

A NOTE FROM THE EDITOR

Merry Christmas! By the time you read this, many of you will be in the throws of decorating the tree and wrapping those special presents. (Speaking of Christmas presents, it's not too late to send one to your favorite *Drip Points* Editor: Any nice glass insulator in glowing color would be appreciated!)

I want to thank all the contributors to this issue for getting their inputs in so promptly and efficiently. My bride and I spent most of the last two months trekking

in Nepal and touring China and on our return, we had all but two of the *Drip Points* articles waiting for us in my INTERNET mailbox! The other two were in the huge "snail mail" box. The Nepal trip was quite an experience: It was simply amazing how many tiny villages in the backcountry used local hydroelectric power generation from nearby mountain streams to power lighting in their rock or mud homes. There were several attendant common types of insulators in use - mostly small white porcelain spools. We saw no glass insulators in Nepal, but

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A MESSAGE FROM THE PRESIDENT

There has been quite a lot of activity, particularly “behind the scenes”, that has taken place within the organization since the Long Beach National, and I’ll try to bring you up to date on the more important items in this column. Rick Soller has been soliciting bids from the Eastern Region for the 1998 National Convention. If there are any parties in the region who are considering hosting the show, please get in touch with Rick, if you have not already done so. Rick, Bob Stahr and the Greater Chicago Insulator Club members are actively getting things in order for a great 1997 National, so start making your plans for next summer!

There will be some welcome surprises in store for displayers commencing with the 1997 National, too! Patti Norton has taken a new concept for the NIA’s “First Place” awards in each category to fruition, and the new format looks terrific! I hope that this will be added incentive for new displayers at the show.

Documentation concerning the specific strategy, objectives, methodology and functional operation of the NIA’s new standing committee, the **Research and Authentication Committee**, has been formulated and approved by the NIA Board; and committee staffing is currently in progress. The overall mission of this committee will be to maintain the ethical standards of the NIA and to sustain the honesty and integrity of the hobby and its participants. Committee objectives will include such items as gathering and assessing reliable knowledge, educating the membership so that more informed decisions can be made, responding to

issues and concerns that are raised by the membership and maintaining the integrity of the systems and methodologies that have been and are yet to be developed for the classification of all categories of insulators and go-withs.

As I stated in my candidacy platform, the attainment of the goals and objectives of our organization for the betterment of our hobby will demand active participation and support from the NIA membership ranks. Thus, if you are asked to participate as a committee member, I hope that you will strongly consider affording some of your time and talents to this endeavor! Several task areas have already been identified to address initially, and various actions have already been initiated in these areas. One such activity is highlighted below.

The NIA is currently supporting scientific research at a major university with the ultimate goal of assessing prospective analytical techniques with respect to the extent of their applicability and reliability to characterize glass insulators in terms of their approximate age. The results of this effort should aid in expanding the knowledge base of collectors and aid in their making more informed decisions and/or purchases. In addition, it is hoped that an analytical procedure may be developed to aid in the evaluation of new “finds”, if necessary, in the future. This research will take time and the outlay of a significant amount of money which has already been approved by the NIA Board.

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FROM THE EASTERN REGION

For us in the East, the "Steve, Lois and Glenn Show" (also known as the London, OH show!) marks the end of the 1996 show schedule, and it sure ended with a **BANG!** Yes, I know, London is technically in the Central region, but... Consider a show with 65 insulator sales tables, 25 LRB and go-with tables, and 12 displays, with buyers and sellers from far away places including CA, TX, FL, GA, AL, MA, NY, Canada, and you have quite a show!

The Eastern Regional was quite a good show this year too. Thanks to Jim Frustieri for stepping in and doing a bang-up job. Look ahead to another great Eastern Regional, again hosted by Jim, next year on September 26-28, 1997 in Kulpsville, PA.

Did you catch the news that a CD 169 HEMINGRAY TYPE 1 was purchased in an antique store in PA for several dollars, and quickly resold for thousands? Now, three or four of these ultra rare insulators are known. Just goes to show that it is still possible to find those rare gems!

Time sure flies fast... Remember that memorable National in Marlboro, MA in 1995? Well, it's time to start seriously thinking about another Eastern National for 1998! Bids are due in early 1997 - not that far away! If you and/or your club are interested in hosting the 1998 National in the Eastern Region, be sure to contact our Executive Director, Rick Soller.

