

QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

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http://www.nia.org

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A NOTE FROM THE EDITOR



Hello everyone. It's that time again, more *Drip Points* information from your NIA staff.

I have a couple of important items. First, while putting together this *Drip Points*, NIA President Tom Katonak pointed out to me that the following appears in the NIA Bylaws:

"The Information Director shall no-

tify all members of the date, time and location of the General Meeting through an official announcement in the Spring (March), issue of "Drip Points" (the NIA's quarterly newsletter which is provided to all NIA members)."

Well, The March issue has come and gone, and guess what I didn't do? Here is the information. It is late, but not too late to be of use.

The NIA General membership meeting will be held Friday, July 23 from 5:00PM - 7:00PM in the University Conference Room of the Clarion Hotel & Conference Center in New Kensington, Pennsylvania. This is just northeast of Pittsburgh.

I really hope to see all of you at the National and at the meeting.

The show should be another great event. The show hosts are John Hovanec, Ron Barth, and Tim Grantz of the Western Reserve Insulator Club. These three and numerous others are working incredibly hard putting together an event that will be great fun for all.

If you can make it, then you shouldn't miss the National. Attending a National show is really a fantastic experience and this one will be no exception. If you have never been to a National and not sure about going, don't give it another thought. Start making plans today. You won't be sorry.

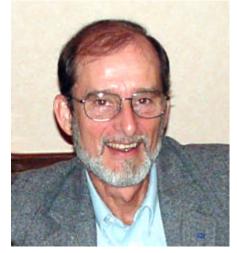
See page 6 for some National Show Information.

More show information can be found on line at:

http://www.nia.org/shows/national/

Kevin Jacobson, NIA #6720 Information Director

A MESSAGE FROM THE PRESIDENT



Well, summer is almost here, and insulator shows and insulator hunts are in full swing!

The next big event on the docket is the 35th National Show and Convention in New Kensington, Pennsylvania come the 23rd of July. John Hovanec reports that everything is on track for a long-tobe-remembered show. I'm looking forward to seeing many of you there!

While on the subject of shows, I'm really pleased to report that we've had two high-quality bids for the 2005 National Show – to be held in the Western Region. You'll have to wait till the upcoming New Kensington Show to hear the announcement of the winning bid.

Here's a brief update on the Hobby Protection Act. Recall that about a year ago, the NIA submitted a statement to the Federal Trade Commission (FTC) describing the insulator hobby, the NIA and the effect of imitation insulators on the hobby. The FTC administers the Hobby Protection Act and a mandatory review of the law was required in 2003. The main theme of our statement was that imitation and altered insulators threaten to undermine the hobby because they are becoming evermore prevalent. I made the point that to date, our emphasis has been on educating insulator collectors about the known fakes on the market, but that this alone was inadequate to stem flow of bogus items. The Association of Collecting Clubs and others joined us in our petition. I just received word that the FTC decided not to broaden the coverage of the act. So the HPA still covers only the coin collecting and political campaign memorabilia hobbies. This

may not be "the last word" however, as Past President Steve Marks is working with other hobby groups at the National level to determine the possibility revisitina of this issue.

And for some late-breaking news: How

many of you have heard about the great new insulator find last month? Twelve, yes twelve CD 141.7 insulators, nicknamed "Twiggs", were discovered in an antique store in the mid-west by collector Andy Wadysz! Ten of them were clear glass – like the formerly unique example found by Carol McDougald nearly 30 years ago – but two of them had a definite light purple tint! (Who says you never find anything good in antique stores anymore?!)

Now for a new fake alert: Some of you will recall the wild-looking threadless insulators that showed up at the Chicago National Show in 1997 courtesy of a man named Alan Miller. Mr. Miller was asked to remove these highly suspect items from the show and this resulted in him packing them up and leaving the show. We have not heard from Miller – or his insulators - for many years. However, last month, a number of insulators from the "Miller group" were offered for sale to several NIA members. So the message here is to be especially wary of strange threadless pieces being offered for sale. There are many new colors and new shapes in the highly suspect "Miller group" – so they look dubious for openers. The recent solicitations we know of came out of Florida and Montana.

How many of you have heard about the great new insulator find last month? Twelve, yes <u>twelve</u> CD 141.7 insulators, nicknamed "Twiggs", were discovered in an antique store in the mid-west by collector Andy Wadysz!

