple guidelines are kept by both sellers and buyers, most of the problem transactions will be eliminated. As a seller, I want to know when I've badly described an advertised piece, or when you aren't happy with it. I also want to know when you are happy with an order, too! If you understand the rules of etiquette in a transaction, then you will be more fully prepared to enjoy your hobby! Good collecting! See you at Cedar Rapids, San Luis Obispo and Allentown!

**Kevin Lawless** NIA #1679

• **FROM THE EXECUTIVE DIRECTOR**

All I want right now (besides another insulator) is for the snow to melt. Spring can never come soon enough for me especially this year as I am getting really excited about going to the Central Regional in Cedar Rapids on April 1-2. I first visited Cedar Rapids in 1982, at my first National, and I will never forget walking into the hall that day.

Not too long ago, I was able to visit with Morgan Davis, a purist of CD 102 Diamonds. Over the past few years Morgan's collection has grown to also include a very choice selection of Canadian threadless and threaded insulators. It was a real treat to see his glass and learn more about these pieces.

Have you enjoyed collecting insulators for a number of years? Haven't you attended numerous shows (large and small) in this period? Have you helped out in some capacity in putting on these insulator shows? Then why not consider putting in a bid now for the 1990. You know these shows just don't happen. They are planned and coordinated by insulator collectors just like yourself. Come on - give me a call and lets see what we can do. The national heads to the west next year. Where will it be?

Best regards,

**Eric Halpin** NIA #2768



• **FROM THE NOMINATIONS COMMITTEE**

**- LAST CALL FOR NOMINATIONS! -**

Well, its election time again, folks!

Just when you thought the election campaign ads were done  
The race was run  
The mud was slung  
The inauguration was fun  
Let me tell you insulator-dom  
The real race has just begun  
The **IMPORTANT!** one...

The campaign is once again wide open! Now is your chance, your opportunity to nominate someone, or better yet, run yourself for the office of NIA Eastern Regional Vice President. The special person who holds this position represents *The Hobby* and the NIA and promotes both from Newfoundland to the Florida Keys!

From this years National in Allentown, PA until the next National held in the East three years after, this person will play a major role in driving insulator activities in the East, like Jeff McCurty has as Eastern VP this term.

Anyone interested in serving in, or nominating someone for, this position please contact me for any further information by phone, mail, or knock on the door by **April 8th, 1989!** I will need a short (3/4 page) letter of introduction by each candidate for inclusion in the June *Drip Points* and ballot letters by no later than April 15th, 1989 (Hope that's not too *taxing...* Ed.). The ballot letters will be sent out on May 2nd, 1893 1989.

If you have been looking for a way to contribute back to the hobby ...and your country... that's been so much fun for you, this is a neat way to do it! You will meet more people and have even more fun than you are having now, so don't hesitate... do it now!

**Duane Davenport**

## "DISCOVERIES"

- **On The Trail of the CD 130.1** by Shirley Patocka

One of the most beautiful and special insulators is the CD 130.1 vented cobalt blue Cal. Elec. Works. Ron Souza found his first one in 1969. At the time he was basically interested in collecting bottles, and he had been researching the locations of old mining communities in the Sierras. He found a mention of the ridge telephone line in a 1932 publication and has been exploring it ever since.

The line was installed in 1878, and was used by the south Yuba Canal Co. to facilitate the regulation of the flow of water for mining operations. The line was built in October and November in a rush to beat the heavy Sierra snows. Construction was started on the eastern end of the line where mostly E.C.& M.'s were used. From Graniteville west to French Corral the majority of the insulators used were the cobalt Cal. Elec. Works. Both E.C.& M.'s and Cal. Elec.'s were used as replacements over the entire line, so both have actually been found along the full length of the ridge.

although the cobalt insulator is now considered a very special prize, it was actually an economical item to make. Instead of mixing the glass from scratch, as aqua insulators required, the cobalt coloring is the result of using broken soda bottles. It is probable that they were manufactured by the Pacific Glass Works in San Francisco where many of the local soda companies used cobalt bottles.

