



**NATIONAL INSULATOR ASSOCIATION
47th Annual CONVENTION AND SHOW
July 28-31, 2016**

**Horizon Convention Center
Muncie, IN**

Home of HEMINGRAY 1888-1972



**Bob Stahr and Rick Soller cordially invite
you to attend the**

**National Insulator Association's
47th Annual Convention
July 28-31, 2016**

General Show Information

LOCATION: Courtyard by Marriott
at the Horizon Convention Center
601 S. High St.
Muncie, Indiana 47305
(765) 287-8550

The Courtyard by Marriott at the Horizon Convention Center is located in downtown Muncie, IN, last home of the Hemingray Glass Co. The hotel is approximately 60 miles from downtown Indianapolis, IN.

ADMISSION: Admission is \$3.00, and there is no charge for children under 12 accompanied by an adult. Dealers, exhibitors and their families are exempt from the admission charge. Admission is good for all three days. Friday, July 29 is designated as N.I.A. Day, and only N.I.A. members will be admitted into the show hall. This rule also applies to dealers and exhibitors. It is strongly recommended to renew your membership or join the N.I.A. before attending the show.



FOOD: There is food located within the convention center at the concession stand as well as in the hotel.

DEALERS: Dealers will be set up in the Delaware Room at the Horizon Convention Center. Dealer information and a contract are enclosed, as are the N.I.A. General Show Floor Rules. You must fill out a contract even if you have already paid for a table.

EXHIBITS: All exhibits will be set up in the Delaware Room which also houses all of the dealer sales tables. Exhibitor information and a reservation form are enclosed, as are the N.I.A. Exhibit and Judging Rules.

PACKAGE SHIPMENT: Packages may be shipped via UPS directly to the host hotel. Plan for your packages to arrive no earlier than Monday, July 25. Ship packages in care of yourself. Clearly mark the package as being for the N.I.A. Convention. For the return trip, there are plans to have a UPS store in the hotel which should be able to handle your shipping needs. We will provide further information when it becomes available. **Please contact the hotel for the exact shipping address.**

SHOW DIRECTORY: Plans for the show directory include a list of dealers and a floor layout of tables; information on the exhibits; resources for the insulator collector; advertisements from both local businesses and people in the insulator hobby. The directory will be sold at the show. Information on advertising in the directory appears elsewhere in this packet.

More General Show Information

SHOW HOST COMMITTEE:

Bob Stahr
360 S. Kenilworth Ave.
Glen Ellyn, IL 60137
(630) 793-5345
bob@heminggray.com
<http://www.heminggray.com>

OR

Rick Soller
4086 Blackstone Ave.
Gurnee, IL 60031
(847) 782-8602
Com574@clcollinois.edu
<http://www.collectinginsulators.com>

HOTEL RESERVATIONS: The Marriott Courtyard Muncie has reserved 100 rooms for the N.I.A. until June 28, at the rate of \$105.00 plus tax per night for a single or double room (King or 2 Queen). The special rate for the N.I.A. convention is available by calling the hotel directly at **(765) 287-8550** and mention the NIA to get your reduced rate. The rates are valid from July 27 through August 1.

R.V. AND CAMPING INFORMATION: The nearest off-site camping grounds are Big Oak Park (765) 358-3208), Timberline Valley <http://timberlinevalleyrvresort.com> (765) 378-5909; and Prairie Creek Reservoir (765) 747-4872. The first one is in Muncie, the second is in nearby Anderson, IN, and the third is in nearby Selma, IN. Please call the campgrounds for additional information and directions.

AIR TRAVEL: The closest airports to the hotel and convention center are Indianapolis International Airport (about 78 miles) and the Dayton International Airport in Dayton, OH (80 miles). Fort Wayne International Airport, in Fort Wayne, IN may also be an option (63 miles).

TRAVEL AND TOURISM: Some information is enclosed on local attractions in Indiana. We recommend you contact the travel bureaus directly and ask for their information packages also. (Their information is located in back). If you need additional help please contact Bob Stahr.

HEMINGRAY PLANT TOUR: We are offering a van ride to the Hemingray Factory and a short narrated tour of the grounds and a look at the Indiana Historical marker erected there in 2011. Requests for Hemingray Plant Tour tickets must be received by June 30 to guarantee an opening. Each tour will be limited to about 12 persons and will be on an hourly rotation. After June 30, the tours will be on a first come first served basis.

MONEY MATTERS: All forms and checks for N.I.A. events are to be sent to **Bob Stahr** at:

Bob Stahr
360 S. Kenilworth Ave.
Glen Ellyn, IL 60037

Please make your check payable to Rick Soller. You will receive a receipt with confirmation of your reservations.

Check www.nia.org/national for periodic updates.