For those of you who track the details of "who's doing what in the NIA", you will know that this is my last contribution to Drip Points in the role of President. My term is up this summer, so future postings will be as Past Presi-

I have really enjoyed my dent. "tour of duty" serving you. lt's been a real delight to meet so many of you, and I've enjoyed working on the many issues and initiatives relevant to our hobby. I'd like to personally thank the other members of the Board, and all the Committee Chairs for the tremendous support they've given me - they have made the tasks a lot easier! I leave the presidential post in good hands. My good friend Dudley Ellis has volunteered to lead the organization through the upcoming period. Dudley is highly experienced and motivated and I look forward to turning over the reins to such a capable individual.

Best in collecting,

Tom Katonak, NIA #3567 NIA President

FROM THE FIRST PAST PRESIDENT



You may recall the NIA's effort to convince the Federal Trade Commission to amend the <u>Hobby Protection Act</u> to include insulators. Although <u>many</u> hobbies joined with us, the FTC failed to amend

the Act and only coins politiand cal memorabilia remain Federally protected from counterfeit-The ing. also Act requires coin and political item imitations to have permanent markings.

And therein lies the reason why the NIA would like to see insulators included in the <u>Hobby Protection Act.</u> Under the Act, just creating an imitation insulator or altering an insulator, and failing to permanently mark it, would be a Federal crime. You would not even have to sell it.

ing, they sometimes bring it to the attention of Congress.

So, does this mean that counterfeiting insulators is not a crime? Well, yes and no. If you were to create an imitation insulator maintained it in your possession, and never attempted to sell it, no that's not a crime. However, it is a violation of the NIA's Code of Ethics. The penalty for which could be membership revocation. The big concern here is what will happen to that "innocent novelty" sitting on the shelf, years after you are "pushing up date-nails." If you created an imitation insulator and sold it without disclosing it to a buyer, yes, that is a crime, fraud. It is also a triple violation (creating an imitation, not marking it, and not disclosing it), of the NIA's

Code of Ethics. And membership revocation is all but certain.

And therein lies the reason why the would NIA like to see insulators included in Hobby the Protection Act. Under the Act, just creating an

vice, FedEx, UPS, etc.), in order to prove the crime of mail fraud, you need to have proof of mailing (i.e. a receipt, postmarked package, tracking number, etc.), to show that the mail was used to commit fraud. Again, under the Act, simple possession could be enough.

Recently, a congressional lobbyist contacted the NIA (as well as other hobbies), after reading of our attempts to amend the Hobby Protection Act. As it so happens, this particular lobbyist helped to draft the original Hobby Protection Act while working as a legislative aid to the late Congressman Seymour Halpern in 1973. I will be working with him to explore the possibility of forming a coalition of hobby associations that have an interest in amending the Act. I expect to participate in conference calls in May and attend meetings starting in June, in Washington, DC.

Good Collecting!

Steven Marks, NIA #4951 NIA First Past President

As it turns out, the FTC lacks jurisdiction over what items are covered under the Act. It only regulates the shape and size of the markings. It is up to Congress to determine what hobbies are covered under the Act. Petitioning the FTC was not an exercise in futility though. When the FTC receives a large number of public comments indicating that an Act is not workimitation insulator or altering an insulator, and failing to permanently mark it, would be a Federal crime. You would not even have to sell it.

It also makes prosecution easier. You would not have to prove fraud. For example, when you sell an undisclosed altered or imitation insulator through the mail (whether it be through the US Postal Ser-

IRRADIATED INSULATORS FROM BOB HARDING

Many of you have already seen this notice as it was posted on the NIA website on April 8, 2004. So the purpose of this article is to increase the circulation of the warning, and to show actual photographs of the insulators in question. Here's the situation.

Last summer, Bob Harding, of Tarlton, Ohio sent a box of common insulators to a fruitprocessing plant in Florida to have them irradiated. Harding sent photos of the irradiated pieces to the NIA Authentication and Classification Committee. He also promised to permanently mark these pieces "July '03" with an electric engraver and send them to the Committee so that they could be included in the NIA's altered insulator display, if the Committee chose to do so.

Harding told the NIA and ICON members in a post dated September 4, 2003, that it was his hope that by studying and recording the results of these experiments that we would be able to protect a lot of collectors from making a substantial investment on an artificially colored insulator. Harding also stated, "to me nothing could ruin my interest in a hobby more than spending a sizable amount of money on a fake. I think it's important as well that we continue to support insulator shows and view each other's collections so we know when something doesn't look quite right. I will bring these to the Springfield show to share in person. Hope to see a lot of you More results to come. there. Bob"

Harding did in fact bring some of the pieces to the November 2003

Mid-Ohio Show in Springfield, and provided a "seminar" there where he told the group how he had irradiated the pieces, and how he had further altered some of them by heating them in an oven. Observers noted at the time that the samples were not permanently marked.

