

QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

drippoints@nia.org

http://www.nia.org

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A NOTE FROM THE EDITOR

2000... it is still hard to get used to! Just 7 days after the turn of the century, an insulator related event occurred that I feel will never go down in the history books, but was important to me. GLASS, our newly formed local club, held its second meeting on the 7th of January and we had an informal 'bring your pieces to swap' night. I bought a semisnowy CD162.1 Brookfield, the first insulator to be bought that night. Upon reflection, I figure I may now own the first insulator bought at the first 'show' of the century (hey, it is a 'lowly'

CD162.1; it has to have some claim to fame)!

Seriously, I also a great time attending the January 22nd show sponsored by the Western Reserve Insulator Club (great job, John!). Realizing the club is less than a year old, I was surprised at

the amount of nice pieces presented there. One of the highlights, to me, was seeing 3 sapphire blue CD145 HGCO PETTI-COAT insulators there (I took pictures!). An-

other important part of the show was the decision that WRIC would join GLASS in our June 24th show. Therefore, we now have a joint effort planned for this date.

By the time most of you get this, I will probably have attended the March 4th Maryland State Line show. I have only been back in the hobby long enough to have

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attended this show one time previously. Last time it was great, and I am sure it will be just as good this time. An ironic thing to

me is that for quite a few years before re-entering this hobby, I spent (Continued on page #2) (Continued form page #1)

down the road from where this show has been held. If only I had known!

This winter the shows have been the largest portion of the hobby for me as I have only been out in the wilds hunting for insulators once. For some reason, living in the Great Lakes snow belt normally deters my outdoor excursions! The one time I did get to venture out was in Maryland with my friend Dave. That day was fruitful for obtaining some square cut date nails (which I had never personally pulled an example of one before). and a light green Lynchburg CD154. As the warm weather approaches (April for me!) I am looking forward to more opportunities to pursue more gems in their native habitat.

I would like to thank John Beck and Bobby Youngers for taking

time to write. John expressed several concerns some of which are addressed in other articles in this issue. Like many collectors he is concerned about the escalating prices. Also, he expressed his desire to see more shows that would be comparable in size to a regional but held in a variety of locations so that more people can attend without spending a fortune just to get there. This is where you local clubs can help. The NIA can only do so much about the locations of the two regionals and the national each year. Considering the size of each region, it would be impossible for a regional or national to be convenient for everyone in that particular region. However, if local clubs begin putting together better and larger shows (like the former London, Ohio show), then more people will be able to attend and enjoy these functions. I am sure that there are

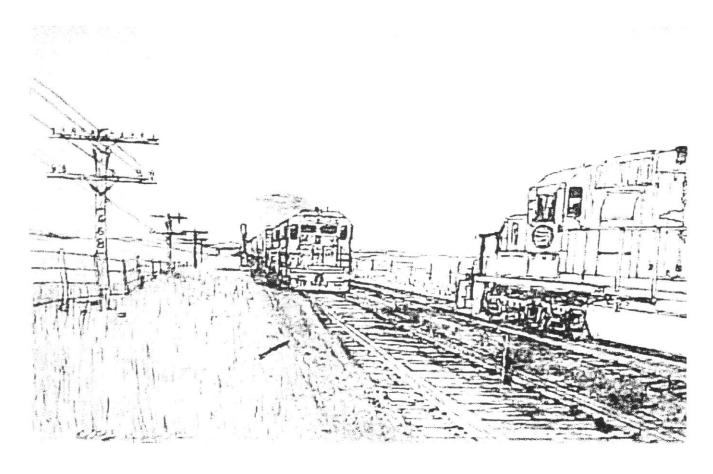
many others who feel the same way as John about getting to these events so I hope all of you will accept the challenge as you plan your future shows.

Bobby whose hobbies include insulator collecting and drawing enclosed a beautiful piece of art work that we have reproduced here for all of you to appreciate.

I hope the next few months brings you many hours of enjoyment in the hobby. One way to ensure this is to attend club meetings, shows, and swap meets -- you will be glad you did!

Happy Collecting!

Lee Brewer, NIA #6695 Information Director



MESSAGE FROM THE PRESIDENT

ear fellow NIA members:

I hope that you all had a safe, happy and healthy holiday season and no Y2K bugs ate your computer's operating system!