Schedule of Events

Thursday July 28	9:00 a.m. - 4:00 p.m. NIA Board Meeting 5:00 p.m. - 8:30 p.m. Pick Up Dealer Packets and Name Tags 5:00 p.m. - 8:30 p.m. Dealer Unloading (<i>not Set-up</i>) 5:00 p.m. - 8:30 p.m. Exhibitor Unloading and Set-up
Friday July 29	7:00 a.m. - 9:00 a.m. Pick Up Dealer Packets and Name Tags 7:00 a.m. - 9:00 a.m. Dealer and Exhibitor Set-up 9:00 a.m. - 4:00 p.m. Show Open to N.I.A. Members Only 9:00 a.m. - 3:00 p.m. Hemingray Plant Tours (on Hourly basis) 4:15 p.m. - 5:30 p.m. N.I.A. General Membership Meeting 7:00 p.m. - 9:00 p.m. Seminar (TBD)
Saturday July 30	8:00 a.m. - 9:00 a.m. Dealer and Exhibitor Set-up 9:00 a.m. - 4:00 p.m. Show Open to General Public 9:00 a.m. - 3:00 p.m. Hemingray Plant Tours (on Hourly basis) 5:30 p.m. - 6:30 p.m. Cocktail Hour at banquet room (Cash Bar) 6:30 p.m. - 9:00 p.m. N.I.A. Awards Banquet
Sunday July 31	8:00 a.m. - 9:00 a.m. Dealer and Exhibitor Set-up 9:00 a.m. - 3:00 p.m. Show Open to General Public 9:00 a.m. - 1:00 p.m. Hemingray Plant Tours (on Hourly basis) 3:00 p.m. Dealer and Exhibitor Break-down



Check www.nia.org/national for periodic updates.

**National Insulator Association 47th Annual Convention
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Hemingray Plant Tour

We are offering a van ride to the Hemingray Factory and a short narrated tour of the grounds and a look at the Indiana Historical marker erected there in 2011.

Requests for Hemingray Plant Tour tickets must be received by June 30 to guarantee an opening. Each tour will be limited to about 12 persons and will be on an hourly rotation. After June 30, the tours will be on a first come first served basis.

Hemingray Plant Tour Reservation Form

Please reserve _____ Tour tickets at \$5 each.

Preference for day of tour (please number each 1 to 3; 1 being most preferred and 3 least preferred)

Friday (9am to 3pm) _____

Saturday (9am to 3pm) _____

Sunday (9am to 1pm) _____

Amount enclosed \$_____

Name _____

Address _____

Phone _____ E-mail _____



I understand that I will be required to sign a hold harmless agreement with the NIA and the owners of the Hemingray property to be able to participate in the Hemingray plant tour.

Signature _____ Date _____

Please return this form with checks made out to **Rick Soller** to:

Bob Stahr
360 S. Kenilworth Ave.
Glen Ellyn, IL 60137

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Banquet Information

The National Insulator Association Awards Banquet will be held Saturday, July 30th; in the Interurban Hall of the Horizon Convention Center adjacent to the show hall.

The banquet offers a great chance to meet other collectors and enjoy a meal together. Conversations are relaxed and the atmosphere is semi-formal yet familiar. Attendees enjoy the excitement of the awards presentations whether they win one or get to see others receive one.

Cocktail hour will run from 5:30 p.m. until 6:30 p.m., a cash bar and entertainment will be available during this time. We will be served dinner at 6:30 p.m.

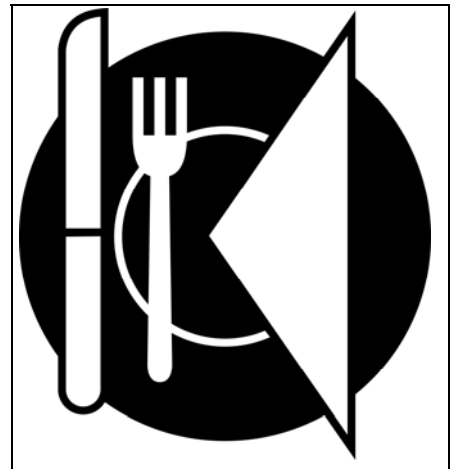
Following dinner, the awards program will begin, commencing with awards presented by the N.I.A. Presentations of awards by local clubs and individuals will follow. We encourage those clubs and individuals to keep their presentations brief to allow more time for attendees to converse.

The banquet will be a plated dinner.

The cost for the banquet is \$35 for adults, \$15.00 for children under 11-5. Children under 5 are free. Seating is limited, and reservations will not be accepted after June 30.

Please return this form with checks made payable to *Rick Soller* to:

Bob Stahr
360 S. Kenilworth Ave.
Glen Ellyn, IL 60137



Banquet Reservation Form

Requests for banquet tickets must be received by June 30.

Please reserve _____ Steak _____ Chicken Adult banquet dinners at \$35 each.

Please reserve _____ Steak _____ Chicken Children's (age 11-5) banquet dinners at \$15 each

Please reserve _____ Children's (under age 5) banquet dinners at no cost

Amount enclosed \$ _____

Name _____

Address _____

Phone _____ E-mail _____

**National Insulator Association 47th Annual Convention
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Show Directory Advertising

Show directories have been an important part of National shows. This show directory will be no exception. Plans for the show directory include a list of dealers and a floor layout of tables. This is especially important for a show of this size. Dealers will be able to tell their customers what table number they are and with the purchase of the directory, the customer can find them right away. Information on the exhibits will also be included. Advertisements from local businesses including restaurants will be published along with advertising from people in the insulator hobby.

