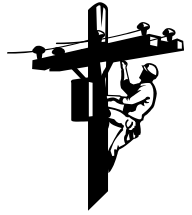


# Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

<http://www.nia.org>

**In this issue of *Drip Points*:**

- ◆ A Note from the Editor ... *Arthur McConnachie*
- ◆ From the President ... *Kevin Jacobson*
- ◆ 1st Past President ... *Dudley Ellis*
- ◆ 2nd Past President ... *Tom Katonak*
- ◆ Central Region VP ... *Ross Baird*
- ◆ Eastern Region VP ... *Doug Williams*
- ◆ Membership Director ... *Donald Briel*
- ◆ Award & Recognition ... *Lou Hall*
- ◆ Historian's Report ... *Rick Soller*
- ◆ Nominations ... *Kay Bryant*
- ◆ Memorial to Ora G. Beary ... *Tom Katonak*
- ◆ Autobiography ... *Bob Stahr*
- ◆ Promotions ... *Bob Merzoian*
- ◆ Financial Statement ... *Jack Roach*
- ◆ NIA Contact List
- ◆ Product Marketing ... *Carolyn Berry*
- ◆ NIA Membership Renewal Form
- ◆ Spring 2008 Product Order Form

**Available via e-mail**

## A NOTE FROM THE EDITOR



This issue of *Drip Points* contains several topics worth mentioning. First, please take time to read Kay Bryant's article on our new NIA President who will assume office at the National.

Second, if you are from the West, consider volunteering for the office of Western Regional Vice President - also mentioned in Kay's article on page 10.

The Awards & Recognition Committee, chaired by Lou Hall, is asking for nominations for the NIA OUTSTANDING SERVICE AWARD and the NIA LIFETIME MEMBER AWARD. Please consider those who have contributed greatly to our hobby. Award guidelines and Lou Hall's contact information can be found on page 8.

The National is only four and a half months away. If you haven't made hotel and travel arrange-

ments yet, now is the time to do it.

If you cannot make it to Portland, consider attending the Central Regional Show. Details can be found on Bill Meier's [insulators.com](http://insulators.com) and contact information for the show hosts is listed on page 9.

Best wishes,

**Arthur McConnachie**, NIA #6934  
**Information Director**

*Note: If you would like to see the photographs in this issue in color, consider switching your subscription to the electronic version.*





hobby many times before.

On the rest of this page, I have included some YUMA show photos to help get you in the show mood. There are many shows coming up, check the show calendar on [www.insulators.com](http://www.insulators.com) and make the effort. It's a great time.

Best of luck collecting,

**Kevin Jacobson, NIA #6720**  
**NIA President**



**Denny Hackthorn and Jack Roach enjoying some of the nice Yuma sunshine. In ten years, the worst weather was wind.**



**Dave Leforge, Roger Nagel, Mike Doyle, Dwayne Anthony, Lou Hall and Denny Hackthorn can be seen looking for treasure!**



**Lunch is served for a small fee to help cover the costs of the park and food.**



**James Doty of Simi Valle, Ca. holding some of his very wonderful Westinghouse No. 3 CD-102 collection that he brought for show and tell. Thanks James!**



**Just a sampling of the available insulators. These tables were a combined sale from Tom & Lynda Katonak and John McDougald.**

**1st PAST PRESIDENT**



Even though Punxsutawney Phil predicted six more weeks of winter, spring seems to be here in the southeastern United States. Yellow Bells, Daffodils, and Crocuses are blooming, the woodpeckers are drumming, the Blue Birds are checking out my bird houses, and you can hear the love calls of many birds in the mornings. Now is the time here in the south to get in those last few insulator hunts before the kudzu and blackberry vines take over.

In the 1990s I spent many weekends hunting the old telegraph, telephone and railroad signal lines along the railroads here in Georgia. The terror attack on our

homeland on September 11, 2001 coupled with track sabotage in the southwest ended much of my insulator hunts in the wild. It did not take long before the CSX Railroad, one of the largest rail companies here, to start advertising on the major radio stations for people to call their local law enforcement if someone was spotted on railroad property. I am retired. I enjoy retirement. I certainly don't want to spend part of my time in jail and have to part with my insulator money to pay fines. My insulator hunts from here on will be where I can gain permission from property owners to hunt.

Gaining permission to hunt is not easy either. I spent a full day in a county court house gathering names and phone numbers of property owners who had an old abandoned line running through their property. I called every property owner and could not gain permission to hunt any of the old line. Verbal permission was given by a short line railroad to hunt their line but they would not give written permission. Verbal permission doesn't go very far when the local sheriff drives up.

If you are able to gain permission from the railroad or you are insistent about hunting without it, remember these facts published by the Federal Railroad Administration. Trains can come from any direction at any time. Trains can't turn to miss you. You can't always hear a train coming. A train can approach without your knowledge. People walking near the tracks can be hurt by flying debris. Railroad bridges are for trains, not for people. Bridges do not have sidewalks. People caught on a bridge may not get off in time. People should never walk through railroad tunnels.

Don't forget to send Howard Banks a purple insulator for his Insulator for Kids Program. You may wish to wait and take him one when you go to Portland for the National in July. Also, please remember to support your local swaps and shows and to take a child with you to the next insulator hunt or show.