At this point, the NIA requested that Harding not publish the results of these experiments until they were compared to data already in the Authentication & Classification Committee's possession.

Shortly thereafter, Harding advised the Authentication & Classification Committee that he had chosen to retain a number of the key samples, rather than forward them for inclusion in the NIA exhibit and archives.

In February, an NIA member purchased a bluish colored CD 145 HG Co insulator on eBay from a first time seller (item number 3270345577). (Picture on page 5) When the collector received the insulator, he was suspicious of the strange color and sent a picture to the A&C Committee asking for its opinion as to the authenticity of the piece. One of the Committee Members recognized the piece and matched the photo that the collector sent to one of the photos of the irradiated insulators that Harding had sent to the Committee this past summer. In looking more closely at the auction bidding, the NIA noted that on the second day of the bidding, January 28th, a person whom the NIA believes is a friend of Bob Harding, bid the piece up from \$15 to \$150. Thirty minutes later, Bob Harding himself bid the piece up to \$225!

The NIA Board thought that these circumstances merited looking into, so, on February 25, 2004, a

letter was sent to Harding noting these findings and asking him for an explanation. Postal records show that Harding received this letter, but he has never offered any explanation for these activities.

Subsequently, the NIA learned that on February 15, 2004, Harding himself auctioned a strange colored McLaughlin CD 252 on eBay (item number 3272925898). (Picture on page 5) An NIA member won this auction and when the A&C Committee compared this piece to the original photographs from Harding, they again found that it was one of the irradiated pieces. In this case, the radiation had turned the insulator a brownish amber. The piece appears to be further altered by heating to achieve the light color of the eBay sale item.

The NIA Board of Directors reviewed the situation and determined that, beyond doubt, Bob Harding had violated several provisions of the NIA Code of Ethics. They voted to permanently revoke his NIA membership, and did so on April 6, 2004.

The NIA now believes that there could be a number of Harding's irradiated pieces released into the hobby. The NIA knows the details of the 24 pieces that he altered last summer, but Harding could easily make more of them, and the NIA unfortunately will not have the pedigree information on these.

Tom Katonak, NIA #3567 NIA President

See Story Page 4 "IRRADIATED INSULATORS FROM BOB HARDING"





Irradiated CD 145: Photo from NIA files on right, photo from eBay buyer on left



Irradiated CD 252: Photo from NIA files on left, photo of piece sold on eBay on right



The National Insulator Association's 35th Annual Show & Convention New Kensington, Pennsylvania July 23- 25, 2004

Show Hosts

٠	John Hovanec	NIA#6552	(440)237-2242	Email:	dj4fun@nowonline.net
٠	Ron Barth	NIA#7863	(724)845-8439	Email:	rktbarth@kiski.net
•	Tim Grantz	NIA#1981	(724)845-6488	Email:	tgrantz@kiski.net



Hotel Reservation:

We have negotiated a block of rooms at the <u>Clarion Hotel & Conference Center</u>, and special rates are available to all those that make reservations for the show. Best of all, the special rates are in place from the Wednesday July 21 - prior to the show - through Monday 'checkout time', July 26.

Check out some or all of the area attractions the prior to the show weekend by yourself or with your family!

The Host Hotel includes the show facilities in the Grand Ballroom. Space for over 100 sales tables, plus room for at least 24 display tables is afforded in the room.

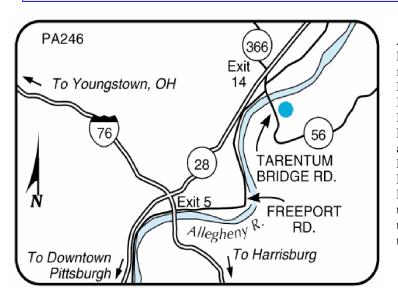
There are several other hotels in the area to handle any potential overflow, but you should consider the Clarion Hotel & Conference Center your first choice, as it is the Headquarters for the Show and Awards Banquet. Other hotel amenities include an outdoor swimming pool, and a complete workout facility. The hotel also features a full service restaurant and sports bar/lounge, featuring live weekend night entertainment.