We are seeing lots of interest on the INTERNET and World Wide Web pages. Sixty new collectors have joined ICON (Insulator Collectors On the Net) since the summer issue of *Drip Points*, and many of these names have been showing up in the "new subscriber" listings for the insulator magazines. The hosts for both the Eastern Regional and the London, OH

shows mentioned to me that they had a number of inquiries from people who had seen the show listings on the Insulator Web pages!

Through contacts on the Web, I have linked up with Dave Hinson, editor of "Bottles and Extras", the magazine/newsletter of the Federation Of Historical Bottle Collectors (FOHBC), and also Kevin Sives, Webmaster of the FOHBC bottle pages on the Web. I am pleased to report that FOHBC will now be listing all

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insulator shows in addition to bottle shows on their monthly show calendar in the magazine. Dave says "I would love to include the insulator shows in our calendar since there is so much overlap between our two hobbies and the information would be of interest to my readers."

I am excited that we can now reach an expanded group of collectors with this arrangement. At both the Insulator Web site <http://www.insulators.com>, and the FOHBC Web site <http://www.av.qnet.com/~glassman/>, there are on-line show calendars with the "clickable show map", as well as links between the two show calendars.

You are missing more and more each day that goes by that you aren't on the INTERNET! Check into getting on-line, especially as the slower winter season is coming soon!

Bill Meier, NIA 4322
Eastern Region Vice President

FROM THE CENTRAL REGION

Well, another year of collecting has bit the dust. The Central Region ended the year on a high note for two wonderful things happened on the same weekend. First of all, the Central Region has seen the formation of a new club for the Minnesota/Western Wisconsin area. A preliminary meeting was held Nov. 9th and a club called the Northwestern Region Insulator Club (NRIC) was born. The first meeting had about 10 people show up. There would have been more, but the weekend fell on the opening of deer season. Maybe we can create an insulator season as a compromise! For further info on joining the club please contact Ed Peters, 5424 Dufferin Dr., Savage MN, 55378. You can also phone Ed at (612) 447-2422 or E-mail him at "Ed.Peters @corp.honeywell.com".

The other great thing to happen the same weekend was the London, OH insulator show. This show has become quite an establishment with a record turnout of dealers. This years show topped last years Central Regional show! Another good sign at this show was the large amount of displays that were present. I believe there were about 12 displays of nice variety. The traffic was non-stop on Saturday with collectors being seen buying several additions to their collections. The traffic on Sunday was a little slower with some of the dealers packing up early due to the lake-effect snow that was falling to the north. Overall, I had a great time and want to thank Steve (& Lois) Blair for putting on a show that seems to keep getting better and better. Steve had to go out of his way this year to have the heat turned on in show buildings. Apparently, the fairgrounds has changed it's policy and it may be more difficult to have a show there next year. I wish him the best of luck with planning

next year's show. Maybe Steve will run for Fair Board President and fix this problem once and for all!

I was unable to attend this year's Central Regional show in Houston, TX but heard that show was busy also. Maybe I can make the show in 1998 wherever it is held (hint: bids are coming due for next year's shows (1998); please contact the Executive Director).

At this point I would like to briefly state that the NIA is moving forward in the fakes/alterd insulators department and is looking for people who may be interested in serving on the Research and Authentication Committee. We hope to see real progress in 1997 and any help that the membership can provide would be appreciated.

The show circuit for 1997 looks to be a busy one. I can't help but "toot my own horn" about the upcoming National Show in Chicago. At this time we have over 104 tables sold! I urge everyone to mark their calendars and plan their vacations around July 25-27, 1997 as this will be a really fun show. There are several other shows planned for the Central Region; watch the show calendars in the insulator magazines for all the details.

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Lastly, I have not received any feedback from the membership. I am assuming that I have been representing you as you expected. Please write or call me about any concerns or questions that the NIA can answer for you.

Bob Stahr, NIA #4186
Central Region Vice President

FROM THE WESTERN REGION

Greetings,

It's quite cold this evening in Denver as I'm writing this quarterly report. In fact, it's supposed to snow. Summer just seems so long ago and it's not even winter yet!

The Enchantment Insulator Club held another spectacular show September 27-28 in Albuquerque and, as usual, the weather held up just fine. Several more folks from out of state showed up and one made it all the way from Antioch, California--the longest distance traveled award went to Janet Bond. Other states in attendance were Texas, Colorado, Utah, New Mexico, and Kansas to name a few. One lucky collector got a nice CD 104 no-name in a nice deep green for only a few bucks--others passed it over thinking it was a green New England Tel and Tel Co.