Please return completed forms with check payable to **Rick Soller** to:

Bob Stahr
360 S. Kenilworth Ave.
Glen Ellyn, IL 60137



Show Directory Advertising

Advertising requests must be received by June 15. It is your responsibility to ensure that color business cards and camera-ready copy can be reproduced adequately in black and white.

Name _____ NIA # _____

Address _____

- | | |
|-----------------------------------|---|
| _____ Business Card ad at \$ 8.00 | Must be standard size. (2" x 3 1/2") |
| _____ Quarter Page ad at \$ 20.00 | Enclose camera-ready copy. (5" x 3 3/4") |
| _____ Half Page ad at \$ 35.00 | Enclose camera-ready copy. (5" x 7 1/2") |
| _____ Full Page ad at \$ 60.00 | Enclose camera-ready copy. (10" x 7 1/2") |



**No. 11 Double Groove Pony Insulator
HIGH INSULATION.**

The most perfect Glass Insulator made is the Teat Insulator.

"The Teats on the lower rim of the petticoat attract the water on the outer and inner surfaces of the Insulator into drops. The water drops from these points onto the cross arm, thereby preventing the moisture from creeping to the pin."

HEMINGRAY GLASS CO., Covington, Ky.
FACTORIES, MUNCIE, IND.

Dealer/Exhibitor Information

All dealers and exhibitors must fill out and return the dealer contract even if they have already reserved their table(s). We need to know helper and family member names in order to make up name tags in advance. If this information changes, one of the show hosts must be notified two weeks prior to the show.

Dealer and exhibitor set-up hours and show hours are listed in the Show Schedule.

Sales tables are 8 feet in length. Exhibitor tables are 8 feet in length.

Dealers and exhibitors who set up on Friday (or Thursday for exhibitors) must be N.I.A. members. Since the N.I.A. does not start processing memberships until shortly before the public is admitted, dealers or exhibitors who put off joining or renewing until the show will have to wait until then to set up! Avoid this problem by renewing today. NIA membership dues of \$22 can be sent to Vickie McConnachie @ PO Box 1466, Corrales, NM 87048 or you can go online to www.nia.org.

When you arrive at the show hall Thursday night, you must check in at the Admissions table, located outside the show hall. You will receive your name tags and dealer packet, and will be permitted to enter the show hall.

Please see the enclosed N.I.A. GENERAL SHOW FLOOR RULES for important information. Pay particular attention to Rule # 3 regarding fake and altered insulators, as this has been recently revised by the Board of Directors of the N.I.A. Exhibitors should also read the enclosed N.I.A. EXHIBIT AND JUDGING RULES.

Dealers and exhibitors must remain set up until 3:00 p.m. on Sunday, as this is the advertised closing time of the show. This is especially important because there is a fee for admission. Exceptions to this rule will be made by prior arrangement only.

It is recommended that dealers and exhibitors bring their own hand carts.

White table covers will be provided for dealers and exhibitors.

The show hosts have done and will continue to do their best to accommodate those dealers and exhibitors requesting electricity on a first-come, first-served basis. Dealers and exhibitors must provide their own electrical cords.

Neither the N.I.A., the Horizon Convention Center, the Muncie Courtyard by Marriott, nor the show host committee will be responsible for theft, loss, or breakage of participant property.

DEALERS:

Dealers are responsible for collecting and paying any applicable taxes. Any further questions can be addressed by the show hosts either before or during the show.

Sales table cancellations received by June 15, 2016 will be refunded in full. After that date, refunds are at the show hosts' discretion, based upon table resale. No-shows will not receive a refund.

EXHIBITORS:

The show hosts will do their best to accommodate all space needs for exhibits; however, our space is limited. Tables are a standard 8 feet. Additional table and floor space is available on a first-come, first-served basis.

