

A NOTE FROM THE EDITOR

Here in New Mexico, we were rudely reminded this past week that this is the Winter Issue of *Drip Points!* Nine degrees and five inches of snow here in Corrales meant it was time to switch from insulator collecting field trips to “insulator cataloging sessions” - something that can be done in front of the fireplace!

The last time I was writing this prologue, I was madly scurrying around trying to get the Western Regional Show under way. The show turned out to be a great success (as many of you attendees can attest) - despite some apprehensions beforehand. Just before showtime, I

received an interesting phonecall which gave me some indication just how widely read the insulator INTERNET website really is. A week or so before the Western Regional, the phone rang about 7 AM one morning. The heavily accented voice on the other end proceeded to tell me that his name was Ravi Gurshi Said, and that he was calling from Bangkok - wanting information on the “insulator convention”. When I explained that this was a convention of insulator collectors of historical items, he was sorely disappointed: As it turned out, he is the manager of the largest insulator manufacturer in Thailand and he supposed that this was the place to come to learn state-of-the-art US manufacturing

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subcommittees or teams which are addressing a variety of issues and projects of interest to the hobby. New mechanisms for a broader and more timely dissemination to the membership of R&A Committee progress and general information are also being addressed. I'm happy to report here the appointment of Steve Marks to the position of By-Laws Chairperson. Steve brings more "new blood" into the NIA's leadership ranks, as well as a wealth of new ideas and legal expertise.

The appointment of our new Historian will have been made by the time that you are reading this issue, and I'm delighted to say that eight members have stepped forward with an interest in this position! In order to take advantage of this resource of skills, ideas and manpower, I've recently revised the Historian position description in order to expand the breadth of potential activities so that all of those interested can become involved within a committee environment.

I still hear criticism that "new blood" is not being infused into the NIA leadership ranks, and I presented an organizational leadership "experience" profile chart at the General Membership Meeting in July to clearly show how we've been progressing in this area. To update the

statistics here, once the new Historian's committee becomes active, a total of 53

NIA members will be serving our organization in either direct leadership or committee member capacities. Of this

total, 53% possess less than three years of NIA organizational experience, and I think that this represents a significant level of "new blood" being groomed for future administrative positions within the NIA.

53% OF THE NIA LEADERSHIP NOW COSISTS OF PEOPLE WITH LESS THAN THREE YEARS EXPERIENCE

Over the winter, please give some serious thoughts about becoming a candidate for office in 1998 and about hosting a NIA Regional or National show in 1999. The elected positions of President and Eastern Regional Vice President are in need of candidates, and interest in either of these positions should be conveyed to Dudley Ellis. Rick Soller is the focal point for show bids or for more information pertaining to hosting a show. Also, please participate in the 1998 Membership Survey coming next issue.

Wishing you all a safe and blessed holiday season!

**Rick Baldwin, NIA # 336
President**

FROM THE EASTERN REGION

Have you heard about....

This issue I thought I would do something a little different for my *Drip Points* submission.