May all your hunts be safe and successful!

**Dudley Ellis, NIA #5085  
First Past President**

**39th National Insulator Association  
Annual Show & Convention  
Portland, Oregon, July 4-6, 2008**

**Wednesday, July 2nd**  
**Outrageous Jet Boat Adventure**  
**Heart of the Gorge Cruise**  
**8 am - 5:00 pm**

**Thursday, July 3rd**  
**10:00 am - 4 pm - NIA Board Meeting**  
**11:30 am - 2:30 pm - Portland Spirit Lunch Cruise**  
**5:00 pm - 8:30 pm - Dealer Unload/Exhibitor Setup**

**Friday, July 4th**  
**7:30 am - 9:00 am - Dealer and Display Setup**  
**9:00 am - 4 pm - NIA Members Only Show Hours**  
**4:30 pm - 5:30 pm - General Membership Meeting**

**Saturday, July 5th**  
**7:30 am - 9:00 am - Display Judging; Dealer Setup**  
**9:00 am - 4 pm - General Admission**  
**5:30 pm - 7:00 pm - Reception/Cash Bar**  
**7:00 pm - 10:00 pm - Awards Dinner Banquet**

**Sunday, July 6th**  
**7:30 am - 9:00 am - Dealer Setup**  
**9:00 am - 1:30 pm - General Admission**  
**1:30 pm - 4:30 pm - Dealer/Exhibitor Take-down**



**2nd PAST PRESIDENT**

Greetings fellow insulator collectors!

While its still mostly winter out around most of the country, by the time you read this, spring will surely be on it's way and this brings all the attendant pleasures of a new "insulator season."

Of course, I have the advantage of being closer to "springtime" by virtue of living in New Mexico and if you go far enough south here, it's pretty much like spring all winter long! So, when the end of January rolled around, my bride and I headed southwest to take advantage of the balmy weather. This has now become more-or-less of a "pilgrimage" where we not only take advantage of the splendid weather, but we get to visit many of our hobby friends in the Desert Southwest.

One day's drive (through a blinding snowstorm in northern Arizona!) took us to Phoenix where we visited a couple of our insulator friends, checked out the new additions to their collections and caught up on all their activities. After an evening of fine dining (and story telling) with NIA Presi-

dent, Kevin Jacobson and his wife Cheryl, we caravanned across the state to the world famous Quartzite flea market.

I've written about Quartzite in past issues, but for those of you that have never been to this amazing place, you are really missing a piece of Americana! Here, in twenty-five square miles of packed flea market activity, one can buy nearly anything from anywhere! This includes of course insulators of all description. The downside to Quartzite is that fully 50% of everything there is imitation – so you have to know what you're buying. If the insulator you're considering is a weird bluish purple, its irradiated - so you know not to buy it! Interestingly, we saw no irradiated insulators here this year; the past several years there were dozens of bogus specimens available. Maybe the market for these items has diminished(?)

Some two hours south of Quartzite, traversing some pretty spectacular desert country, one comes to Yuma, in the triangle where Arizona, California and Mexico all join forces. I don't think there are any real "Yumans" in Yuma because the place is totally packed with RV'ers from all over the north – including many of our Canadian friends.

At any rate, aside from the pleasant weather in Yuma (it was 75 degrees when we arrived late on Friday afternoon), in recent years the place has become famous for the Yuma Tailgater sponsored by the Grand Canyon State Insulator Club. This annual event (I think this was the tenth one) draws collectors from all over the west – and often well beyond. This year was no exception and on Saturday morning – just as the sun was pushing up the edge of the east-

ern sky, the first of hundreds of boxes were being opened in the Territorial Prison Park down along the Colorado River. There were more tables of glass and mud than last year, more people than last year – and best of all, more old friends to greet and new folks to meet! By 7:30am, it was light enough to read the embossings on the insulators and the action really picked up. The dealing was heavy for the first few hours of the morning, but fortunately abated somewhat in time for the traditional lunch of grilled hamburgs and hotdogs – along with all the classic side dishes. Some really wonderful stuff changed hands as the day wore on. This year many Mexican insulators showed up – and lots of colored signals...I think I counted over 100 cobalts alone! This had to be the best Yuma Tailgater ever!

After another few days of soaking up the pleasant sunshine and hiking some of the desert peaks, we headed for home – just in time to catch the next wave of wintry weather sweeping in from the northwest. Spring – where are you when I need you?

I hope you too have had another wonderful insulator adventure since we spoke last, and I look forward to seeing you at one of the upcoming shows – Portland maybe??

**Tom Katonak, NIA #3567  
Second Past President**

*Note: See the following page for a look at some signals from the Yuma Tailgater.*



## Colorful Signals at Yuma

### CENTRAL REGION VP



Now that the holidays have passed it is time for me to start planning my year. First on the list is making reservations for the National Insulator show in Portland, Oregon. Next is trying to decide on whether to drive or fly. My plans usually include a family va-

cation along with the National, but with the kids grown up they have other plans. So it looks like it will be Donna and me this time around. Donna has already informed me that she wants to go on the Outrageous Jet Boat and Portland Spirit Lunch Cruise. We are also going to head up to Seattle Washington since she has never been there. For more information see [www.nia.org](http://www.nia.org). I hope to see you there!