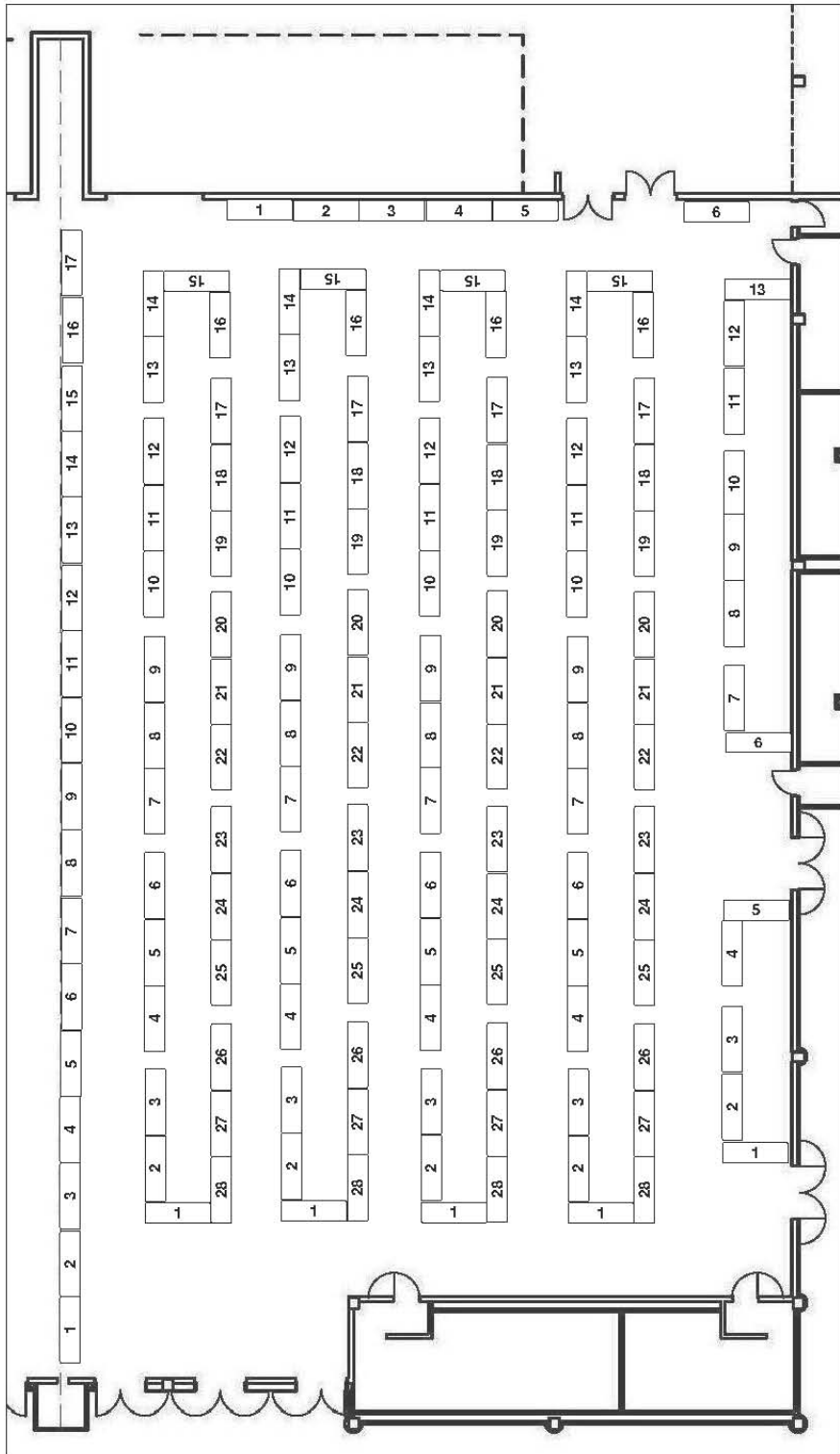
Exhibitors are requested to cancel or update their space needs as soon as possible so as to allow the show hosts to best re-use the space.

We cannot guarantee that lighting in all exhibit areas is equally ideal. Exhibitors are encouraged to enhance their displays with sufficient lighting.

Dealer/Exhibitor Information

Show Hall Floor Plan

(subject to change based on table sales)



Check www.nia.org/national for periodic updates.

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Dealer Contract

Dealer Name _____ NIA # _____

Address _____

Phone _____ Helper's Name _____ NIA # _____

Family Members and NIA #'s _____

I would like: 1 Table for \$55.00 _____ 2 Tables for \$105 _____ 3 Tables for \$155 _____

I need Electricity for my table (\$20 extra) Yes or No _____

I will be primarily selling: [Please note which items are most prominent, and which are secondary]

Insulators, lightning rod equipment & "go-withs" _____

Bottles, jars & stoneware _____

Telephone and Telegraph _____ Railroad _____

Other (please list) _____

Please note special requests or comments here, including the need for electricity _____

I and my representatives (i.e. participating family members, helpers, other dealers, etc.) agree to abide by the NIA General Show floor rules, code of ethics, and any special rules, as specified in the information included in the show packet. I understand that neither the National Insulator Association, its officers and committee members, the show hosts, nor the Horizon Convention Center and their respective owners, managers, subsidiaries, affiliates, employees and agents will be responsible for the theft, loss or damage to person or property, from any cause, whatsoever, during our participation in this event. I hereby agree to indemnify, hold harmless and defend the Horizon Convention Center and their respective owners, managers, subsidiaries, affiliates, employees and agents, the National Insulator Association, its directors, chairpersons, agents and members and the show hosts against any claims or expenses arising out of the use of the exhibition premises, including, but not limited to, liability resulting or connected with the transportation, placing, removal or display of items for exhibit, offer for sale, or the actual sale of any item(s) by myself or by any of my representatives as described above. I also hereby agree to indemnify the Horizon Convention Center for any damage caused to any hotel property as a result of me and my representatives' participation in this Convention, except for in the case of the Convention Center's negligence or misguidance.