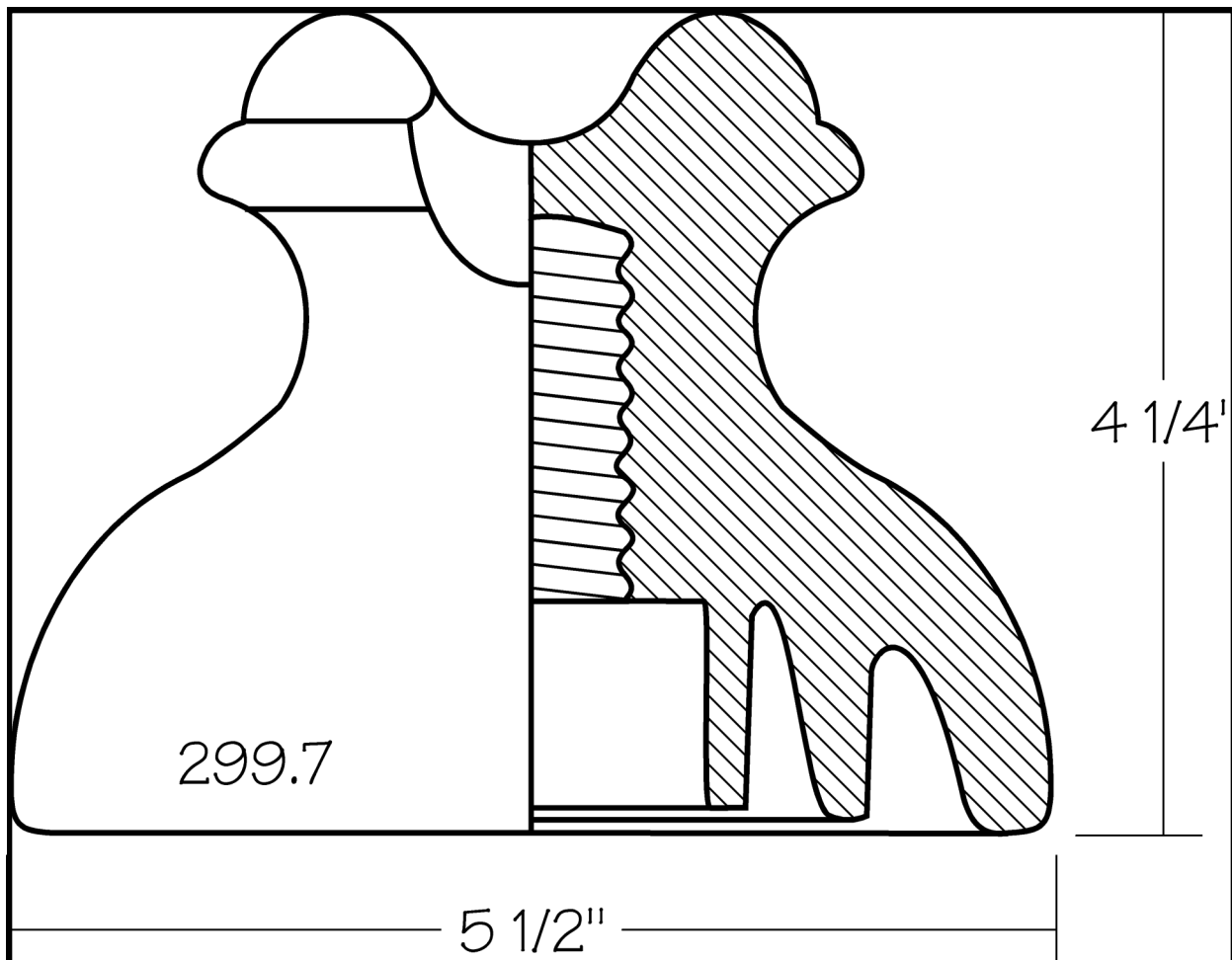
A number of new and interesting insulators have surfaced in the last several months. Some of these have been mentioned in other publications and on the Internet, and more information and documentation will be published.

In May, Ken Roberts found a "different looking" triple petticoat LOWEX D-514 insulator near the bottom of a 55 gallon drum where an older collector kept his

insulators. Recently, Mr. Woodward has assigned this insulator a new CD number; CD 299.7! A cross section drawing of this insulator is included.

In August, Bill and Jill Meier got in touch with an older man who said his father had removed a "special insulator" from the Fry Glass plant specimen shelves over forty years ago, and gave it to him, saying "This will be worth a lot of money some day." The insulator turned out to be a unique white opalescent CD 241 Locke with the "standard" upside-down embossing found on these rare CD 241 Locke's. Although the insulator was found in the Fry plant, it is believed to have been made by Corning, using one of Fred Locke's patented glass formulae.

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In October, Robert Haley found the first whole example of a threadless insulator embossed THAMES GLASS WORKS // NEW LONDON, CT on the upper wire ridge. The insulator was found at a yard sale in New London, CT held at a home less than a half mile from the original Thames Glass Works factory. Price: \$1 !! An exact CD determination has not been made yet, but it is very similar to _____ a CD 718.

Also in October, Shaun Kotlarsky found an H.G.CO. smooth base CD 201 at an estate auction. After "intense bidding", Shaun obtained the piece for the outrageous price of \$5! He was the only bidder! It is believed that probably only four to six of these pieces exist. Think again if you believe "it can never happen to me"!!!

On another note, I was saddened with the dubious task of placing "Discontinued" on the Insulator Web pages next to *Canadian Insulator Collector*, published by Mark Lauckner and Russell Paton and

also next to *Rainbow Riders' Trading Post* published by Patti Norton. These were both great magazines filled with wonderful articles and research information, and it is a blow to the insulator community to see them discontinued. I'd like to personally thank the editors of these magazines for a job well done. Sometimes being an editor is a thankless task, but there are also times of joy, satisfaction, and accomplishment. I hope that it might be possible for some of the information in these magazines to get out to collectors in other formats, and end with the hope that maybe some day, publication of *RRTP* and *CIC* will resume.