The special N.I.A. Show rate is \$67.00 plus 9% tax per room per night for single, double, triple, or quad occupancy. For hotel accommodations please call the hotel directly at (724)335-9171, to make reservations with a major credit card *.Specify that you are calling to reserve your room for the NATIONAL INSULATOR ASSOCIATION SHOW* The special group rate is only available to you if you call to make your reservations prior to June 22, 2004 - so please book your rooms in advance.

The special group rate is only available to you if you call to make your reservations prior to June 22, 2004 - so please book your rooms in advance! You may also reserve by mail to:

Clarion Hotel, 300 Tarentum Bridge Rd, New Kensington, PA 15068 Phone: (724) 335-9171 Fax: (724) 335-6642

See more hotel information at: http://www.clarioninn.com/ires/hotel/PA246



Auto Driving Directions:

From Pennsylvania Turnpike (1-76): Exit 5/ new#48, Follow signs for Pittsburgh/ Harmar south to SR-910, turn right at light. SR-28 North entrance ramp on right to exit 14, 366 East across Tarentum Bridge. Turn left at first light, then left in Giant Eagle plaza to Hotel.

From the North East in PA: SR-28 South to exit 14, 366 East across Tarentum Bridge. Turn left at first light, then left in Giant Eagle plaza to Hotel.

From the North: take I-79 South to Pennsylvania Turnpike (1-76) East to exit 5/ new#48, Follow signs for Pittsburgh/Harmar south to SR-910, turn right at light. SR-28 North entrance ramp on right to exit 14, 366 East across Tarentum Bridge. Turn left at first light, then left in Giant Eagle plaza to Hotel.

FROM THE WESTERN REGION



A Day at the Auction....

The estate of a pioneer insulator publisher is being sold at Auction this spring and summer. Edward Pickett helped Jim Hill author some of the hobby's first price guides, starting around 1967 and continuing into the early 1970's.

The books, "An Insulator Book for Collectors" and "An Insulator Book for Advanced Collectors" were crudely done by today's standards. Hill drew sketches of the insulators that didn't always match the actual designs, or embossing locations, of the insulators. Pickett helped to advance finance the publication of the price guides, plus provided insulators for Hill to sketch.

Last fall. Ed Pickett died in a freak accident while moving one of the 16-hundred antique automobiles he owned on his 250 acre ranch near Canyonville, Oregon. The first of three scheduled auctions of Pickett's vast accumulations occurred May 9th. Almost 300 people signed up as bidders for the "collectibles" portion of the estate. Offered for sale were everything from antique bottles to Jim Beam bottles to swords, lanterns, Nazi collectibles, and thousands upon thousand of objects the 69-yearold Pickett had accumulated over the years. And insulators, of course.

Bill Ostrander accompanied my wife and I to the auction. We arrived well ahead of time to preview what was available. We found over 30 boxes of insulators. While there was nothing fantastic, there were enough good items to encourage us to stay and bid. Stay

is what we did. Hours and hours passed while Texaco collectibles were auctioned, and

antique toys, and display cabinets, and old bicycles, and on and on and on.

During the long wait we got involved in a cat-and-mouse game with another bidder. He kept moving some of the better insulators into a box and the covering them up with common insulators. When the man wasn't looking, Bill would move the better insulators back into their original boxes. When the man discovered they'd been moved, he'd move things again. And Bill would wait and move them back. This was repeated all day long.

Finally around 4:30 in the afternoon the auctioneer got around to the insulators. We expected the boxes to be sold in groups of three or four at a time. To our surprise. he auctioned 18 boxes off as a single lot. I stood beside the man who'd been hiding the insulators and the bidding took off. I expected to have to pay into the many hundreds of dollars for the lot, and was completely floored when we won the bid at a mere \$200. About a half-hour later the auctioneer sold the remaining 13 boxes. The same thing happened. The other bidder dropped out right away and we got the bid for \$75.

Now I had a real problem. Only one-quarter of the insulators were worth hauling home; and I didn't have room in the car for the rest. Now how do you instantly get rid of hundreds upon hundreds of common insulators?

Bill scouted around for a dumpster to put them in; I began offering insulators free of charge to other bidders; and my wife, Linda, put a

Maybe our act of desperation will start someone new in the hobby. "free" sign on the table full of leftovers.

By the time Bill returned minutes later,

the last of the freebies was being hauled off by a dozen or so grateful bidders who couldn't believe their good fortune of getting something for nothing. Maybe our act of desperation will start someone new in the hobby.