I also understand that failure to comply with the terms of this Agreement may result in my expulsion from the show premises and/or limitations place on my future participation in NIA sanctioned shows and activities.

I have read the above and completed the form and by my signature I hereby accept the above requirements, liability agreement of this Agreement's terms and conditions set by the hosts and the NIA Show Rules and Code of Ethics. I understand the refund cut-off date is June 15th, 2016 and that cancellations past this time will be considered on an individual basis. I also understand I must be an NIA member in good standing at the time of this National Show.

Signature _____ Date _____

Please return this form with checks made out to **Rick Soller** to:

Bob Stahr
360 S. Kenilworth Ave.
Glen Ellyn, IL 60137

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Exhibitor Reservation

Exhibitor Name _____ NIA # _____

Address _____

Phone _____ E-mail _____

Helper's Name _____ NIA # _____

Please describe your space needs (tables are 8 feet long) _____

Are you a first time exhibitor at a NIA National? _____ Are you under the age of 18? _____

Please mark off the category in which you are entering your exhibit:

- | | | |
|---|---|--|
| <input type="checkbox"/> Threaded Glass | <input type="checkbox"/> Threaded Porcelain | <input type="checkbox"/> Threadless |
| <input type="checkbox"/> Specialty | <input type="checkbox"/> Foreign | <input type="checkbox"/> General |
| <input type="checkbox"/> Color | <input type="checkbox"/> Go-Withs | <input type="checkbox"/> Lightning Rod Equipment |
| <input type="checkbox"/> Pole Line Hardware & Equipment | | <input type="checkbox"/> Non-Competitive |

Please describe your exhibit _____

Please note special requests or comments here, including the need for electricity _____

I and my representatives (i.e. participating family members, helpers, other dealers, etc.) agree to abide by the NIA General Show floor rules, code of ethics, and any special rules, as specified in the information included in the show packet. I understand that neither the National Insulator Association, its officers and committee members, the show hosts, nor the Horizon Convention Center and their respective owners, managers, subsidiaries, affiliates, employees and agents will be responsible for the theft, loss or damage to person or property, from any cause, whatsoever, during our participation in this event. I hereby agree to indemnify, hold harmless and defend the Horizon Convention Center and their respective owners, managers, subsidiaries, affiliates, employees and agents, the National Insulator Association, its directors, chairpersons, agents and members and the show hosts against any claims or expenses arising out of the use of the exhibition premises, including, but not limited to, liability resulting or connected with the transportation, placing, removal or display of items for exhibit, offer for sale, or the actual sale of any item(s) by myself or by any of my representatives as described above. I also hereby agree to indemnify the Horizon Convention Center for any damage caused to any hotel property as a result of me and my representatives' participation in this Convention, except for in the case of the Convention Center's negligence or misguidance.

I also understand that failure to comply with the terms of this Agreement may result in my expulsion from the show premises and/or limitations place on my future participation in NIA sanctioned shows and activities.

I have read the above and completed the form and by my signature I hereby accept the above requirements, liability agreement of this Agreement's terms and conditions set by the hosts and the NIA Show Rules and Code of Ethics. I understand the refund cut-off date is June 15th, 2016 and that cancellations past this time will be considered on an individual basis. I also understand I must be an NIA member in good standing at the time of this National Show.

Signature _____ Date _____

Please return this form to:

Bob Stahr
360 S. Kenilworth Ave.
Glen Ellyn, IL 60137



NIA GENERAL RULES OF CONDUCT

The NIA Board of Directors has adopted the following rules to ensure that NIA sanctioned insulator shows are enjoyable for collectors, dealers and the general public. They are to be prominently publicized to all show participants (dealers and exhibitors), and attendees.

1. All participants shall abide by the NIA Code of Ethics. In particular:
 - (a) Participants shall not knowingly misrepresent the condition, rarity or value of insulators or related items they offer for sale or trade.
 - (b) Imitation and Altered insulators or related items may only be brought onto the show premises if they are **PERMANENTLY MARKED** or embossed so as to indicate their lack of authenticity.¹
 - (c) All restored and/or repaired items on sales tables must be clearly labeled as such.
2. All show participants and the attending public shall abide by any site-specific show rules set by the show host (local ordinances, restrictions imposed by the owner of the facility, etc.).
3. Positively no public attendance during show setup hours.
4. "Aisle dealing" by the attending public is discouraged.
5. It will not be permissible for dealers to "work the aisles" in any fashion which preempts the opportunities of fellow dealers.
6. Dealer side shows (spotlights, excessive "cow bell ringing," etc.) shall not be carried to the point of being abusive to fellow dealers and the general public.
7. Dealers will not sublet portions of their reserved tables without first consulting with the show host and obtaining permission.
8. Participants shall keep aisles in front of tables free of boxes and clutter.
9. Participants are encouraged to cover their unattended tables.
10. Dealers should keep their sales tables intact until the end of the published show hours. There will be exceptions made for those driving long distances or needing to make other travel connections, but advance arrangements should be made with the show host when reserving the table. The show host reserves the right to locate such tables on the outer aisles or near exits to avoid disruption of the rest of the show with any early departures. The show host may announce blanket authority for early takedown at such time as public attendance appears to have essentially ceased.
11. Participants will be responsible for any damage they do to the facilities with their setup practices (i.e. no signs or other items taped or tacked to walls or furnishings).
12. The host will make every effort to provide good security, but will not be responsible for any loss of participant property due to theft or breakage. Each dealer and exhibitor is asked to help in security by watching after his own items and keeping an eye on adjacent tables in situations of obvious risk.
13. At the NIA National Show only, exhibitors, contracted sales table dealers and all table helpers and assistants must be NIA members. 14. The reservation of a table at an NIA sponsored show constitutes the acceptance of these rules and agreement to comply with them.