Our hobby obviously still shows steady growth, but there are some

disturbing things happening. It is apparent that prices continue to escalate. Internet auction services, such as e-bay, have hundreds of mostly inexpensive insulators for bid every day. Although I personally do not participate with this type of

buying or selling, these auctions have become a way to sell lowpriced extras at somewhat higher prices, while at the same time generating the interest of some potential new collectors. Shows in the Northeastern U.S. have been well attended, but the number of sellers is dwindling. Some sellers have left citing the following reasons: age of former sellers, attrition and lack of interest, poor show sales, lack of sales stock and inability to keep up with constantly changing prices. Where

does that leave the insulator show?

For almost all of us, the insulator show is the primary source of acquiring both new insulators for our collections AND for acquiring contacts and knowledge. It is also (still) the best way to socialize within the hobby. Without sellers and exhibitors, however, it will be increasingly difficult for shows to survive, at least at their present

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swap meets advertised, with some weekends boasting four or more shows and swaps - an incredible increase in public interest! It would be a shame to see that decline, especially with so many new clubs in our hobby. I am convinced it is in the best interest of our hobby and the NIA to see the local clubs and the local shows not only survive but prosper. How can you help? The next time your local host asks for help, HELP HIM. Pass out show fliers, and/or rent a sales table. Plan and display a nice exhibit, with educational materials and handouts. Call your local radio station talk show and promote the show. Call a couple of your buddies, especially the ones who forgot to go to the last two shows, and make them WANT to attend! Enthusiasm is infectious and is a positive way to promote OUR hobby.

I had previously announced the appointment of Dudley Ellis as Treasurer. I have decided, since he had completed most of the work already, to let Dudley do double duty for the rest of my term and remain acting Nominations Committee Chairman also until my replacement is announced at the Bloomington, MN National Show. Thanks again, Dudley!

I will let the rest of the Board Members and Committee Chairs have some space to write, and I will see you at the March 4, Chesapeake Bay IC Show in Maryland Line, MD; the March 26 Yankee Pole Cat IC Show in Holyoke, MA; and the May 6-7 NIA Western Regional Show in Enumclaw, WA.

EXCEPTIONALLY good collecting,

Kevin F. Lawless, NIA #1679 President

From the Executive Director

reeting Fellow Collectors,

Welcome to the next century. We made it! Wow...I remember as a kid thinking how old I would be in the year 2000. Now I know what my parents went through.

Being that we are in the middle of the big freeze in Minnesota, there have not been any shows to attend. So what do you do if there are no shows? You go to your

...we have several leads

on 2001 show bids...

club meetings. It is amazing the kind of glass that shows

up at the North-Western Insulator Club (NWIC) meetings -- anything from threadless Chesters to cobalt Hemingray 19's and everything in between. The NWIC has its club meetings every other month, and we hold it at a different collector's home each time.

This gives everyone the opportunity to show his or her collection.

> If you are thinking about starting or joining a club, I highly recommend it. It beats a showless winter in the

Great White North

So far we have several leads on 2001 show bids. I still have bid sheets waiting to be mailed. you are even thinking of hosting a Central or Western Regional. give me a call. Notice the empha(Continued form page #3)

Also I have digitized into Microsoft Word, Mike Guthrie's Comprehensive Planning Handbook for Show Hosts. This is one of

the best step-by-step books I have seen for planning a show of any size. If you would like a copy, drop me a line.

The next show I will be at, is the

Deland, FL show. See you there.

Thanks and good collecting,

Ed Peters, NIA #6300 Executive Director

FROM THE CENTRAL REGION

s many of you know, I have elected not to seek another term for Central Region Vice President. As I understand it, there are two candidates. I would like to see a good response to the ballots this yea, as both candidates are well qualified. Please take a moment and read their resumes and platforms.

I am currently working with Ed Peters on solicitation of bids for the Central Regional Show for 2001. If anyone is interested in hosting a

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show, please contact either of us. On the show front, do not forget about the upcoming Na-

tional in Bloomington, MN. Ed and the gang from the Northwestern Region Insulator Club have some fun activities planned including another hunt like at Scottsdale last year. In addition to the National, these upcoming shows and swap meets should be on your list to attend:

March 31 & April 1 Collector's Jubilee, Wheaton, IL April 15 Metroplex Show Bedford, TX May 6 Swap Meet Robertsville, MO May 7 CIC Swap Meet Geneseo, IL July 28-30 National Show, Bloomington, MN

General information about these meets and shows can be found at www.insulators.com or Crown Jewels.

The Central Region has seen con-

tinued growth in membership. This has an upside and a downside. With more people collecting, the prices of insulators will continue to escalate and fewer pieces will be available at shows. That is not so bad for those of us who already own these items, but it stifles the young collector or those without deep pockets. There is nothing we can really do other than not to give in to exorbitant prices that some sellers have demanded. Remember that the majority of us are interested in the history of these items as well as the friendships we have forged in this hobby. The monetary values are secondary.