So what was worth hauling home? We got a mint CD 178 California Santa Ana in amethyst, another mint CD 178 California Santa Ana in sage green, a mint CD 260 California in sage green, a bashed CD 260 California in amethyst, a number of emerald green McLaughlin's in various CD's including a CD 154, a mint CD 106.3 Duquense in cornflower blue, a green colored CD 121 pleated skirt, a mint CD 121 Canada in royal purple with a huge underpour, lots more Californias in a variety of CD's, mint CD 145 Postals in amethyst, some Denver produced insulators in various CD's and colors including amethyst, a number of purple CD 154 Whitall Tatum's, and much more. Perhaps the scarcest insulator was a CD 102 Star with wedge drip points

It was a long day at the auction. But patience paid off. I've said it before in this column, and it is certainly true. Estate auctions can be excellent sources for insulators. Happy hunting.

Howard Banks, NIA #900 Western Region Vice President

FROM THE EASTERN REGION



I can't believe summer is upon us so soon! Here it is the middle of May, and already the temperatures have reached the mid 80's here in upstate NY. I haven't even put the snow shovels away yet! I hope everyone's search for their favorite jewels has gotten off to a good start this year. If you haven't already heard, the find of a DOZEN Twigg's Patents from an antique shop in Michigan is sure to get you out scouring the countryside!

I know you've heard it a dozen times, but good stuff is still out there! With all the road and construction projects going on, I'm confident more insulators will turn up. In your travels try to take note of rails to trails work, power line upgrades, even new sanitary sewer or pipeline installations. Plowed farm fields along a right of way are also good areas to search. There are several good shows and swap meets coming up through the summer months. Due to a busy schedule this spring, I was unable to attend several of my regular shows, and missed seeing many good friends and acquaintances. I definitely plan on making the National in Pittsburgh this July, and hopefully some of the other shows. Hope to see you there!

Good Collecting,

Ken Willick, NIA #3709 Eastern Region Vice President

FROM THE NOMINATIONS CHAIR



Well another National is just ahead. We will have two new Officers to take office at that time. We will have a new President, Dudley Ellis and a new Eastern Region Vice President Larry Novack.

Come to Pittsburgh and show them your support. See you there.

Jack Roach, NIA #4156

Nominations Chairman

...DRIP NOTES

- Do you have your insulator collection insured? NIA sponsored insurance is available for information on some of the available companies contact: Kevin Jacobson (NIA Information Director) at 602-564-0851 or kwjacob@icsaero.com
- Want to play a bigger part in the NIA? Volunteers are always needed. Write to Tom Katonak and tell him what you're good at!
- Moving? Send change of address to Joe Beres (and save us the cost of resending your copy of *Drip Points. Each returned Drip Points costs the NIA \$0.85 plus the cost of printing it in the first place).*

FROM THE HISTORIAN



Informational Tags for Insulators

There are many ways that collectors get insulators into the hands of uninformed people. At shows, there might be a table of free insulators. A collector might have a booth in an antique mall and sell insulators to the general public. I give away insulators to students in my classes and put ads in the local advertiser announcing that I am giving away an insulator collection for free.

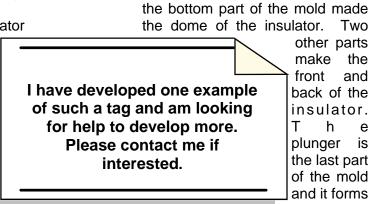
Informational tags attached to these insulators can create educational value to these activities. These tags can be general in nature, providing a short history of insulators, or they can be specific, giving technical information about a specific style. They could also provide a history of the company that made the insulator.

I have developed one example of such a tag and am looking for help to develop more. Please contact me if interested. Once the text is written (about 150 words), it will be formatted on a page, placed into an Adobe Acrobat file, and listed on the NIA web page so that anyone can easily access and print it. The file is set up in such a way that after some back-to-back copying, cutting, folding, and holepunching, a nice tag is created.

Below is an example of the text.

About this Insulator

This is а glass telephone insulator made by the Hemingray Glass Company of Muncie, Indiana. It was designed to



other parts make the front and back of the insulator. е plunger is the last part of the mold and it forms the threaded

carry long distance telephone circuits.

The "TS" on the insulator stands "transposition steel." This for means the pin was steel rather than wood (and thus a smaller pinhole). It also means that the circuit was transposed about every fourth pole changing the relative position of the wires, e.g., a wire on the right side was switched over to the left side. Transposing decreased crosstalk on the line, a phenomenon caused by electrical induction where you can hear a conversation taking place on an adjacent line.