The following are some thought provoking statistics. There are about 40 miles of line between French coral and Graniteville. Ron estimates that there are about 26 spans to the mile in the mountain areas. The insulators were mounted on trees. He estimates that about 65% of the insulators were destroyed by forest fires and logging. A rapid moving hot forest fire pops insulators into many pieces. Loggers would climb a tree before falling it and drop the insulator to the ground (there are lots of rocks up there) to be sure it would not foul up the saw blade at the mill. Of the ones that have been found there have been many "basket-cases", and only about 71 mint or fairly complete examples. You can't help but wonder if there are more good ones out there!

Ron has walked the ridge for so many, many miles that he just about knows it by heart. In 1987 Pat Patocka was fortunate to acquire one of the cobalt insulators from a retired bottle digger

who found it in a tree near Bloody Run Creek in the early 1960's. In order to get it off the peg, the bottle digger had to climb a young pine tree near the big tree and get it swaying back and forth in order to grab the insulator. When Pat told Ron about it, he thought he knew exactly where it was found. He had always wondered what had happened to the insulator from that empty peg because there wasn't any broken glass on the ground. They took an extension ladder with them, found the two trees and now Pat has the old weathered peg that goes with his insulator!

Ron Souza says that there are still some missing one-half mile sections of the line, but, frankly, if he hasn't been able to find them, they must really be lost!

• **FROM THE MEMBERSHIP COMMITTEE**

**- REMINDER-**

**IT'S TIME TO RENEW YOUR NIA MEMBERSHIP!**

If you haven't renewed your membership for the period of April 1, 1989 through March 31, 1990 please use the form in *Crown Jewels* and renew now!

Renewing early will help us better plan our finances for the new year and keep our files up to date before the 1989 National Show. Renewing now will eliminate those long lines at the registration table on NIA Day at the National that wastes valuable time ... time that could be spent in the show. It will also save time and money sending renewal notices during a period where the NIA is trying to keep cost down.

I want to take this opportunity to thank all the volunteers that helped in recruiting new members and promoting the hobby. We welcome our new members to the NIA and the hobby of collecting insulators. It's so important that we keep our growth positive and that each member gives a little of their time to reach every show, the public and pass the NIA message.

Good Collecting,

**John deSousa**

- **HAPPY 20th CROWN JEWELS!**

Over the holidays I was reading through some of the earlier issues of *Crown Jewels* and it struck me that we were coming up on the 20th anniversary of that publication ... and that's quite a milestone! The Harned's "venture" turned into a very important component of our hobby and it deserves a little recognition!

What I find most impressive about the publication is the two-fold service that it provides the membership of our hobby: *EDUCATION* and *ANTICIPATION*.

One important area that is still open to every collector is uncovering some of the history of our hobby. We have been showered with a fantastic amount of information over the past two decades and many, many, many hours have been spend digging up records of patents, glass plants, people, and places that relate to the pieces of our hobby. In addition, we have been blessed with an open forum to share all of that information with fellow collectors.

If you want a genuinely rewarding pastime while you're waiting to fill another spot on your display shelf, do some digging and share your "finds" via *Crown Jewels*.

As each month rolls by almost every collector waits with anticipation for their next copy of *Crown Jewels*. It's hard to say what generates the most excitement, informative articles, new "finds", news about fellow collectors, or the sales and swap lists... but whatever the cause, the anticipation is a very important part of this phenomena we call "collecting"... and it is not without a lot of dedication and hard work that we are able to enjoy it!

So on behalf of the board and members of the NIA, I would like to express our sincere appreciation to our "insulator journal" editors who have compiled the stories, ads, and miscellaneous tidbits for the past 20 years. To **Dora** and **Carol**... **THANK YOU!**

*HAPPY BIRTHDAY! CROWN JEWELS*