I hope I have served you well as the Central Region VP and look forward to continuing my active role in this hobby.

Bob Stahr, NIA #4186 Central Region Vice President

See p. 9 for the article from the Eastern Regional Vice President

FROM THE WESTERN REGION

ello, fellow insulator enthusiasts! Well, my bride and I did make it home from the great trip "down under" on the first of December as forecast. Steve Marks tells me that these countries are officially part of the Western Region, so I chalked the trip up to NIA business and this gives me a legitimate excuse to write about it in *Drip Points!* For those of you that have never been

there. Australia and New Zealand are just fascinating places. The best part of the trip was meeting a good fraction of the insulator collectors down there. You would not believe the hospitality that these folks extended, and I was not prepared for what "insulator collecting" really means "down under". Would you believe that most of the collectors have museums not insulator collections?! A typical collection would be one that had not only insulators, but anything that was ever connected to an insulator...phones, telegraphs, switchboards, powercontrol panels, etc.! Typically, the museum would involve a separate building (I only have one measly room!), but I actually met one fellow that had seven buildings full of museum quality displays! Typically, it was nigh impossible to go through all of a person's collections in a single day so we would be invited to stay until everything was properly viewed and demon-This included outstrated. standing local cuisine and fine

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lodging in numerous instances. Overall, I was impressed at how plentiful insulator artifacts are down there. There was not much colorful glass still in the air (the pervasive rumor down there was that a bloke by the name of Bernie Warren had come and methodically shipped it all to America!). but the place was a porcelain collector's dream! I thought it quite amazing to see 1870's telegraph insulators still in the air, and one can even acquire a collection of the old English telegraph poles without too much strain - though a good 4WD vehicle is a definite asset! (One of these days when I run low on things to do, I hope to put together an article on the Australian telegraph - I took a lot of notes and photos.)

Well, since we could not carry all the stuff that we picked up over the nine-week adventure, we shipped stuff back via boat. Man does that take a while! We have a couple packages still to arrive. I think they are full "inchulators" (I don't know why they call them "inchulators"...but they do!) My mineral specimens from Tasmania already came, and so did my digeredoo from Alice Springs. So I am learning to play it - it's driving my dog nuts! And speaking of "Alice", would you believe that one of the major attractions in the town is the original telegraph station? It is in a beautiful park just north of town and the displays of the old equipment are quite impressive.

Well, enough about "the Far Western Region" – we need to talk a bit about things closer to home. First, the winter has been so mild down here in the desert southwest that it is quite pleasant to go out insulator hunting. There is no snow to speak of except for the higher mountain ranges (of course this

kind of makes the skiing less than ideal...but you can't have everything). By the time you are reading this, spring will be well on its way and the planning for the insulator outings in full swing. Here in the West, there are a number of great events on the docket.

March 11th in Salem, Oregon: 3rd Bi-annual Mid-Willamette Valley Big Barn Insulator Swap Meet at Nathan Lamkey's place. Call Nathan for more details; Day phone (503) 364-3226, evenings (503) 585-9904.

March 11-12 in Chico, California: Chico Bottle & Insulator Club show at the Silver Dollar Fairgrounds. Call Randy Taylor, evenings, (530) 345-0519 if you need more info on this two-day event.



Lynda teaches Koala to retrieve insulators

April 28-29 in Cayucos, California: Central and Southern Counties Insulator Club 8th Annual Great Insulator Show and Barbecue at the Lions Veteran Hall. This show is a month earlier than in previous years, so don't be fooled. Paul Alleeson, (805) 527-1770, can give you more details if you need them.

May 6-7 is the Western Regional in Enumclaw, Washington. This premier event will be held at the

King County Fairground and Vi Brown is the show host and is the prime source of information for this event (425) 868-4249.

June 11th, again in Salem, Oregon: The OBCA Antique Bottle & Collectible Show and Sale at the Salem Fairgrounds. Shayne Bowker, (503) 695-2884, has the details.

By the way, did you know that the www.insulators.com website has an updated list of all the shows?

Congratulations are in order to Mike Bruner on getting his new book The Definitive Guide to Colorful Insulators out on the market. What a dazzling array of impressive color photos!