I just finished reading the February issue of Crown Jewels of the Wire and there were some great stories about collectors, foreign and porcelain insulators. The article about early hook type insulators written by Ray Klingensmith was excellent. If you have not

read this, you are missing out of some great historical information. Ray, along with Gary Kline, actually went out and dug up some of these intact with insulator and drumstick. If that does not tempt you to get out and dig, then I do not know what will.

Things have been fairly slow on eBay and a few good buys have surfaced. One person had pictures of a CD 154 Whitall Tatum in red amber up for auction, but many were skeptical that it was irradiated. Turns out it was the real deal and the buyer quickly resold the insulator. Next thing you find out is that the buyer had a second one that went up for bid with a reserve! There were some other great deal, several Boston





## AWARDS & RECOGNITION COMMITTEE REPORT



NIA Outstanding Service and Lifetime Membership Award selection

Well, it's time to request your nominations for the NIA Outstanding Service and Lifetime Membership awards for 2008. Anyone can nominate a person; you just need to fill out the appropriate nomination form, and return a copy to your Regional VP and to the Chairman of the Awards and Recognitions Committee. The appropriate forms are available by contacting the A & R Committee Chairman. The contact information is at the end of this article.

### General guidelines:

**Outstanding Service:** A nomination for Outstanding Service should have made significant contributions to the insulator hobby in the last year or two. A nominee must not be a current NIA board member or committee chairman.

**Lifetime Membership:** The NIA Lifetime Membership Award is the highest honor that can be given to a fellow hobbyist. The list of recipients includes NIA members who have donated significant portions of their lives for the betterment of collecting. The effort taken to recognize those who have given hundreds or thousands of hours and/or dollars to the hobby should not be taken lightly. The Lifetime Membership is for a couple, as the spouse is often involved, or at least very supportive of the primary person being nominated. In some cases, the spouse is also involved in a formal capacity in the hobby, and the contributions of both people should be noted.

There is no requirement that either award be presented in a given year. Conversely, multiple people can be nominated in either category. The NIA board determines the final selection.

**The Awards and Recognitions Committee must receive your nomination forms on or before April 1, 2008.**

If you have any questions and to request nomination forms, please contact me at:

[louhall@pacbell.net](mailto:louhall@pacbell.net)

or phone (559) 435-1740.

Written requests may be sent to:

363 W Stuart Ave  
Fresno, CA 93704-1544

Thanks for your assistance!

**Lou Hall, NIA #7185  
Awards & Recognition Chair**

## YOUR ATTENTION PLEASE

2008 NIA OUTSTANDING SERVICE AWARD

2008 NIA LIFETIME MEMBER AWARD

**NOMINATIONS FOR POSSIBLE RECIPIENTS OF THESE  
AWARDS ARE BEING SOLICITED BY THE NIA  
AWARDS AND RECOGNITION COMMITTEE**

**Contact Lou Hall, A & R Committee Chairman, to obtain the  
appropriate nomination form. Call him at (559) 435-1740 or  
e-mail request to [louhall@pacbell.net](mailto:louhall@pacbell.net)**

**Nominations forms must be submitted to the committee  
by April 1, 2008**



**HISTORIAN'S REPORT**

**Selling Milholland Books  
in the 1970s**

It can take many years before an author of an insulator book sells enough copies to recoup his or her money. On the other hand, if fewer copies of the book are printed, the price of a copy will dramatically increase, decreasing demand for the book. Knowing the demand for a book ahead of time can greatly help with this calculation. Authors of previously published books may be willing to provide this information to a prospective author and information in the NIA Archives can also provide some help.

A donation of materials from John and Carol McDougald a while ago included records from the Milhollands on the sales of their books.

The records are hand written in a clear, organized style and cover the years from 1971 to 1980. All this would probably be entered into an Excel spreadsheet today.

In 1971 the Milhollands filled over a thousand orders for books, although they had several books in print during this year. They had a price list that came out about April 1969 and published another one in September of 1970 so sales of both of these are included. Their book Glass Insulator Reference Book #2 was printed in 1969 and a supplement was published in 1970.

Book prices seem cheap compared to today's prices. The price list was \$1.50 and this included postage. The Supplement was \$3.50 while Book #2 was \$4.50, both including postage. One entry indicates that quantity discounts were available. For an order of 25 price lists and 25 copies of Book #2, the buyer paid half of the list price.

Other entries tell about the nature of the hobby and society in the 1970s. Most people paid by check with a few paying by money order. No one paid by credit card and PayPal didn't exist then. Many people sent too much money so

indications of returning 50 cents, refunding \$1.50, or owing some other amount of money can be found throughout the records. Just as common are notations of amounts due. Both parties trusted each other to "make it right." When a woman ordered a book, it was often addressed to "Mrs." followed by her husband's name, e.g., "Mrs. John Marshall." Sometimes the title of "Mr." was included in the address for a man.

Libraries bought insulator books back then and they bought them directly from the Milhollands. I wonder if Book #2 is still in the Winn Parish Library in Winnfield, Louisiana or if a copy can still be found in the Warren Memorial Library in Massena, New York?