**Bill Meier, NIA #4322
Eastern Region Vice President**

...DRIP NOTES

- Dues are Due for 1998! Send your membership renewal to Joe Beres, Membership Director. Use the form at the end of this issue.
- MOVING?? Please send your new address to Joe Beres: Don't risk missing your copy of the *Drip Points*!
- Good News! Earthquake insurance is now available for you California collectors (see flyer on back cover)
- Check out the NIA on the World Wide Web: Tune in to "http://www.insulators.com/nia" and see what's happening!

FROM THE CENTRAL REGION

The insulator season is almost over and as I look back I see a year full of memories. During the early part of the year, Rick Soller and I were busy planning the National with all the trials and tribulations that were associated with it. Since 1998's National is on the east coast again, the NIA Central Regional will return on March 21 and 22 in Garland, TX.

In early April of this year, I was planning my sales table at the Collectors Jubilee show hosted by Jim Crandall. Both Rick and I were busy with National preparations trying to sell additional tables. Jim's show is always a great start to the new season. The 1998 Collector's Jubilee is planned for April 3 and 4 in Wheaton, IL. The Missouri Valley Insulator Club hosted it's show in Alma, Kansas and the show was such a success that next year's is planned for April 18, again in Alma, KS. Rick's next show was the Northwestern Insulator Club's show in Minnesota. Unfortunately I was tied up that weekend and couldn't make it. Rick told me about all the great insulators and people I missed and I am sure I won't miss next year's scheduled for April 25 in Bloomington, MN.

After the rush of April, I was given a short hiatus from the show circuit. However about this time, I started to get great influxes of mail about the National; checks, reservations, questions and the like were coming in daily. In June, Alan Stastny hosted his annual Hog Roast/ Swap Meet and as always was great fun. Every time I look at Alan's collection in his barn, I find something I didn't see before! Alan's show is another one of those don't miss get-togethers and 1998's Hog Roast/ Swap meet is planned for June 5th and 6th, 1998 in West Manchester, OH.

And of course, my next show was the almighty National. I met so many people and faces I knew plus many I didn't know. The National went by so fast for both of us, it almost seems like it didn't happen. Rick and I will be planning on attending the NIA National on July 31 - Aug 2 in Williamsburg, VA. This show is close to a large number of central region members and I hope I'll see a strong showing from you.

On a sadder note, I was informed that long time collector and Central Region NIA member Paul Ickes passed away. Paul was always willing to open his door to another collector and I can attest to that fact. On a trip to a west coast national years ago, Rick Soller stopped and visited with Paul and while I was going to college in Iowa, Paul invited me to visit one weekend. As some of you know Paul's other collecting interests were in Coleman lanterns. He had an enormous collection of Coleman items the likes of which I have never seen before. Paul was a collector's collector; not in it for the money, but rather for the enjoyment. Paul was a fixture at many of the Central Region shows and will be missed by many.

As for NIA matters, Matt Poage and I are now working on changes for the NIA Survey which will be in the next issue of Drip Points. Please take the time to look it over and return it to us. The NIA is also seating a new By-Laws Chairman and a new Historian. I was quite surprised by the caliber and sheer number of the candidates and am quite sure that these positions will be filled with quality people.

I hope that everyone has a wonderful holiday season and I look forward to seeing you soon.

Bob Stahr, NIA #4186
Central Region Vice President

FROM THE WESTERN REGION

This month's article is short since the "hecticness" of the season is starting to take its toll! My big topic for the next issue will be a revised questionnaire going out to the membership - the results of which will help guide the actions and activities of the NIA. I would really emphasize to all of you ahead of time to please take a few moments and respond. The NIA does welcome your response and please feel free to make any comments you desire. The last survey we did - about a year ago - gave us some really good data, and we are hopeful for a robust response this year. So stay tuned for the next issue.

One thing I would like to see are possible bids from you folks out in the Western Region who may be interested in hosting the 1999 National show. I believe our TRIC club may be interested and I'm sure there are California folks who would like to see if they can create the same excitement as the Long Beach show did. Perhaps the new club in my old state of Arizona would think about it(?) I know full well how hot Phoenix is in the summer, but remember - as the old saying goes, "it's a dry heat" and not associated with the awful humidity that other states have in summer. If I recall, there has never been anything close to a Regional or National show in Arizona and the last Arizona show report in *Crown Jewels* that I saw was when Nixon was president!