¹ While the NIA Code of Ethics requires Imitation and Altered Insulators to be plainly marked "reproduction" and "fake" respectively, it does not require Questionable Insulators (those which may not be Original Insulators), to be permanently marked. The goal of this rule is to cause a prospective purchaser to easily recognize that an item is a reproduction or fake, or to cause them to question its authenticity. Insulators of questionable authenticity should be represented with candor. If not, a show host can require a participant to remove the item from a display or sales table. The decision of the show host shall be final. NIA Board Members attending an NIA sanctioned show will provide active assistance, if requested by a show host, in resolving violations of the NIA Rules.



NIA CODE OF ETHICS

The following definitions and mandates have been adopted by the NIA Board of Directors to guide the general membership in conducting their collecting and dealing activities honorably, honestly and in a manner which will present a good image of the hobby to the public.

Definitions:

"Original Insulators" are defined as any device that was originally manufactured with the intent to be utilized for separating and/or supporting conductors or to otherwise prevent the undesired flow of electricity.

"Commemorative Insulators" are insulators that are manufactured to commemorate a specific event, promotion, or other purpose. For example, this commemoration may be related to the insulator-collecting hobby (as in connection with the NIA's National Show and Convention), or it may be related to the production of insulators for the telegraph/telephone industry (as in the case of the swirl colored McLaughlin CD 162 and VTS CD 102 insulators).

"Imitation Insulators" are ones that purport to be, but in fact are not, original insulators, commemorative insulators, or salesman samples. This category includes but is not limited to reproductions, copies, replicas, or counterfeits of original insulators, commemorative insulators or salesman samples.

"Altered Insulators" include original insulators, commemorative insulators or salesman samples which have been intentionally altered from their originally manufactured condition in a manner other than described under "Restored Insulators", below. This category includes, but is not limited to mechanical actions (i.e. sandblasting, grinding, embossing modifications, etc.), heating, cutting and re-gluing, irradiation, dying and painting, and non-factory carnival coating. Altered insulators are deemed to be objectionable to the best interests of the hobby.

"Restored Insulators" are original insulators, commemorative insulators or salesman samples, that at some point in time have been subjected to some type of physical damage such as chipping, bruising, or complete breakage, but have been repaired in some way to make them appear as near to their original factory intended appearance as possible. This may be accomplished by the use of various methods such as re-gluing, fill-in, fracture sealing, extensive tumbling, etc. Restored insulators are not required to be permanently marked, as is the case with imitation insulators. The NIA does, however, require that any repair to an insulator be disclosed to a potential buyer. It is important to note that for an insulator to be deemed "restored", the repair must not enhance the insulator beyond what would have been its original factory intended appearance (i.e. removal of drip points or threads, change in color, etc.). To do so would make it an altered insulator.

"Salesman Samples" are models of insulators carried by salesmen, originally manufactured by insulator companies to promote the sale of their insulators to commercial customers. Salesman samples were often produced in a smaller scale for ease of transportation by the salesmen.

"Miniature Insulators" are scale reproductions or replicas of full size insulators, and are imitation insulators. Miniature insulators that were produced to commemorate a specific event, promotion, or other purpose, usually related to the insulator collecting hobby or telephone/telegraph industry, are commemorative insulators.

"Objectionable to the Best Interests of the Hobby" includes, but is not limited to, any action or item which is likely to cause financial damage and/or loss, ill will, or injury to collectors or organizations involved in the collecting of insulators and related items. For example, a false or misleading representation of fact likely to cause confusion, and/or the possibility of the use of an insulator to commit fraud (either by the issuing party or through a subsequent party).

"NIA Approved" is a term reserved for use by the NIA Board of Directors pursuant to the authority granted to it in Article II, Sec. 11 of the NIA Bylaws. Upon application to the Board of Directors, an NIA member may apply for use of the term "NIA Approved" in conjunction with the manufacture and sale of commemorative insulators.

"Manufactured in Accordance with NIA Guidelines" is a term reserved for use by the NIA Board of Directors pursuant to the authority granted to it in Article II, Sec. 11 of the NIA Bylaws. Upon application to the Board of Directors, an NIA member may apply for use of the term in conjunction with the manufacture and sale of imitation insulators. Use of this term means that those engaged in the manufacturing of this particular insulator, have agreed

to mark the imitation in a manner acceptable to the NIA to minimize the possibility that the item may be mistaken for, or misrepresented as, an original insulator.