Next year's EIC show will be the NIA Western Regional and it will of course be held in the Albuquerque area. This will undoubtedly attract a large crowd and I'm sure Tom Katonak will tell everybody to make reservations early. For those of you that haven't had a chance to make the New Mexico shows, I can assure you that you won't want to miss this one--especially at that time of year.

One other show to report on was the Omaha show -- Kenn Stobbe put on a fine gathering of over 40 tables and representa-tives from about six states showed up. Kenn put on several shows back in the early to late 80's and hadn't had one since. Judging from the turnout, this show should continue to grow. Another fine insulator that showed up

here was a CD 145 HGCo PETTICOAT in a light yellow-lime green which its owner turned up at a flea market for some low, ridiculous price.

I won't be able to attend the Bakersfield show this year, but the few times I have attended I've had fun. Anything can turn up at that show! As far as other shows for the Western Region, there is the 19th Annual 49er Historical Bottle Association Show & Sale being held in Auburn, California, on December 7th. This is another show that's too far for me to attend but one I wouldn't miss if I lived nearby!

One short note: There will be a get-together with the Antique Bottle and Collectors Club of Colorado on December 14-15th at the Stockyards near I-70 and Brighton. The bottle folks put on a fine show and it's always fun for us insulator people to sit in with them. If you have any questions on this show, just give me a call (303-456-8230).

I don't have much to report on the serious topic facing the hobby right now--that of questionable pieces showing up on the West Coast, but I do thank the several people who have inquired or just wanted to talk about the issue. Be advised that there is work proceeding in this direction and I really urge any of you that have ideas or comments to write, call or E-Mail me regarding your questions. I admit fully that I don't have all the answers but I can pass your concerns along or just listen to what you have to say. So, feel free to send me a note.

Until next time,

Matt Poage, NIA #3757
Western Region Vice President

FOOTNOTES FROM THE ETHICS CHAIRMAN

Most of you are aware of the problems we have had with Larry Richards (Mobile, AL) during the fall of 1994 through 1995. He called a number of people offering good glass insulators for sale at prices lower than current market. Not one of them ever received the insulators they ordered. Through the efforts of the NIA, Larry was persuaded to send everyone a refund which took several months to accomplish.

We now have evidence that Larry has been posing as "Olin P. Wentworth" (Fairhope, AL) in order to use the same scheme. Vigilant collectors became suspicious, notified me, and a warning was sent out in the last Drip Points as well as by Email. Another name has been reported from the Mobile area who is apparently using the same scheme. Everyone should use caution when dealing with any unknown person from the Alabama area or perhaps even in the adjoining states of Mississippi, Florida, and Louisiana. The reason for this concern is that all three people mentioned above are probably the same person, and the addresses used by all three are in the Mobile, AL area. The address used by the third "person" mentioned above was in Pascagoula, Alabama (no such town in Alabama) and the Zip Code given was actually for Theodore, AL -- a town near Mobile. In both cases, the address given was a rented mail box at either Mail Boxes, Etc. or The Mail Center, and the telephone number he gave was an automated answering service in Mobile (Area Code 334 with prefix 343). I hesitate to give you the name of the third "person" at this time until we have more evidence that he is connected with Larry.

Be very cautious when trading with anyone you do not know. If someone unfamiliar to you calls offering insulators for sale, ask them to send the insulators to you for approval before sending them any money. The seller initiated the contact and if he really wants to sell the insulator, he will be willing to let you see it first, or at least offer you references that you can check out. Do not rely on the caller's

promise that he is a NIA member or your finding his name in the Crown Jewels directory as proof of honesty. That is no guarantee the caller is offering you an honest deal. The seller should be the one to take the risk if he is the one who initiates the contact. Likewise, if you see an ad in a magazine for an insulator and call up the seller to show your interest (and you are unknown to him), you should expect to send the seller payment before he sends the insulator. Naturally these situations do not necessarily apply to deals between collector friends.

I cannot stress enough the warning for you to be CAUTIOUS. If a deal looks too good to be true and you do not know the person, STOP your impulse to send money before seeing the insulator. Always ask the guy to send the insulator for approval or ask for and check out his references. If the deal is fraudulent, you might get a response such as "Yes, I will mail the insulator to you tomorrow.", and then you will never hear from him again. Remember what they tell children about "bad guys" -- they don't look or sound bad. If you receive a telephone call from someone you do not know in the Alabama area (including Louisiana, Mississippi, and Florida) offering insulators at cheap prices, please do not hesitate to contact me. And don't forget to get his name, address, and telephone number first. HAPPY COLLECTING!!