Finally, I just received the news of another insulator club forming here in the Western Region. It is called the Columbia Basin Insulators - CBICO for short. This just became official in January. This is really great news as it adds another spoke in the wheel of insulator collecting out here in the West. CBICO takes in the Washington, Idaho and northern Oregon region. The logo for the club is based on the green CD151 since a number of them were found in this area of the Pacific Northwest. would like to know more, or maybe join up, give Bill Winters of Kennewick, WA a call at (509) 582-2284; or you can also reach him via email at cbico@insulators.com.

Well, that is it for the spring report. I am looking forward to seeing you at the shows. Give me a call if you have any thought, ideas or concerns regarding happenings in the Western Region.

Regards,

Tom Katonak, NIA #3567 Western Region Vice President

FROM THE HISTORIAN

M ost of the recent activities of the historian have centered on putting

photographs into albums and identifying the people in the photos, but there have been a few other projects. With the NIA moving toward non-profit status, I have looked into the procedure for issuing a statement to someone when they donate items to the NIA Archives. With the help of

John McDougald and Steve Marks, I have learned that it is a



fairly simple process which involves listing the items donated

and leaving it to the contributor to put a value on the item. However, since I collect hobby ephemera, this is an area in which I can help donors with valuing their contribution. With the archives more organized and documented now, the NIA will soon be considering the issues of increasing access of these items to NIA members.

Rick Soller, NIA #2958 Historian

FROM THE NOMINATIONS CHAIR

S pring must be coming early here in Georgia. The daffodils are in bloom, the birds are singing in the mornings, the woodpeckers are drumming, and I saw a crow with a stick in its mouth. It will not be long until the

I will announce the...

new president and central

region vice president...in

Bloomington.

kudzu, snakes and blackberries claim our insulator digging territory. Oh well! I am ready for spring anyway, and spring

means it is time for the Huntsville Show which will be the first Saturday in March.

Due to the incorporation of the NIA, new bylaws were written and approved by the Board. Changes in the election process require that the ballots be in-

cluded in the spring issue of *Drip Points* along with the candidates' resumes. The candidate for the NIA President's position is running unopposed. Therefore, in accordance to the NIA bylaws, that individual wins by acclimation and no ballot is required. There are two candidates running for the NIA Central Region Vice

President's position. Ballots are enclosed in this issue of *Drip Points* only for those NIA members living in the Central Region.

Please remember for those members voting, that each family membership gets only one vote unless proxy ballots were purchased for family members when membership dues were paid. Additionally, each Life Member will receive a ballot. Only members in good standing will be allowed to

vote.

The following two resumes from Jimmy Burns and Ed Peters are for your review and consideration. Please read each one carefully before submitting your ballot. Instructions for completing and mailing your ballots are included on your ballot. I hope you will immediately return your ballots to me while the candidate's resumes are on your mind. The deadline for submitting the ballots to me is July 5, 2000.

I will announce the names of our new President and the Central Region Vice President at the NIA business meeting during the 2000 National Convention. I hope to see you in Bloomington!

Dudley Ellis, NIA #5085 Nominations Chairman

Make plans now to attend the NIA 2000 national show in Bloomington, Minnesota!

Check out the special rates at the Thunderbird Convention Center as well as special discounts with Northwest airlines for NIA members.

See the February issue of *Crown Jewels* for more details, or check out the NIA website at www.nia.org. for further information.

VOTE *VOTE* VOTE* VOTE* VOTE* VOTE *VOTE

To the members of the NIA living in the Central Region

I, Jimmy Burns place my name for consideration for Central Region Vice President. I am a collector of colored porcelain insulators and have collected since 1968. I live in Conroe, Texas with my wife, Vickey, and my sons, James (10) and Christopher (7), both of whom actively collect insulators. I work as a teacher of English and Theater Arts in the Splendora Independent School District where I have been employed for the last

nineteen years. I also am an Adjunct Instructor of Freshman English at Kingwood College where I teach night classes. I have been very active in the Lone Star Insulator Club (LSIC) during the last twelve years serving as both President and Vice President twice. Along with John Hall, I have hosted the LSIC annual show since its beginning. I have been co-host of both an NIA Regional and a National Show. My proudest accomplishment has been the development of the N. R. Woodward Award for Insulator Research and Literature. I also wrote several articles for the "Rainbow

Rider's Trading Post."

If elected it will be my goal to do what is in the best interest of the hobby. I am especially interested in making the NIA inclusive of all insulator collectors both in membership and leadership. I am also interested in getting young people more involved in the hobby.