I was sad to see the demise (at least for the time being) of Patti Norton's *Rainbow Rider's Trading Post*. I know she and Ron spend an enormous amount of time with that magazine and they are to be commended. I will miss it myself - primarily for the articles that Patti often added and that other folks contributed on a regular basis. Trading was never a big selling point with me but I was glad to see someone coming out to try and bring trading back in vogue. I do wish them well.

The last of the 1998 Western Region shows, the 49er Historical Bottle Association 20th Annual Show and Sale in Auburn, California,

PLAN FOR THE 1998
WESTERN REGIONAL IN
DENVER: JUNE 5TH & 6TH

will be over and done with by the time you get this issue, but get the 1998 schedule on your calendar now: The big one to plan for is the 1998 Western Regional Show in Denver on June 5th and 6th. That's hosted by my "home Club" the Triple Ridge Insulator Club - and I'm looking forward to seeing a lot of you folks there!

That's it for now. Be sure to watch for shows in your region and try and make it to those club meetings that your club (if you have one) puts on. Success is only possible if everyone contributes - no matter if it's just for moral support!

Matt Poage, NIA #3757
Western Region Vice President

The Provenance of an Insulator

More and more, the history or provenance of individual insulators is lost. As insulators become more difficult to find, collectors turn to the market to build their collection. Unfortunately, the history of the piece is seldom passed on, either because it was not recorded by the person who found it or because it was not passed on when sold. This is a lost to the seller because the provenance of a piece adds value to it. It is a lost to the buyer because the provenance can help authenticate a piece. If the history of enough pieces disappears, the hobby loses.

Key elements of the provenance of an insulator include the story behind it and

KEEP RECORDS OF THE HISTORY
OF YOUR INSULATORS

the linkage of that story to the insulator. This information can be maintained in a separate notebook, or on a tag attached to the insulator. For some pieces, it may also be possible to reconstruct the provenance of the insulator through researching publications in the hobby, primarily the Crown Jewels and, recently, various auction catalogs. The story behind a particular insulator involves the record of its original use, transactions, and display. The record of the original use usually involves some insulator hunting story or a story about a particular line from which all insulators of a particular type were removed. Transaction records often reveal stories about great finds from antique stores or garage sales. They also identify when a piece is sold for a record high amount. Display records show when and where a particular piece was shown and how it fits

into some theme.

Much of the information about the story behind an insulator also helps to identify it. For example, photos in sales catalogs, and show reports with photos of displays provide visual documentation of an insulator at one point in time. Many collectors enhance this information with their own database including such things as a CD, U, or M number, color, condition and marking descriptors (e.g., bubbles, creases, flash-overs), and an inventory number. Often a collector's inventory number is left on an insulator after it is sold and others can trace it at least back to that collector if the label or numbering system is recognizable as belonging to the earlier owner.

Let me stress the two important points I am making. First, keep records of the history of your insulators. Would we know the CD 138.9 as the Miller's Twin Pin without this? Would you feel more secure you were buying an original if you had seen the piece displayed through the years? Would you know you were getting a good price if you kept track of recent prices? This information can be valuable in other ways too. I know one collector who records how much someone wanted for an insulator and how much he actually paid - a good measure of his bargaining ability. I know another collector who always consults his records before selling a piece so he knows how much he has in the piece and doesn't lose money on a deal.

The second point I want to make is that collectors should display their insulators. Displays show others how insulators may be organized creating more interest and

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value in these insulators. The record of this display serves as a reminder for future collectors. I never would have thought to collect glass and porcelain look-alikes unless I had read an old article on this subject. Displays also show what insulators were in your collection at a particular time which is valuable information for insurance purposes.

The provenance of an insulator may not seem very important now, but 100 years

from now, I predict it will be indispensable as collectors try to vicariously recapture the glory of picking a jewel off the line or wonder about the authenticity of a piece. It's how well we prepare for these two things that will tell whether the hobby will survive... and the provenance will certainly help.

**Rick Soller, NIA #2958
Executive Director**

NIA NIA

FROM THE NOMINATIONS CHAIR

WOW! I have really had a good year in the insulator hobby! I was able to attend the Huntsville show in Alabama, the National in Chicago, the Western Regional in Albuquerque and the London show in Ohio. Additionally, I attended three Dixie Jewels Insulator Club swap meets and two insulator digs. My display of mixed colored insulators won the People's Choice award in Huntsville and I won the NIA's Best of Color award at the National with my Canadian ponies. I was also able to acquire the elusive cobalt Diamond pony for my collection. I must again say, WOW! What a year!!