All kinds of stores bought insulator books back then too. These included the Wagon Wheel Antiques store in Tacoma, Washington, The University of Rhode Island Bookstore, the Wildcat Rock Shop in Georgetown, Colorado, the Wethersfield Book Store in Wethersfield, Connecticut, Teepee Indian Relics in Wentzville, Missouri, and Seely's Antiques in Berkeley Springs, WV.

**Rick Soller, NIA #2958  
Historian Chair**

**National Insulator Association's 2008 Central Regional Show & Sale  
July 19 - 20 (Saturday - Sunday) in Richfield, Ohio**

For information or show packets contact:

JOHN HOVANEK 440-237-2242  
jhovanec@ameritech.net

KEN ORCHARD 330-659-3786

RON BARTH 724-845-8439  
rktbarth@windstream.net

**NOMINATIONS CHAIR**



Congratulations to Bob Stahr! Bob has accepted the nomination for the office of President of NIA.

Since there were no other applicants that came forward before the February 1st deadline, there will be no election held. Bob is currently the By Laws Chairperson. Bob will assume his duties at the National in Portland. You will find a bio about Bob in this issue. Please join us in congratulating Bob and offer him your support in his endeavor.

Bob's term begins at the National and will last for two years. The current president, Kevin Jacobson, will become the 1st past president while Dudley Ellis becomes the 2nd Past President. Tom Katonak's term on the board

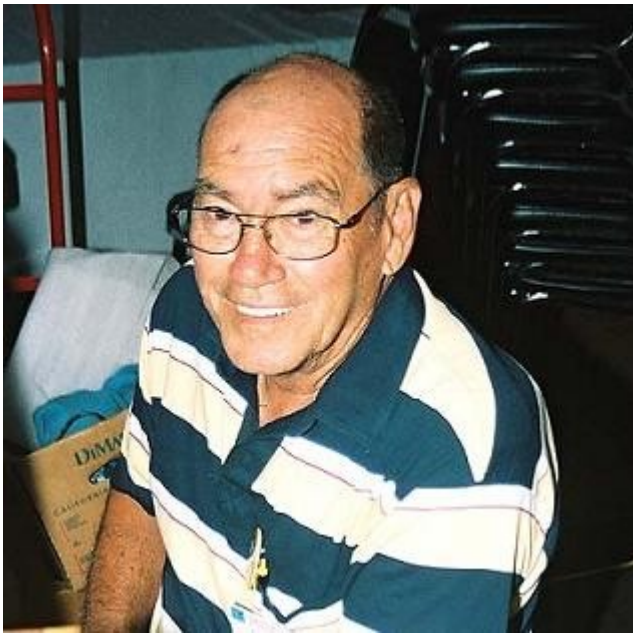
will expire at the National since he is currently the 2nd Past President.

Due to an oversight, the vacancy of the office for Western Region Vice President was not advertised in the nomination notification section of the Winter Drip Points. This important office is available and needs to be filled. If you are a Western Region member, please consider volunteering. Anyone interested in running for this office please contact me, by the 31st of March.

**Kay Bryant, NIA #4099  
Nominations Chair**

**Ora G. Beary**

**1931 - 2008**



It is with great sadness that I report the passing of friend and long-time Pennsylvania insulator collector, Ora G. Beary. Ora died peacefully this past Sunday afternoon, February 17, 2008, in his home after a courageous battle with cancer.

Born February 6, 1931, in Marble, PA, he was an avid collector of insulators, Purinton Pottery and coins.

As an active member of the National Insulator Association, he and his wife traveled extensively enjoying the hobby. Ora shared his great knowledge of eastern United States insulator manufacturers through his wonderful, award-winning exhibits at local and National shows, and was the best source for information on Paisley and Beaver Falls production. He was responsible for introducing two or three Em-minger insulators into the hobby. He was a mainstay of the Mid-Ohio show, attending most of these shows from the mid-70's to his last – this past November.

This soft-spoken man will be remembered for his kindness, his quiet demeanor, his infectious smile, his warm personality - and willingness to share his knowledge and collecting experiences; he was an easy man to get along with.

Our sincere condolences go out to Ora's lovely wife Joanne, his four children, seven grandchildren and his great-grandson.

We have lost a true gentleman and pioneer of our hobby.

Ora, may you rest in peace.

Tom Katonak



**AUTOBIOGRAPHY:**

**BOB STAHR**



I am writing to you today to announce my candidacy for the position of NIA President. Many of you have known me for some time, but I would like to take the time to tell you a little about myself.

I live in suburban Chicago, and am engaged to Stacey. We are to be married on May 2, 2008. May 2 should be an easy date to remember being a Hemingray collector! (No I didn't choose the date, she chose it all on her own!)

As I said above, I specialize in collecting Hemingray made insulators, but I also collect their other glassware such as fruit jars, bottles, and oil lamps to name a few.

I have been collecting insulators since the age of 13 or 14, subscribing to Crown Jewels and joined the NIA at the age of 15 in 1988. This year I will become a 20-year member of the NIA, having been a member longer than I have not!