Beneath the company name are codes indicating the number of the mold used to make the insulator. the year the mold was made, and the date the insulator was made. Mold numbers exceeded 100 for some styles. The number after the dash gives the last two digits of the year when the mold was made, e.g., 59 = 1959. Dots after this year are used to represent each additional year the mold was Two dots, for example, used. would indicate the insulator was made two years after the mold was made, e.g., 59: would mean the insulator was made in 1961

The mold for this insulator consisted of four parts. The insulator pinhole, the hollowed out inside and the base. Can you find the mold lines?

was manufactured upside down so

Collectors know this insulator by a Consolidated Design or CD number. All insulators in this shape, then, are known as CD 129s. Altogether there are hundreds of different glass insulator shapes. To learn more, visit the web site of the National Insulator Association at www.nia.org.

Rick Soller, NIA # 2958 Historian

FROM THE ETHICS CHAIR



For this issue of *Drip Points*, I'd like to talk about noise. You know what noise is - din, clatter, racket, etc. But, in a broader sense, noise can be defined as anything that interferes with two (or more) parties' ability to communicate.

Noise can be a terrible distraction. It is irritating and wasteful of our time. It negatively affects our powers of concentration and critical thinking, often sidetracking our attention away from the really important issues. And, because of all this noise, we must repeat ourselves, seemingly endlessly, in order to be heard.

Noise. Needless, irrelevant, uncalled for noise. It complicates a simple message, and makes fuzzy a once clear choice. Lately, I find myself greatly troubled that the NIA's message on fakes seems to be getting lost in all the noise floating about. That message bears repeating: "Unmarked fakes and/or altered insulators are **against** the long-term best interests of our hobby." All arguments to the contrary are just **noise**.

Over and over and over, I hear from collectors who say that the NIA's guidelines regarding fake and altered insulators are not realistic. Their position is that if both buyer and seller know the item is not authentic, then no harm has been done. **Noise!** How many times must we say it in order to be heard? Buying and selling fakes may not immediately injure the

parties to a particular transaction, but releasing these u n m a r k e d frauds into the population of genuine collectible insulators will poison the hobby in the long run.

Those who advocate free trade in unmarked fakes either don't

realize, or don't care about, the problems that such short sightedness will inevitably cause for future collectors. If the reason is the former, and I hope it is, then we at least stand a chance of changing their minds through education, but if the reason is the latter, our hobby is in grave danger. Either way, our message is not overcoming the noise.

Ours is a small hobby as compared to many others, such as coin collecting, for example. It cannot afford the kind of greed that induces unscrupulous dealers to make and sell fake, stained, or irradiated junk, nor can it long survive the uneducated selfishness that prompts the unthinking collector to buy it. I have a hard time accepting that there are those among us, calling themselves collectors, who care more about adding a pretty piece of glass to the shelf (even if it's fake) than they do about the authenticity and integrity of their collections. It seems

that for some the NIA's voice is being drowned out by the huckster's bark. Noise, just noise.

There is hope, however. Since the last issue of *Drip Points* the NIA has taken action in this area by

Over and over and over, I hear from collectors who say that the NIA's guidelines regarding fake and altered insulators are not realistic. Their position is that if both buyer and seller know the item is not authentic, then no harm has been done. Noise!

terminating the membership of а long-time collector who was caught selling irradiinsulaated tors. Hopefully, the right lessons have been learned from this example: don't make fakes, don't sell fakes. and don't buv

fakes! Education is the most effective means of noise suppression that I know of.

Good collecting,

Charles Bibb, NIA #6097 Ethics Chairman

FROM THE PROMOTIONS CHAIR

It's understandable that children and younger adults have no idea what an insulator is, but I am somewhat puzzled when older folks don't know what I'm talking about when I mention our rather, admittedly, obscure hobby. Suddenly their eyes light up when I mention the "little glass things which held up the wires upon telephone poles"."Oh yeah, those things," they reply. We have a long way to go in promoting this wonderful avocation we so heatedly pursue.

Sometimes I carry glass in my ve-

hicle...concrete evidence to show those who shouldn't know and to remind those who have forgotten. My card has several colorful insulators emblazzoned upon it, so I am apt to share it with people. Photos, the C.J., and other articles come in handy for informing the public. But I find just plain old enthusiastic conversation is a wonderful way to inform and sometimes fascinate people. I can think of various people who have gone on, to some degree or another, and taken an interest in the hobby. Several have begun collections. An active lineman and I have struck up a friendship. Because of my crazy passion for glass, he has taken a serious interest in the

"fruits of his labor". He has "liberated" many fine specimens in the last year or so. We have become trading partners. In fact, he insists upon "trading only" terms. My students are really involved in my hobby. They especially delight in my offerings to them during the year...future and fledgling collectors.