**Elton Gish, NIA #41
NIA Ethics Chairman**

1996 NATIONAL INSULATOR ASSOCIATION MEMBER STATUS
FINAL STATS FOR 1996

AS OF 9-30-96

TOTAL NIA NUMBERS USED		6175
NIA NUMBERS NOT ASSIGNED		21
NIA NUMBERS DOUBLE ISSUED		62
NEW MEMBERS FOR 1996		254
	ACTIVE	INACTIVE (not paid)

MEMBERS	1376	4602
CHARTER	124	762
LIFETIME	33	10 (DEC.)
JUNIOR	20	19
CLUBS	3	9
NON U.S.MEMBERS	30	49

24 YEAR MEMBERS	44	0
23 YEAR MEMBERS	31	1
22 YEAR MEMBERS	15	2
21 YEAR MEMBERS	18	3
20 YEAR MEMBERS	21	3
19 YEAR MEMBERS	20	5
18 YEAR MEMBERS	17	6
17 YEAR MEMBERS	29	10
16 YEAR MEMBERS	15	15
15 YEAR MEMBERS	24	8
14 YEAR MEMBERS	29	17
13 YEAR MEMBERS	38	26
12 YEAR MEMBERS	38	24
11 YEAR MEMBERS	38	43
10 YEAR MEMBERS	30	48
9 YEAR MEMBERS	57	67
8 YEAR MEMBERS	49	69
7 YEAR MEMBERS	57	110
6 YEAR MEMBERS	73	145
5 YEAR MEMBERS	68	213
4 YEAR MEMBERS	93	322
3 YEAR MEMBERS	129	465
2 YEAR MEMBERS	185	909
1 YEAR MEMBERS	258	2091

MISC.

DECEASED MEMBERS		110
DOGS (NIA NUMBER ISSUED,BUT NOT ACTIVE)		4
MEMBERS ALREADY PAID FOR 1997		256

NOTES:

NIA NUMBERS THAT WERE NOT ASSIGNED ARE DEAD NUMBERS
(NEVER TO BE USED)
NIA NUMBERS THAT WERE DOUBLE ISSUED. THE MEMBER WAS GIVEN
THIER ORIGINAL NUMBER AND THE SECOND OR THIRD NUMBER BECAME
A DEAD NUMBER

**TWENTY-SEVENTH NATIONAL SHOW
LONG BEACH, CALIFORNIA**

GENERAL MEMBERSHIP BUSINESS MEETING MINUTES.

On Friday, the Nineteenth of July 1996 at 5:04 p.m. President Steve Bobb called the Twenty-Seventh General Meeting of the NIA to order and welcomed the more than one hundred and twenty members who attended.

OLD BUSINESS:

1. Executive Director Claude A. Wambold made a motion to approve the minutes of the Twenty-Sixth General meeting. Kevin Lawless seconded the motion and they were approved.
2. Mike Guthrie gave the Financial and Treasurer's report and explained expenses.
3. President Steve Bobb called Rick Baldwin to report on the questionnaire that was mailed to every member in 1995. He mentioned some of the interesting statistics such as: The response rate was 20%. 42% were members less than five years, 74% are not dealers, 40% have not attended a National Show, 90% were satisfied with the NIA, 70% believe the hobby will grow.
4. President Steve Bobb remarked about present and outgoing board members and thanked them for their time and efforts. He also thanked Carol and John McDougald for Crown Jewels and their support of the hobby.

NEW BUSINESS

1. Steve Bobb installed Rick Baldwin as the new NIA President. Mr. Baldwin thanked everyone for their confidence in him and outlined some of his goals. He also announced his new board members. They are: Executive Director Rick Soller, Central Region Vice President Bob Stahr, Show Standards Patti Norton and Nominations Dudley Ellis.
2. President Steve Bobb introduced Matt Poage as the new Western Region Vice President and he spoke on his acceptance of the position.
3. Shirley Patoka questioned why there was no ballot sent out even though no one else was running for Western Regional VP. Ron Sousa commented also. Kevin Lawless explained why no ballots were sent out. Grant Salzman made the point about cost saving as a reason for no ballot. John McDougald read the bylaws as pertaining to balloting and nominees. Dick Bowman commented on a possible method for a write in vote. Ron Norton explained the nominations were done as required in the bylaws. Mike Guthrie explained that there is no provision for write in voting in the NIA bylaws. John McDougald then asked for a show of hands to have a ballot sent out for an unopposed position. Two hands were raised. Kevin Lawless made a motion that officers without opposition be elected by acclamation and that no ballot would be mailed. Grant Salzman seconded the motion. The motion was passed. The motion is Article 5-Elections. 2. 0 "*Nominees for any NIA office will be listed on ballots which will be mailed to current affected members sixty days prior to the National Convention.*