In the fall of 1991, I went away to study Architecture at Iowa State University in Ames, IA. While attending Iowa State, I had the opportunity to help Elton Gish with some insulator research. He sent me a want list of insulator articles that he was looking for from old electrical trade journals, and I

tried to locate them for him. This really started my research activities. I stayed at Iowa State for two years, then switched schools and my major in 1993. I earned my Associates degree in Architectural Technology in 1996 from Purdue University and I received my bachelor's degree in Construction Technology from Purdue University in 1998. I am currently working as an Estimator for a large Chicago general contractor.

In October 1992, I formed the Greater Chicago Insulator Club (GCIC) along with two other collectors. I have been club President since and we can boast approximately 70 members at any given time. We publish a newsletter bi-monthly and have a number of swap meets and meetings each year.

**This year I will become  
a 20-year member of  
the NIA.**

In 1994 I won the Lone Star Insulator Club (LSIC) N. R. Woodward award for the best "Research and Literature" article for "The Mystery of S. S. & Co." that appeared in the December 1993 Crown Jewels magazine. I was able to write this a result of the research I was doing at the time.

In addition, I was a contributor to Crown Jewels with my column "Advertising Through the Ages" in the mid 1990's. This column focused on old insulator advertisements that have been found in various publications.

After the 1996 NIA elections, I was appointed to complete the remaining one-year term of Central Region Vice President. I con-

tinued as Central Region Vice President for the 1997-2000 term as well.

1997 was a very busy year for me. I was the co-host of the 28<sup>th</sup> NIA National show along with Rick Soller and members of the GCIC. The show was one of the largest with over 150 sales tables and several exhibits. I also started digging at the Hemingray factory with Roger Lucas and Darin Cochran as part of my ongoing Hemingray research. Finding of these shards uncovered many unknown product lines. That same year I had the fortune of looking through some Hemingray glass shards owned by a Covington, KY museum. I was able to borrow select items from the museum for display at the 1997 National Insulator Show as one of the non-competitive exhibits.

In 1998, I won the Crown Jewels People's Choice award for my article "Hemingray Lights the World" about Hemingray's oil lamp production. This article appeared in the May 1997 Crown Jewels. A large portion of this article was made possible by digging at the Hemingray factory as well as the museum's collection of shards.

In 1999, I was co-host along with Rick Soller again and the GCIC for the NIA Central Regional in Crown Point, Indiana.

As part of my efforts to research Hemingray, my website:

[www.hemingray.com](http://www.hemingray.com)

was launched in March 2000. I have hopes that I will eventually grow this site beyond what is currently there. In addition, I hope that someday I will be able to write a book on Hemingray so I can share my knowledge with the rest of the hobby.

From 2001 to 2004 I served as the NIA Executive Secretary. Since 2005 I have been serving as the NIA Bylaws Chairman. Also in 2001, Roger Lucas, Darin Cochran and I put on a seminar at the 2001 NIA National in Atlanta on our digging at the Muncie plant including an 18-minute video produced by Dennis Stewart of us doing just that.

Also for the last several years, I have ratcheted up Hemingray research and I have been systematically combing all known

sources for articles such as local newspapers and glass making trade journals. While looking for Hemingray items, I have found numerous articles on other insulator manufacturers. I have been working primarily with Bill Meier, Glenn Drummond, and Elton Gish on developing a searchable database for all of these articles that will someday be available to the public. We currently have over 8000 articles in the database. With the help of a few volunteers, almost 6000 of them have been completed.

As you can see, I am pretty dedicated to this hobby, I may not have the greatest insulator collection out there, but that's not why I am doing this. I love the history of insulators, the people who made them, and the people who collect them. I enjoy going to the shows and talking about this hobby. I know I will serve you well as NIA President because I love this hobby too much and I will be open to any and all suggestions from the membership.

**For a timeline of The Hemingray Glass Company, visit Bob Stahr's:**

**[www.hemingray.com](http://www.hemingray.com)**

## PROMOTIONS CHAIR



Out here in our part of the world, California sunshine seems to be pushing Winter right along and ushering signs of Spring ... mostly in the form of weeds at my house. Time for the Roundup.

I've mentioned that I teach third grade and really enjoy it as long as the bureaucrats don't come meddling at our school. I have a great group of kids, mostly very poor and very appreciative for

kind words and deeds.

Well, an older, retired Pacific Bell telephone lineman recently offered his backyard collection of glass and mud to me after I had mentioned to him that I have given away a lot of glass to students over the last 20 years. My son and I went over one afternoon in December and gathered up over 200 insulators ... nearly all quite common (except for the Brookie with a huge bubble ... lucky me). We took them home and cleaned off years of dirt and dried mud which revealed a large group of respectably common, sparkling glass. Over the course of three days, I took several batches to school and distributed them to 20+ very excited students. (See p. 13.) We spent a couple of sessions talking about the history, beauty, character, value, and uses of insulators. They were "jazzed."

We have since written thank you letters to Mr. Boesch. Here are a

few excerpts: "The colors are the best thing about them ... they are very pretty and interesting ... the insulators are so cool ... how did you get all of those insulators? ... thank you for being generous ... I like to learn about insulators ... I keep them in my bedroom ... where did you find them? ... I want purple ones too ... they must cost a fortune ... now I have a hobby ... I have a collection ... now I collect insulators." And this is what we must nurture and promote ... new blood, young blood.