The point of my ramblings...never give up the good talk, the enthusiastic talk, and the informative talk. It can ,and does, work more often than you might think.

Bob Merzoian, NIA#3941 Promotions Chairman

FROM THE AWARDS AND RECOGNITION COMMITTEE



Not much to report this time around. Look for some new awards and procedures to debut at the National. Hope to see you all there! If you are driving and coming up the Pennsylvania Turnpike (I-76) be sure and look for the No 0 Provo line that crosses the road between Exit 7 and 8 about a 1 mile east of Arona. Awesome glass in the air!

Bill Meier, NIA #4322 Chair, Awards & Recognition Committee

Don't forget the National is coming up fast! Make your plans and reservations now.

From the Treasurer



Dudley Ellis, NIA #5085 **Treasurer**

9595.02 * **Beginning Balance-General Fund** 1/1/2004 **Museum Exploratory Committee** 972.01 Authentication/Ethics Account 2296.75 * Revenues Donations 0.00 Membership Dues 4341.00 Miscellaneous Income 0.00 **Product Sales** 0.00 Total Revenues: 4341.00 **General Fund Expenses** 670.00 Advertising Bank Charges/Taxes 0.00 Marketing Products 0.00 Misc. Postage 216.29 Misc. Printing 0.00 Misc. Supplies 0.00 Misc. Professional Services 760.00 **Crown Jewels Rebates** 88.00 **Drip Points Printing** 657.98 **Drip Points Postage** 101.90 Show Advertising Subsidy 191.01 Show Awards 0.00 **Stationery Supplies** 0.00 Telephone 21.15 **Special Projects** 230.85 **Education Disp Postage** 0.00 2937.18 Total Expenses:

2003-2004 FINANCIAL REPORT NATIONAL INSULATOR ASSOCIATION THIRD QUARTER ENDING 3/31/04

Closing Balance, General Fund:		10998.84
Museum Exploratory Committee Expenditures	0.00	
Museum Exploratory Committee Balance		972.01
Authentication/Ethics Account Expenditures	0.00	
Authentication/Ethics Account Balance		2296.75
Total Balance on Hand April 1, 2004		14267.60

* \$100 donation designated for Authentication/Ethics Account last quarter was applied this date

NEW PRODUCT NEWS 2004 NATIONAL *NEW PRODUCT NEWS* **NEW PRODUCT NEWS**

THE "PENNSYLVANIA" 2004 NATIONAL WILL ONCE AGAIN DEBUT UPDATES TO THE NIA PRODUCT LINE-UP.

 <u>EMBROIDERED GOLF SHIRTS IN YELLOW WITH NAVY / BLACK ACCENT</u> BOTH MEN'S & LADIES SIZES! THIS IS A POPULAR REQUEST FROM LAST YEAR'S NATIONAL! PRICE: \$38.00

• <u>NEW GLASS MUG</u>! LARGE, ANGLED HANDLE 13 02. MUG (HOLDS 12 FL. 02.), WITH THE NIA LOGO IN FAUX ETCH. <u>PRICE: \$8.00</u>

<u>NEW</u> STYLE SWEATSHIRT! ... HEAVY-WEIGHT,
PILL-FREE, FULL FRONT ZIPPER, HOODED, MATCHING DRAW-CORD &
FRONT MUFF POCKETS. <u>COLOR</u>: STEEL GRAY –
<u>PRICE</u>: \$35.00 (L / XL) / \$40.00 (2X)-*SPECIAL ORDER FOR ADD'L SIZES

I AM ALWAYS OPEN TO NEW IDEAS / SUGGESTIONS.... PLEASE PASS THEM ON TO ME, ANYTIME!

AS ALWAYS, PLEASE SUPPORT THE HOBBY THROUGH YOUR PURCHASES... THE ORDER FORM IS INSERTED AT THE END OF THIS DRIP POINTS.

SEE YOU ALL AT IN "NEW KENSINGTON, PA"!