Respectfully submitted,

Jimmy Burns, NIA #4032

VOTE *VOTE* VOTE* VOTE* VOTE* VOTE *VOTE

Hello, Fellow NIA Members,

My name is Ed Peters, and I am running for the NIA Central Region Vice Presidents position. Since I got back into this hobby five years ago, I have had the opportunity to meet most of you at various shows and club meetings. I think the best thing in this hobby is the people. People built the hobby, and they are the driving force that keeps it going. I see the NIA as the glue that holds insulator collectors together. The NIA does this by establishing things like the NIA Code of Ethics and Exhibit & Judging Rules as well as by sanctioning shows.

In the past few years we have seen the advent of the Internet, with ICON, E-bay, etc. Before the Internet it was the *Crown Jewels*.

These have all been a boon to the hobby and have helped to increase its awareness. However, the fact remains; it is the people behind the hobby that make it enjoyable. I go to as many Central Region shows as I can because it is a great time. The night before a show is like the day before Christmas to a kid (and I am 44).

I started collecting insulators with my dad in northern Indiana in the late 60's. I did not know there were organized shows until 1981 when I attended the Wheaton show. I went into a nine-year lull until 5 years ago. In the last four years we started the North-Western Insulator Club and have hosted three very successful club shows. I am currently serving as the NWIC president. This year we are hosting the Y2K National in

Bloomington, MN. A year ago i was appointed as the Executive Director to the NIA and have been working towards getting show bids lined up for next year. As the Executive Director, I have just completed updating Mike Guthrie's Comprehensive Planning Handbook for Show Hosts" guide. It is also now available in Microsoft Word format.

I am a very firm believer in shows, swap meets, and clubs. Since I believe in clubs so strongly, I will do my best to support the existing Central Region clubs and help form new ones. I will also support the Central Region shows by attending as many as possible.

Thank you for your time,

Ed Peters

VOTE *VOTE* VOTE* VOTE* VOTE* VOTE *VOTE

FROM THE BY-LAWS CHAIR

t has been a busy fall and holiday season for the Marks' household. You would have thought that after the National we would have taken the rest of the off. but "Off" connoooooooooo. . . sisted of a week's vacation in San Diego to go to Sea World and Coronado Island. A nice time to be sure, but that is about it. Shortly thereafter I undertook the massive task of re-writing the entire NIA Handbook -- in effect. creating an all new manual for 2000. This was necessary, not just because the prior manual was getting "stale," but because we needed a manual that would reflect the NIA's status as a corporation. This project took until the end of the year to complete. A copy is available for review on the NIA's website.

Simultaneously, Melanie and I were continuing to pursue our dream of owning and operating our own business. During December we purchased "PostNet" franchise (mail box rentals, packaging supplies, Fed Ex & UPS shipping center, copiers, etc.), and are at this very minute negotiating a lease for a space in a soon-to-be-built shopping center. The location is right in the middle of one of the hottest growth sections in the valley (a wonderful master-planned community that is bigger than most townships). We are excited to say the least and with any luck will be open for business in October (special discounts for those shipping insulators, of course)!

In the fall *Drip Points* I mentioned that at the urging of the Nominations Chairman and several Board Members I was accepting the nomination for NIA President.

Our By-Laws state that nominees are to be afforded the opportunity to present a statement (i.e. resume, article, etc.), for publication in the spring issue of *Drip Points*. At the time of my writing this, I find myself running unopposed for the office. Still, I thought that I might put a little something together on my "insulator" background.

I joined the NIA in 1991. While living in New Jersey, I never missed a Chesapeake Bay Show, an Eastern

Regional, or a Perkiomenville show. Melanie and I were married in 1995 and moved to Scottsdale in 1996. We no sooner moved into our new house (1997), than, at the urging of Carol McDougald, I helped to start the Grand Canyon State Insulator Club. I have been President of the Club since "day one" and am proud to say that with the assistance of the other club officers and members, we have grown to over 60 members. also edit the club's quarterly newsletter.

In 1997, I was appointed to the position of NIA By-Laws Chairman (a position I still hold today). Around that same time I agreed to become a part of the Ethics Committee which Elton Gish chairs and have continued on that committee since then. Also at that same time, I joined the Research & Authentication Committee, which is chaired by John McDougald. Like the Ethics Committee, I have remained a member of the R&A Committee for close to three years now.

As soon as I was appointed to the NIA By-Laws Chairman slot I began working on a modification to the NIA Code of Ethics. There were several issues in the hobby at that time that were becoming complex, and it was apparent that the code needed some refining and definitions for key terms. The work I had done was accepted by the Board and published in the March 1998 issue of *Drip Points*.

.I undertook the massive task of rewriting the entire NIA Handbook.