I will continue my quest to educate, enrich, and enthuse all whom I encounter (well, nearly all) about our hobby. If we all take some time to do this, our hobby will continue to grow and not wither on the vine as so many other hobbies have done. Thanks for reading this and keep your insulator collecting spirit alive and well.

**Bob Merzoian, NIA #3941  
Promotions Chair**



# PROMOTING THE HOBBY





**From the Treasurer**

**Jack Roach, NIA #4156, Treasurer**

**2007-2008 FINANCIAL STATEMENT  
NATIONAL INSULATOR ASSOCIATION  
SIX MONTHS ENDING DECEMBER 31, 2007**

<b>Beginning Balance-General Funds</b>		<b>\$12,788</b>
<b>Museum Exploratory Committee</b>		<b>\$972</b>
<b>Authentication/Ethics Account</b>		<b>\$2,297</b>

**Revenues**

Donations			
Membership Dues	7,942		
Miscellaneous Income	150		
Product Sales	1,862		
	<b>Total Revenues</b>		<b>\$9,954</b>

**General Fund Expenses**

Advertising			
Bank Charges, Taxes, Fees			
Marketing Products	2,015		
Misc. Postage	1,142		
Misc. Printing	373		
Misc. Supplies	182		
Misc. Professional Services			
Crown Jewels Rebates	495		
Drip Points Printing & Postage	2,752		
Show Advertising Subsidy			
Show Awards			
Stationery Supplies			
Telephone			
Special Projects			
Educational Disp Postage			
	<b>Total Expenses</b>		<b>\$6,959</b>

<b>Closing Balance, General Fund</b>		<b>\$15,783</b>
<b>Museum Exploratory Committee Expenditures</b>		
<b>Museum Exploratory Committee Balance</b>		<b>\$972</b>
<b>Authentication/Ethics Account Expenditures</b>		
<b>Authentication/Ethics Account Balance</b>		<b>\$2,297</b>
<b>Total Balance on Hand December 31, 2007</b>		<b>\$19,052</b>



2007 NATIONAL INSULATOR ASSOCIATION

**BOARD OF DIRECTORS**

**Kevin Jacobson, NIA #6720 NIA President**  
 1102 West Aster Dr, Phoenix, AZ 85029-2808  
 602-564-0815  
 kwjacob@icsaero.com

**Dudley Ellis, NIA #5085 First Past President**  
 131 Plantation Way, Stockbridge, GA 30281  
 770-957-9928  
 pony102@bellsouth.net

**Tom Katonak, NIA #3567 Second Past President**  
 1024 Camino de Lucia, Corrales, NM 87048  
 505-898-5592  
 tkatonak@comcast.net

**Mike Green, NIA #3175 Western Region VP**  
 2513 S. Balsam St, Lakewood, CO. 80227-3135  
 303-763-9924  
 n2glass@qwest.net

**Ross Baird, NIA #1983 Central Region VP**  
 8617 Crosswind Dr  
 Fort Worth, TX 76109  
 nsulator@aol.com

**Doug Williams, NIA #1221 Eastern Region VP**  
 131 Pine Lake Circle SW  
 Ocean Isle, NC 28469  
 dwilli69@atmc.net

**Arthur McConnachie, NIA #6934  
 Information Director**  
 10700 Academy Rd NE Apt 2636  
 Albuquerque, NM 87111  
 arthur@mconnachie.com

**Donald Briel, NIA #7218 Membership Director**  
 P.O. Box 188, Providence, UT 84332  
 435-753-5786  
 Don.Briel@comcast.net

**Jacqueline Linscott Barnes, NIA #1380 Secretary**  
 3557 Nicklaus Drive, Titusville, FL 32780-5356  
 321-480-1800  
 bluebellwt@aol.com

**Jack Roach, NIA #4156 Treasurer**  
 8 Tremont Trace, Wimberly, TX 78676  
 512-847-7302  
 jackroach@email.msn.com

**STANDING COMMITTEE CHAIRPERSONS**

**Paul Greaves, NIA #2685  
 Authentication & Classification**  
 8830 Benton Acre Rd  
 Granite Bay, CA 95746  
 pgreaves@surewest.net

**Lou Hall, NIA #7185 Awards and Recognition**  
 363 West Stuart Ave, Fresno, CA 93704-1544  
 559-435-1740  
 louhall@pacbell.net

**Bob Stahr, NIA #4186 By-Laws**  
 515 Main St #403, West Chicago, IL 60185  
 630-231-4171  
 bob@heminggray.com

**Mike Guthrie, NIA #3297 Ethics**  
 P.O. Box 130  
 Kalama, WA 98625-0200  
 360-673-2829  
 inthewoods@kalama.com

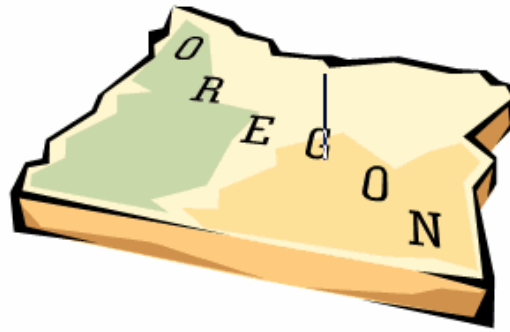
**Rick Soller, NIA #2958 Historian**  
 4086 Blackstone Avenue  
 Gurnee, IL 60031  
 com574@clcillinois.edu