<u>P.S. DON'T FORGET TO PRE-ORDER TO MAKE SURE I HAVE WHAT YOU WANT</u> AT THE NATIONAL SHOW! FREE SHIPPING!! ©



CAROLYN BERRY NIA # 4336 PRODUCT MARKETING CHAIR

2004 NATIONAL INSULATOR ASSOCIATION

BOARD OF DIRECTORS

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

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Kevin Lawless, NIA #1679 Second Past President 3363 Guilderland Avenue Schenectady, NY 12306 518-357-2333 kflbostons@aol.com

STANDING COMMITTEE CHAIRPERSONS

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

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2004 NIA MEMBERSHIP NEW/RENEWAL FORM

	Submit: (<u>In U.S.funds</u>) To: (Payable to the NIA)	Joe J. Beres NIA Membership Director 1315 Old Mill Path Broadview Hts., Ohio 44147-3276 E-MAIL: JJJB@AOL.COM		6	
	Note New Dues Schedule!Regular Membership			Stable	RE
(Check appropriate Class) Regular					
(Check Years of Payment) Single year <u>Please Print</u> Name		Multi-year			
	NIA # (If Renewal)				
	Address				
	City				
	State/Province				
	Zip/Postal Code				
	Country (If Non U.S.)				
	Telephone Number				
	E-Mail Address				
	Please include me in the Annual NIA/Crown	1 Jewels Directory	Yes	No	
	Please include my Telephone Number	Yes		No	
	Please include my E-Mail Address		Yes	No	
Note: (Ch	I Would like to Receive Drip Points in the F eck Only One Choice) (Need E-Mail Addre		Paper H	Electronic	
<u>Name</u>	Additional Far		Nia#	(If Renewal)	
1					
2					
3					
4					
Signed		-			
Date _	Amount	Enclosed \$			

2004 NATIONAL INSULATOR ASSOCIATION MEMBER STATUS AS OF 5-10-2004 TOTAL NIA NUMBERS USED 7956 NIA NUMBERS NOT ASSIGNED 22 NIA NUMBERS DOUBLE ISSUED 71 **NEW MEMBERS FOR 2004** 102 INACTIVE (not paid) ACTIVE _____ MEMBERS 1410 6272 CHARTER 111 700 17 (DEC...) LIFETIME 37 NON U.S.MEMBERS 25 122 CLUBS 3 8 (+3 Defunct) INTERNET WEB SITES 0 1 COMPANIES/ORGANIZATIONS 0 4 MUSEUMS 1 1 32 YEAR MEMBERS 27 0 **31 YEAR MEMBERS** 24 1 **30 YEAR MEMBERS** 11 1 29 YEAR MEMBERS 16 1 **28 YEAR MEMBERS** 13 4 **27 YEAR MEMBERS** 14 3 26 YEAR MEMBERS 12 1 25 YEAR MEMBERS (SILVER) 21 4 24 YEAR MEMBERS 16 9 10 **23 YEAR MEMBERS** 3 27 **22 YEAR MEMBERS** 5 24 **21 YEAR MEMBERS** 3 **20 YEAR MEMBERS** 28 15 **19 YEAR MEMBERS** 26 11 **18 YEAR MEMBERS** 18 17 **17 YEAR MEMBERS** 39 20 29 **16 YEAR MEMBERS** 24 **15 YEAR MEMBERS** 32 21 **14 YEAR MEMBERS** 39 28 **13 YEAR MEMBERS** 45 33 **12 YEAR MEMBERS** 49 39 **11 YEAR MEMBERS** 47 60 77 75 **10 YEAR MEMBERS** 48 **9 YEAR MEMBERS** 86 107 **8 YEAR MEMBERS** 66 99 **7 YEAR MEMBERS** 177 **6 YEAR MEMBERS** 74 208 **5 YEAR MEMBERS** 102 296 **4 YEAR MEMBERS** 75 450 **3 YEAR MEMBERS** 97 644 **2 YEAR MEMBERS** 101 1178 **1 YEAR MEMBERS** 102 2748 MISC. DECEASED MEMBERS (KNOWN) 178 DOGS (NIA NUMBER ISSUED, BUT NOT VALID) 5 MEMBERS ALREADY PAID FOR 2005+ 276 NOTES: NIA NUMBERS THAT WERE NOT ASSIGNED ARE DEAD NUMBERS. (NEVER TO BE USED)

NIA NUMBERS THAT WERE DOUBLE ISSUED. THE MEMBER WAS GIVEN THEIR ORIGINAL NUMBER AND THE SECOND OR THIRD NUMBER BECAME A DEAD NUMBER.