Two weeks prior to the National Convention all ballots shall be counted so that the election results can be announced at the annual membership meeting. Nominees who run unopposed will be declared as (elected by acclamation) without the mailing of a ballot."

4. President Steve Bobb read Article 6-2 about by-laws as pertaining to by-law change.

5. Executive Director Claude A. Wambold announced the 1997 shows. They are as follows. The National Insulator Show will be held at Rosemont (suburb of Chicago), IL at the O'Hare Holiday Inn on July 25-27, 1997. The Eastern Regional Show will be held at Towamencin Vol. Fire Co. Social Hall, Kulpville, PA on Sept. 27 & 28, 1997. The Western Regional Show will be held at St. Paul's United Methodist Church, Chapman Hall in Albuquerque, NM on Sept. 26 & 27, 1997. (Sept. 26, dealer set up & EIC/NIA trading night)

6. Eastern Regional Vice President Bill Meier spoke on the NIA presence on the INTERNET: What is available, the world wide collector response, etc. He reported an average of 3 to 4 responses per week ranging from teenage novices to 20 year collectors who never heard of the NIA. He welcomed all questions about the INTERNET.

7. Jill Meier spoke on product marketing and updated everyone on what is available.

8. John McDougald proposed a by-law change. Article 6-Standards & Ethics, 3.0- *The President shall form a standing committee, with board approval, to deal with the authentication of insulators and related items, and to address other standards, issues, as designated by the board.* John McDougald explained the amendment. President Steve Bobb spoke on what happened in the "Tennessee Bullet Case" and why the committee was formed. It was then opened for discussion. Mike Guthrie explained the purpose and job of the committee. He also fielded questions on the makeup of the committee, conflict of interest, etc. Marilyn Albers questioned the Ethics committee involvement and/or conflict. Gene Condon spoke about authentication in the stamp collecting hobby. Grant Salzman explained the authentication process as it is used in stamp collecting. Dick Bowman asked about enforcement of committee recommendations. John McDougald read the amendment a second time. Mike Guthrie made a motion to accept the amendment. It was seconded by Duane Davenport. There was a show of hands voting with a majority approved.

9. President Steve Bobb spoke on the testing of insulators and some of the problems in trying to get things resolved.

10. President Steve Bobb informed the membership of the picture history of the NIA and National and other shows that was on display at the show entrance. Kevin Lawless remarked that 1980 was the last time this was done.

11. President Steve Bobb informed the membership of the present problems in getting the NIA video into production. He also spoke about getting more publicity for our hobby in antique and related publications.

12. President Steve Bobb informed the membership about Dwayne Anthony's color chart on display in the main hall showing the "before and after" of the altered insulators.

**1996-97 FINANCIAL REPORT
NATIONAL INSULATOR ASSOCIATION
FIRST QUARTER ENDING 9/30/96**

Beginning Balance-General Fund	7/1/96	10394.46
Education & Promotion Account		<u>1556.00</u>

Revenues

Donations	1200.00	
Interest	0.00	
Membership Dues	732.00	
Miscellaneous Income	0.00	
Product Sales	607.50	
	Total Revenues:	<u>2539.50</u>

General Fund Expenses

Advertising	195.00	
Bank Charges/Taxes	0.00	
Marketing Products	46.00	
Misc. Postage	150.02	
Misc. Printing	828.17	
Misc. Supplies	48.23	
Misc. Professional Services	0.00	
Crown Jewels Rebates	40.00	
Drip Points Printing	1525.06	
Drip Points Postage	511.40	
Show Advertising Subsidy	376.28	
Show Awards	865.99	
Stationery Supplies	0.00	
Telephone	205.29	
Special Projects	31.79	
	Total Expenses:	4823.23

Closing Balance, General Fund:	<u>8110.73</u>
Education & Promotion Fund Balance	<u>1556.00</u>
Total Balance on Hand	<u>9666.73</u>

1996-1997 NATIONAL INSULATOR ASSOCIATION

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