**Kay Bryant, NIA #4099 Nominations**  
 8061 S.E. Helen Terrace  
 Hobe Sound, FL 33455  
 donbottles05@bellsouth.net

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

**Bob Merzoian, NIA#3941 Promotions**  
 1080 N. Scenic Dr  
 Porterville, CA 93257-1637  
 559-781-6319  
 bobmerzoian@mac.com

**Bob Berry, NIA #1203 Research & Education**  
 1010 Wren Court, Round Rock, TX 78681  
 512-255-2006  
 pyrex553@aol.com



## Portland -- 2008

Make sure you don't miss the 2008 National...it is going to be a "GREAT" show!  
Go to [www.nia.org/shows/national](http://www.nia.org/shows/national) for show information.

### DON'T FORGET YOUR ENGRAVED NAME BADGE FOR THE NATIONAL!!

Show your local club affiliation; order a club bar too !!

ie.

Jefferson State Insulator Club (JSIC)

Reduced prices until May 31<sup>st</sup>.....  
get your shirts, koozie, pin and cap now!

**All medium polo/golf shirts reduced \$5.00 !!**

**\*Ash Gray only, 2X – screened t-shirt – sale price - \$12.00 (\$10.00 savings)**

**Koozies – sale price - \$1.50 (\$ .50 savings)**

**Lapel/cap pin – sale price - \$3.25 (\$.75 savings)**

**Stone / navy bill cap – sale price - \$14.50 (\$1.50 savings)**

\* Price does not include postage – please see order form for details

- o Due to several requests by members of our hobby, we now have size "small" up to "3-XL" in the long sleeve and short sleeve denim shirts and sweatshirts
- o Due to popular demand, we now carry "natural/ecru" denim shirts in long and short sleeve, see order form for details
- o ALL SIZES AVAILABLE - youth sizes too!

I have enclosed an updated order form in the back of this issue of Drip Points

**\*\*Please note:** reduced prices will not be shown on the order form

The website [www.nia.org/product.htm](http://www.nia.org/product.htm) has been updated to reflect the NIA items currently being sold and also a printable order form!

As always, we appreciate your support of this terrific hobby. Membership in the NIA, makes this a truly special organization in which to be a part.



See you in Portland, OR !

Carolyn Berry  
Product Marketing Chairman  
20 Year member of the NIA  
NIA # 4336





**Membership Application/Renewal Form**

**Submit (Payable to the NIA in U.S. funds) To:**

**Donald R. Briel  
NIA Membership Director  
P. O. Box 188  
Providence, UT 84332  
don.briel@comcast.net**

**Dues Schedule:**

Regular Membership . . . . . \$ 12.00  
Family Membership . . . . . \$ 12.00  
Junior Membership (under 18) . . . . . \$ 5.00  
Club or Organization . . . . . \$ 12.00

Check appropriate class: Regular \_\_\_\_\_ Family \_\_\_\_\_ Junior \_\_\_\_\_ Club/Org. \_\_\_\_\_

Check years of payment: Single year \_\_\_\_\_ Multi-year \_\_\_\_\_

**Please Print Legibly**

**Name** \_\_\_\_\_

**NIA # (if renewal)** \_\_\_\_\_

**Address** \_\_\_\_\_

**City** \_\_\_\_\_

**State/Province** \_\_\_\_\_

**Zip/Postal Code** \_\_\_\_\_ **(+4)** \_\_\_\_\_

**Country (if non U.S.)** \_\_\_\_\_

**Telephone Number** \_\_\_\_\_

**E-Mail Address** \_\_\_\_\_

Please include me in the Annual NIA/Crown Jewels Directory Yes \_\_\_\_\_ No \_\_\_\_\_

Please include my Telephone Number Yes \_\_\_\_\_ No \_\_\_\_\_

Please include my E-Mail Address Yes \_\_\_\_\_ No \_\_\_\_\_

I would like to receive Drip Points in the following format Paper \_\_\_\_\_ Electronic \_\_\_\_\_  
(Check only one choice) (An E-Mail address is required for electronic)

**Additional Family Members Residing in the Same Household**

**Name** \_\_\_\_\_ **NIA # (if renewal)** \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

Signed \_\_\_\_\_

Date \_\_\_\_\_

Amount Enclosed \$ \_\_\_\_\_



Spring 2008  
www.nia.org/products



**Men's Golf / Polo Shirts or Button-front Sport Shirt** Price Quantity Total

**NEW COLORS!** Ocean Blue, Yellow, Yellow/navy!

Color Choice: \_\_\_\_\_

Please call or email me for details! embroidered logo; with or without pockets

(Size chart on back) \$32 - \$41 \_\_\_\_\_



**Ladies' Polo/Golf style shirts** - Color choice: \_\_\_\_\_

Please call or email me for details! embroidered logo (no pockets) \$32 - \$38 \_\_\_\_\_

(Size chart on back)