During my trips, I talked to many collectors. Some were pleased with the direction of the NIA and others were full of suggestions for some changes. I have asked several people to consider running for NIA President and others to run for the Eastern Regional Vice President. Both of these positions will be vacant in July of 1997. So far, no one has shown an interest in providing the leadership we

need to progress the hobby.

Please take some time to think about the direction you would like our hobby to take. Can you be a leader in one of these two positions and take us in that direction? If not you, then I'm sure that you must have someone in mind that can! I need your help to find those special individuals who are well respected in the hobby and who can direct our hobby's growth.

I solicit your nominations for the NIA President and the Eastern Region Vice President. I am now accepting resumes from those willing to be nominated for either of these two positions. These resumes will be published in the Spring issue of *Drip Points* for everyone's review and consideration.

The NIA needs you!

You may contact me by phone, mail, or E-mail with your nominations, comments or suggestions.

**Dudley Ellis, NIA #5085
Nominations Chairman**

**1997-98 FINANCIAL REPORT
NATIONAL INSULATOR ASSOCIATION
FIRST QUARTER ENDING 9/30/97**

Beginning Balance-General Fund	7/1/97	8917.08
Education & Promotion Account		2192.74
Authentication/Ethics Account		<u>1200.00</u>

Revenues

Donations	210.00	
Interest	0.00	
Membership Dues	1104.00	
Miscellaneous Income	0.00	
Product Sales	552.50	
	Total Revenues:	<u>1866.50</u>

General Fund Expenses

Advertising	295.00	
Bank Charges/Taxes	0.00	
Marketing Products	18.00	
Misc. Postage	134.65	
Misc. Printing	18.73	
Misc. Supplies	56.53	
Misc. Professional Services	0.00	
Crown Jewels Rebates	73.00	
Drip Points Printing	0.00	
Drip Points Postage	0.00	
Show Advertising Subsidy	0.00	
Show Awards	15.00	
Stationery Supplies	0.00	
Telephone	0.00	
Special Projects	0.00	
	Total Expenses:	610.91

Education & Promotion Fund Expenditure	75.00	
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Closing Balance, General Fund:		<u>10172.67</u>
Education & Promotion Fund Balance		2117.74
Authentication/Ethics Account		<u>1200.00</u>
Total Balance on Hand October 1, 1997		<u>13490.41</u>

1997 NATIONAL INSULATOR ASSOCIATION MEMBER STATUS

AS OF 9-29-97

TOTAL NIA NUMBERS USED		6447
NIA NUMBERS NOT ASSIGNED		21
NIA NUMBERS DOUBLE ISSUED		61
NEW MEMBERS FOR 1997		272
	ACTIVE	INACTIVE (not paid)

MEMBER	1470	4780
CHARTER	126	704
LIFETIME	33	10 (DEC.)
JUNIOR	21	23
CLUBS	5	8
NON U.S.MEMBERS	35	58

25 YEAR MEMBERS (SILVER)	40	0
24 YEAR MEMBERS	31	4
23 YEAR MEMBERS	15	1
22 YEAR MEMBERS	17	2
21 YEAR MEMBERS	20	4
20 YEAR MEMBERS	19	4
19 YEAR MEMBERS	16	6
18 YEAR MEMBERS	28	7
17 YEAR MEMBERS	14	11
16 YEAR MEMBERS	24	15
15 YEAR MEMBERS	30	8
14 YEAR MEMBERS	38	17
13 YEAR MEMBERS	38	25
12 YEAR MEMBERS	34	26
11 YEAR MEMBERS	29	45
10 YEAR MEMBERS	51	50
9 YEAR MEMBERS	43	71
8 YEAR MEMBERS	53	75
7 YEAR MEMBERS	69	114
6 YEAR MEMBERS	65	149
5 YEAR MEMBERS	88	216
4 YEAR MEMBERS	114	328
3 YEAR MEMBERS	155	483
2 YEAR MEMBERS	167	942
1 YEAR MEMBERS	272	2177

MISC.

DECEASED MEMBERS (KNOWN)		111
DOGS (NIA NUMBER ISSUED, BUT NOT VALID)		4
MEMBERS ALREADY PAID FOR 1998		245

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.

1996-1997 NATIONAL INSULATOR ASSOCIATION

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