"Permanently Marked" is defined as an identifying letter, number, etc., or a combination thereof, that cannot be removed from an imitation or altered insulator without obvious and conspicuous damage to it. Ordinarily such a mark will be that of an impression (as opposed to an embossing which has the potential for removal). However, due to the diverse styles of insulators, the NIA reserves the right to determine what constitutes permanent marking on a case-by-case basis for imitation and altered insulators.

NIA Members:

1. Shall not make or manufacture any commemorative or imitation insulator, or related item without first clearing the design with the NIA to make certain that the item produced will not be objectionable to the best interests of the hobby.
2. Shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any imitation insulator which is not plainly and permanently marked "reproduction" with the calendar year in which such item was manufactured. Where the physical size limitation of an insulator prohibits such a marking (as in the case of miniature imitation insulators), the calendar year will suffice.
3. Shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any imitation insulator or related item deemed by the NIA to be objectionable to the best interests of the hobby, unless pre-approved by the NIA for educational purposes.
4. Shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any altered insulator or related item which is not plainly and permanently marked "fake", unless pre-approved by the NIA for educational purposes.
5. Shall make every effort to comply with standards established by the NIA for accurate description of the type and condition of insulators.
6. Shall carry out trade and sale transactions expeditiously and fairly to the satisfaction of all parties involved. The NIA recommends that transactions be completed to the satisfaction of all parties involved within 15 days. This allows collectors to pursue "second opinions" if they so desire, as to the authenticity of a piece, (i.e. original, restored or imitation). It also protects the seller by defining a time period of reasonable expectation for closure on a deal. However, buyers and sellers are free to structure their own approval terms and conditions to govern their transactions.
7. Shall conduct their collecting activities in a lawful manner.
8. Shall refrain from inferring to the public that the NIA or its members condone any harmful or unlawful practices in the pursuit of the hobby.
9. Shall not knowingly misrepresent the rarity or value of insulators or related items they offer for sale or trade.
10. Shall not make public accusations to fellow collectors about the possible misconduct of any collector or club, and shall refer such matters to the NIA Board of Directors for investigation, and if necessary, arbitration.
11. Shall not use any NIA emblems, insignia or credentials in any manner detrimental to the interests of the NIA, and shall report to the NIA any such use by others.
12. Shall abide by all rules and policies established by the NIA and not be a disruptive or disturbing influence at any NIA meetings or insulator shows.



NIA EXHIBIT AND JUDGING RULES

One of the primary reasons for exhibiting is to promote the insulator “story” to the general public, by stressing education, history and information. One of the NIA’s primary goals is to increase interest in insulator collecting thus attracting new collectors, which can be accomplished through quality displays. The NIA Board of Directors as a general guide for show hosts has adopted the following Exhibit and Judging Rules. They are meant to encourage more collectors to display, improve the quality of exhibits, and to provide some measure of uniformity and fairness in judging. These rules are in full effect for the NIA National and Regional shows. For NIA sanctioned local shows, adjustments may be made at the host’s discretion to fit certain circumstances.

1. Exhibit Categories

- a. Displays or exhibits may be either a non-competitive entry or a competitive entry.
- b. The **Non-Competitive Entry** category is open to exhibits of insulators and/or related items displayed by individuals, clubs, groups, museums, or displays shared by multiple owners who choose to not have their exhibit/display judged.
- c. A **Competitive Entry** exhibit will comprise of one of the following 10 categories:
 1. Threadless
 2. Threaded Glass
 3. Threaded Porcelain
 4. Specialty (i.e. one company, one style, patents, errors, etc.)
 5. General (exhibits of mixed insulators, the total theme of which does not accurately fit any other single category listing.)
 6. Color (glass, porcelain or any combination)
 7. Foreign (glass, porcelain or any combination)
 8. Lightning Rod Equipment (insulators, balls, vanes, etc.)
 9. Pole Line Hardware and Equipment (insulator mounting pins, brackets, pole and cross-arm construction materials, lineman tools, tie wires, pole steps, and other hardware used in conjunction with insulators and line construction. The exhibit must include some use of insulators and must clearly identify the connection between insulators and those items being displayed.)
 10. Go-withs (advertising pieces, post cards, insulator shipping boxes, insulators on postage stamps, business cards of collectors, metal signs or non-insulator products made by insulator manufacturing companies. The exhibit must include some use of insulators and must clearly identify the connection between insulators and those items being displayed.)