After completing that task I turned my attention to modifying the NIA Grading Standards. Again this work proved to be

a daunting task (I got far more opinions and ideas than I had bargained for), but the end results, which I think were a good all around compromise, were published in the June 1998 issue of "Drip Pints."

During the Spring of 1998 I rewrote a portion of the NIA General Show Rules so that they would not conflict with the new NIA Grading Standards and Code of Ethics. Just after the Williamsburg show, with Melanie's assistance, we drafted Articles of Incorporation for the NIA and filed them. The result being that the NIA is a non-profit corporation. Shortly thereafter I obtained an insurance policy for the NIA. Show Hosts are able to take advantage of this policy by contacting the NIA Treasurer. Details appear in the March and June 1999 issues of "Drip Points."

In case I have not bored you enough yet, there were a few things that I did for the hobby in 1999 as well. Most of you may remember the 30th Annual NIA Show, Sale and Convention that took place in Scottsdale last year. Well, Melanie and I hosted that

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event. Numerous records for "Nationals" were shattered, and "a GREAT time was had by all!" I was asked to join Dick Bowman's Museum Committee, and, as mentioned above, 1999 was closed-out by preparing a new NIA Handbook.

What would I do as President? Well, now that all of my goals as By-Laws Chairman have been met, I would like to become more involved with assisting the other Committee Chairman and Regional Vice-Presidents in attaining their goals. For example, I am

anxious to begin working with the Berrys to help promote, market and educate more people about the NIA. We need to advertise our wonderful website. I am anxious to work with Rick Soller and Dick Bowman on the historical aspect of our hobby and to continue to explore the possibilities of an insulator museum (in whatever shape that may ultimately take form). I will be continuing my work on the Ethics and Research and Authentication Committees. so that we as collectors may continue to enjoy the high code of conduct and ethics that we have come to expect from fellow collec-

I am looking forward to tors. working with Sandy Ellison on "streamlining" our judging and awards presentations. And, I am looking forward to working with the Regional Vice-Presidents in cultivating bids for major insulator shows and supporting local clubs activities. Beyond that I can only hope to accomplish what other past Presidents have accomplished -- a fun, educational and successful organization for our hobby. I would be most grateful for your support.

Steve Marks, NIA #4951 By-Laws Chairman

From the Eastern Region

pring is just around the cor-Oner, and I am looking forward to another exciting year of shows, hunts, and scrounging for insulators. Although many of us make use of the Internet to add to our collections over the winter months, the coming of spring is to me a special time -- a time to get out of the house and search for insulators, whether at a flea market, antique shops, abandoned railroad beds, or a local swap meet or show. Speaking of shows, I suggest we make every effort to attend our local shows. As I have said before, I believe the shows are the heart of our hobby, and where else can you see such an assortment of insulators -- from common to rare, large and small, glass and porcelain in a rainbow of colors and glazes, go-withs, foreign, etc.-- together with a bunch of kindred spirits and fellow enthusiasts!

I have also been lucky enough to have been invited to the Smithsonian Institution in Washington, D.C. to help in the cataloging, photographing, and improving the storage of their insulator collection. This is a great opportunity to preserve a part of our history and to let people know that we are serious about our collecting. This can also go a long way in promoting the hobby of insulator collecting by educating the public and, hopefully, giving the story of insulators and their history the recognition they deserve. For without electricity and communications, where would we be today? Good Collecting in 2000!

Ken Willick, NIA #3709 Eastern Region Vice President

Show Standards Committee

he first NIA ribbon in the new year (and the new millennium, if that's how you're counting) for an outstanding display was presented at the Central Florida Insulators Collectors and Antique Telephone Collectors Association show Maitland, Florida, Saturday, January 15, 2000. Jim Colburn won the NIA ribbon for his display of "Canadian Glass Insulators". Jim's display consisted of 25 of his favorite glass Cana-

dian pin types.

Requests for NIA ribbons have also been made by the Chesapeake Bay Insulator Club for their show on March 4 and for the OVIC 2000 show in Ottawa. Ribbons have been sent and I will report on the winning displays in the next *Drip Points*.

If your club is planning a show with displays, PLEASE let me know so that a NIA ribbon can be sent to your club.

Call (405) 721-6578 or e-mail me: diamonds4me@worldnet.att.net.

Sandy Ellison, NIA #6154 Show Standard Chairman



Product marketing is doing very well again this year! A special thanks to: Bob Berry, Margaret Cox, Dudley Ellis, Mark Grimek, Kevin Lawless, Larry Novak, & Rick Soller, for assisting in product sales at their respective shows and beyond! No new products have been introduced to date, but we will be introducing an updated version of a current product at the 2K National!