**Denim Shirt** - (\*ladies order comparable men's size, see chart below)

Heavy-weight; pre-shrunk cotton -- stonewash blue or **NEW! NATURAL/ECRU**; left-side pocket

Embroidered logo S \_\_\_ M \_\_\_ L \_\_\_ XL \_\_\_ \$32.00 \_\_\_\_\_

\*S/Sleeve \_\_\_ \*L/Sleeve \_\_\_ 2X \_\_\_ 3X \_\_\_ \$35.00 \_\_\_\_\_



**T-Shirts** - Hanes Heavyweight - 6.1 oz .cotton - Pre-shrunk

**Screen-printed logo (front & back)** S \_\_\_ M \_\_\_ L \_\_\_ XL \_\_\_ (\$20) \_\_\_\_\_

2X \_\_\_ (\$22) \_\_\_\_\_

Colors: Stonewash Green, Stonewash Med. Blue, Pebble (sand), Lt. Steel Gray

**Embroidered logo** (front only!) (\*\*NOTE: I have a limited number of t-shirts with pockets, call for details)

S \_\_\_ M \_\_\_ L \_\_\_ XL \_\_\_ (\$20) \_\_\_\_\_

2X \_\_\_ (\$22) \_\_\_\_\_



Colors: Gold, Ecu, Ash Gray, White, Royal Blue, Burgundy or Lt. Steel Gray

**Crewneck Sweatshirts** -- Heavy weight - 100 % Cotton/polyester blend - Pre-shrunk

Color: Ash Gray - *Screen-printed* logo (large on back / small on front)

**CLOSE OUT PRICES!** 3 left => S \_\_\_ (\$8.00) -- 1 left => L \_\_\_ (\$10.00) \_\_\_\_\_

Colors: Burgundy or Lt. Steel Gray -- **Embroidered logo**

M \_\_\_ L \_\_\_ XL \_\_\_ (\$25) 2X \_\_\_ 3X \_\_\_ (\$30) \_\_\_\_\_



**Hooded Sweatshirt** w/ full front zipper/muff pocket/drawstring hood -embroidered logo-

Color: Lt. Steel Gray M \_\_\_ L \_\_\_ XL \_\_\_ (\$35) 2X \_\_\_ 3X \_\_\_ (\$40) \_\_\_\_\_

**Embroidered Cap** -- low-rise, embroidered logo ( \$16.00)

Colors: Stone/ Navy bill, Khaki/ Green bill, or all Denim \_\_\_\_\_

**13 oz. Clear Glass Mug** with etched NIA Logo \$5.00 \_\_\_\_\_

**Ceramic Mug** - 10 oz. white mug with logo \$7.00 \_\_\_\_\_

**Patch** -- embroidered logo / red embroidered edge \$4.00 \_\_\_\_\_

**Koozie™** -- The original beverage Koozie™ fits any standard beer/ soda can/ 12 oz. water bottle !!

Silver screened NIA logo on: NIA blue \_\_\_ red \_\_\_ green \_\_\_ \$2.00 \_\_\_\_\_

**NIA Hat/Lapel Pin** - enamel tack pin with NIA logo \$4.00 \_\_\_\_\_

**NIA Decal** -- for inside car window \$0.50 \_\_\_\_\_

**NIA Name Badge** -- engraved; epoxy pin back; beveled edges (fill in form on page 2)

\$12.00 \_\_\_\_\_

**Badge Bar** -- (ie. NIA position or Local Club) \$4.00 \_\_\_\_\_

**Subtotal** \_\_\_\_\_

U.S. Postage (see back) \_\_\_\_\_

**NOTE:**

All sizes, styles & colors of shirts are available by special order



Adult/Men's Size Chart:

S (32-34) M (36-38) L (40-42)  
XL (44-46) 2X (48-50) 3X (52-54)

\*Ladies Size Chart:

S (28-30) M (32-34) L (36-38) XL (40-42)

\*Ladies order comparable adult/men's size for most shirts, unless specifically noted as a ladies shirt

**\*\*U.S. Postage:** \$6.00 for the first item & \$1.25 for each additional item ordered. Postage for Patches, Decals is \$0.41; Pins or Name Badges/Bars are \$0.80 per item. **\*\*for non-US postage, AK & HI and Koozies, or an exact postage quote, please contact me.**

*Please make check or money order in U.S. funds payable to:*

**National Insulator Association or NIA**

## Order / Shipping Information

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Telephone \_\_\_\_\_  
Email address \_\_\_\_\_

**Name Badge Engraving Information** *(must be a current NIA member!)*

Name \_\_\_\_\_ NIA# \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_  
Name \_\_\_\_\_ NIA# \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_  
Name \_\_\_\_\_ NIA# \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_  
Name \_\_\_\_\_ NIA# \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_  
Club Bar: \_\_\_\_\_ (# requested) \_\_\_\_\_  
Club Bar: \_\_\_\_\_ (# requested) \_\_\_\_\_  
Club Bar: \_\_\_\_\_ (# requested) \_\_\_\_\_  
Club Bar: \_\_\_\_\_ (# requested) \_\_\_\_\_

## Thanks for your support of the NIA!

**Contact Information:**

Carolyn Berry – 1010 Wren Court, Round Rock, TX 78681 / 512-255-2006 / pyrex553@aol.com