Order your "NIA Badge" today..... in our new "Internet world" this is a great way to match names with faces!

Y2K Spring Clearance NIA Products On Sale!!

Due to overstock in some sizes...we are reducing current prices on some T-shirts and sweatshirts.

The following items are on sale:

Blue NIA Logo'd T-shirts – orig. price \$13 --- now \$9.00 Sizes available: Adult S, M
Gray NIA Logo'd Sweatshirts – orig. price \$20.00 --- now \$16.00 Sizes available: Adult S, M

Decals \$1 - Koozies \$3 - Patches \$4 - Mugs \$6.50 - Caps \$10

Sweatshirts - (Gray) - \$20.00 (L, XL) or \$22.00 (2X)

Golf Shirts - (white w/ embroidered logo) \$25.00 (M, L, XL) \$27.00 (2X & any w / pocket)

Denim Shirts - (blue w/ embroidered logo) \$30.00 (M, L, XL) \$32.00 (2X)

Additional sizes available on all shirts, custom orders take 4-6 wks. and price may be slightly more.

USA shipping for 1st item is \$3.20, add a \$1.10 for each additional item. Koozies ordered individually, shipping cost is \$1.00 each.

Patch, decal, and badge prices include postage. Foreign postage to be determined by individual order.

Make check or m/o, in US funds, payable to the NIA.

We offer a variety of Logo'd products and appreciate all that have made purchases to support our hobby!

Carolyn Berry NIA # 4336 1010 Wren Court Round Rock, TX 78681-2741 (512) 255-2006 Email: pyrex553@aol.com Please visit our website: <u>WWW.NIA.ORG</u> for color photos and descriptions of our logo'd products & an order form!

I may be contacted directly by phone, mail or email for orders or questions!

"Charter Member" embroidered patches available for \$1.00 each

<u>For ordering details, see the enclosed order form in the back of any</u>
<u>Drip Points issue or go to our website</u> - www.nia.org

In Support of Our Hobby, Carolyn Berry

Product Marketing Committee Chairman

1999-2000 FINANCIAL REPORT NATIONAL INSULATOR ASSOCIATION SECOND QUARTER ENDING 12/31/99

Beginning Balance-General Fund 10/1/99 Education & Promotion Account Authentication/Ethics Account	7215.90 1103.92 1196.75
Revenues	
Donations Membership Dues Miscellaneous Income (Open New Account) Product Sales	0.00 1328.00 6593.73 140.90 Total Revenues: 8062.63
General Fund Expenses	
Advertising Bank Charges/Taxes Marketing Products Misc. Postage Misc. Printing Misc. Supplies Misc. Professional Services Crown Jewels Rebates Drip Points Printing Drip Points Postage Show Advertising Subsidy Show Awards Stationery Supplies Telephone Special Projects	195.00
Education & Promotion Fund Expenditure	77.83
Closing Balance, General Fund: Education & Promotion Fund Balance Authentication/Ethics Account Total Balance on Hand	3743.65 1026.09 1196.75 5966.49

BOARD OF DIRECTORS

KEVIN LAWLESS, NIA #1679, PRESIDENT 41 CRESTWOOD DRIVE, SCHENECTADY, NY 12306-3433

(518) 355-5688 EMAIL:kflbostons@aol.com

ED PETERS, NIA #6300, EXECUTIVE DIRECTOR 5424 DUFFERIN DR, SAVAGE, MN 55378-4627 (612) 447-2422 EMAIL: edpeters@wavetech.net

KEN WILLICK, NIA #3709, EASTERN REGION VP 7349 SENECA AVE, LIMA, NY 14485-9712 (716) 624-3007

BOB STAHR, NIA #4186, CENTRAL REGION VP 11728 LEONARDO DRIVE, SAINT JOHN, IN 46373-9448

(219) 365-4171 EMAIL: hgco@mail.netnitco.net

TOM KATONAK NIA #3567 WESTERN REGION VP 1024 CAMINO de LUCIA, CORRALES, NM 87048 (505) 898-5592 EMAIL: tomk164440@aol.com

DUDLEY ELLIS, NIA #5085, TREASURER 131 PLANTATION WAY, STOCKBRIDGE, GA 30281

(770) 957-9928 EMAIL: pony102@aol.com

LEE BREWER, NIA #6695, INFORMATION DIRECTOR

22 E. HIGH STREET, UNION CITY, PA 16438 (814) 438-2965 EMAIL: LBrewer42@tbscc.com

JOE BERES, NIA #563, MEMBERSHIP DIRECTOR 1315 OLD MILL PATH, BROADVIEW HEIGHTS, OH 44147

(440) 526-3478 EMAIL: jjjb@aol.com

RICK BALDWIN, NIA #336, FIRST PAST **PRESIDENT**

1931 THORPE CIRCLE, BRUNSWICK, OH 44212 (330) 225-3576 EMAIL: rsbaldwin@worldnet.att. net

STEPHEN BOBB, NIA #827, SECOND PAST PRESIDENT

610 NORTHAMPTON ROAD, NORRISTOWN, PA 19403

(610) 539-6533

COMMITTEE CHAIRPEOPLE

CAROLYN BERRY, NIA #4336, PRODUCT MARKETING

1010 WREN COURT, ROUND ROCK, TX 78681-2741 (512) 255-2006 EMAIL: pyrex553@aol.com

SANDY ELLISON, NIA #6154, SHOW STANDARDS 11825 LANCESHIRE CIRCLE, OKLAHOMA CITY, OK 73162-3229 (405) 721-6578 EMAIL: diamonds4me@worldnet.att.net

ELTON GISH, NIA #41, ETHICS PO BOX 1317, BUNA, TX 77612 (409) 994-5662 EMAIL: gishen@sat.net

RICK SOLLER, NIA # 2958, HISTORIAN 4086 BLACKSTONE AVE, GURNEE, IL 60031 (847) 782-8602 EMAIL: com574@clc.cc.il.us

STEVE MARKS, NIA #4951, BY-LAWS 21639 NORTH 74TH WAY, SCOTTSDALE, AZ 85255 (480) 473-7014

JOHN McDOUGALD, NIA #689, RESEARCH & AUTHENTICATION

5N941 RAVINE DR., ST. CHARLES, IL 60175 (630) 513-1544 EMAIL: cpamcd@aol.com

BOB BERRY, NIA #1203, PROMOTION & **EDUCATION**

1010 WREN COURT, ROUND ROCK, TX 78681-2741 (512) 255-2006 EMAIL: pyrex553@aol.com



Carolyn Berry, NIA # 4336 Product Marketing Committee 1010 Wren Court Round Rock, TX 78681- 2741 (512) 255-2006 pyrex553@aol.com

NIA LOGO Products ORDER FORM

		руп	ex333@aoi.eoiii	Price	Total
		Golf Shirt - Pig	ue cotton - 3 button tab - white - embre	oidered logo	
5 PRINIA			L (\$25.00) 2X (\$27.00)		
LOGO Large Lege on back			t (check here) + \$1.00 (*special		
			ong-sleeved - Lt. blue - Left buttoned		
	-	pocket- embroic			
		vy-weight cotton 2X	\$32.00		
		T-Shirts - Hanes Beefy 'T' - Heavy weight - Screen-printed logo			
	S M L XL (Light Blue)		\$10.00		
	L XL (Ash Gray)		\$14.00		
		(Ash Gray)	\$15.00		
			Ash Gray - Heavyweight - Screen-prin		
NATIONAL DE LINSULA OR		S M I		\$20.00	-
		2X (Please note: \$2.00 extra)		\$22.00	
Азоситин		Caps	lt. gray w/ 5-color logo	\$10.00	
		Mugs	white ceramic w/ 3-color logo	\$ 6.50	
ردر	-	Patches	light blue w/ 5-color logo	\$4.00	-
1		Vacries	Beverage holder w/ NIA logo on 2	cides.	
ليا المالية		Koozies			
		Decele	royal blue red green light blue w/ 3-color logo	\$1.00	
		Decals	light blue w/ 3-color logo	\$1.00	
		Name Badges	white badge w/ engraved blue lett green and brown screen-printed le		
		Bars	white w/ engraved blue letters	\$4.00	
				Subtotal	
Shipping charge for Shirts, Caps & Mugs is \$3. the first item & \$1.10 for each additional. Kooz		gs is \$3.20 for al. Koozies are	Shipping		
		ered individually			
		cals or Name Ba			
Name				otal enclosed	
				otal enclosed	
Address			Please m	ake check or mor	nev order in
City/State/Zip				s payable to:	
m 1 1			National	Insulator Associ	iation or NIA
Telephone					
		to at at at a	* * * * * * * * *	.	+ + + + +
Nam	e Badge	Customizatio	on Information (must be a c	current NIA men	nber!)
2.7				NII A #	
Name				NIA #	
City				State	
			nis order form for any additional ba	adges/bars.	