2. Exhibitor Rules:

- a. At the NIA National Show only, exhibitors must be NIA members.
- b. NIA Junior members will enter their exhibit in one of the standard NIA exhibit categories.
- c. A Junior member is defined as under the age of 18. A Junior member must not attain their 18th birthday during the show they are exhibiting in.
- d. The exhibitor must determine and declare the competitive category of their exhibit/display at the time of reserving exhibit space.
- e. Two or more people or a club may collaborate on a competitive exhibit/display. Only one award will be presented to collaborative exhibits/displays.
- f. Exhibitors will be permitted to include limited numbers of non-owned items in their display. Ownership of borrowed pieces must be acknowledged in the display.
- g. Imitation or altered insulators and/or related items may be used in exhibits, but must be clearly identified as such in the exhibit. Restored items are acceptable in exhibits, and need not be identified as such.
- h. Exhibits or portions thereof may not be marked “for sale,” or their value indicated in any way.
- i. Exhibitors are requested to display the awards(s) on their exhibit until it is taken down, and should wear any special name cards or badges provided by the show host.
- j. Exhibits should not be dismantled until the end of the show unless prior arrangements are made with the show hosts.

3. Show Host Exhibit/Display Rules:

- a. Exhibit space at all shows shall be free and available on a first-come basis. Exhibitors may be expected to bring their own fixtures, extension cords, etc.
- b. At the NIA National and Regional shows, if exhibit space reserved for insulators and/or related items should still be available 60 days or less from the date of the show, the host may permit other non-competitive exhibits of suitable antique/collectable items, subject to the approval of the NIA Board of Directors.
- c. Show hosts will provide ribbons or some type of award for all exhibitors as recognition for exhibiting.

4. Awards and Presentations

- a. The NIA will provide trophies, plaques or awards for **Junior and Adult** 1st place winners of the various categories.
- b. The show host will provide ribbons or some type of award for all exhibitors as recognition for exhibiting.
- c. The NIA Board of Directors has the authority to honor esteemed contributors to the hobby and the NIA, by naming awards after such individuals. As such, the “Dr. Fredrick L. Griffin Memorial Award” (recipient selected by the show judging panel), is in recognition of the first NIA President, and will be given for the most outstanding threadless exhibit, in lieu of a standard first place award.
- d. The NIA will present a “NIA Best of Show Award” at National and Regional Shows. The award will be presented to the exhibitor achieving the highest total cumulative score from the judges.
- e. The NIA, at the National Show, may present three special awards:
 1. The “Milholland Educational Award” (recipient selected by the show judging panel). This award is in recognition of Marion and Evelyn Milholland for their tireless work over many years to research and publish information on glass insulators, all of which contributed immeasurably to the growth and enjoyment of the hobby. The award is given for the one exhibit that most effectively achieves an educational theme. Insulators, props and historical explanations must be combined with good showmanship to capture the attention of all collectors and the viewing public. This award may be any exhibit regardless of the category entered. The award is determined and selected as that exhibit receiving the highest cumulative score of all the judges scoring in the showmanship and education portions of the score sheet.
 2. The “Outstanding Service Award” (recipient nominated and selected by the NIA Awards and Recognition Committee). Given to an NIA member who has performed outstanding service for the NIA and contributed substantially to the insulator hobby. The NIA President prepares, distributes and tabulates ballots for this award.
 3. An “NIA Lifetime Membership” may be presented to any NIA member for cumulative meritorious service to the NIA or the insulator- collecting hobby. The Awards and Recognition Committee receives nominations from the membership and delivers the nominations to the NIA President. The NIA President prepares, distributes and tabulates ballots for this award.
- f. The presentation of all NIA category awards and individual club awards will be made on the show floor immediately after the judging and tabulation of scores.
- g. The top NIA awards (Best of Show Award, Milholland Educational Award, Outstanding Service Award and Lifetime Membership Award) will be presented at the awards banquet. In addition, awards to show hosts, People’s Choice award and other miscellaneous awards will be presented during the banquet. Additionally, the winners of all category and club awards would be announced during the awards banquet.

5. Judging Rules

- a. Judges and exhibitors should remember that displays are for the general public as well as for other members of the hobby, so it is desirable to be creative and original, and avoid showing the same exhibit several times without substantial modification. Repetitive showings of the same exhibit should result in a reduced score.
- b. An exhibit/display must exceed a threshold numerical judging score in order to qualify for the “best of category” award. An Adult exhibitor must achieve a minimum score of 75 and a Junior exhibitor must achieve a minimum score of 65. Single exhibitors in any category must achieve the minimum score for their exhibit in order to receive an award.
- c. A tally sheet will be furnished to exhibitors after the judging, showing how the judges rated each exhibit as compared with other entrants in the same category. This will show exhibitors where improvement is needed. The judges will not be identified on these tally sheets.
- d. Judging decisions will be final. Ties will be re-judged.
- e. There will be a minimum of three judges for each category, and a given person may judge more than one category, if qualified. All judges at a National Show should have previous judging experience. The majority of judges at a Regional Show should have previous judging experience. At a National Show the judging panel should include at least one judge from each of the three NIA regions.
- f. A person may not judge any category in which that person or a family member has an entry.

- g. The Awards & Recognition Chairperson (or in his/her absence an Awards & Recognition Committee Member) will act as the Judging Chairperson at the NIA National Convention. The Judging Chairperson, with the cooperation of the Show Host, will determine who will be in attendance at the show, select the judges, supervise them, and tally the score sheets. The Judging Chairperson at the NIA National Convention is not allowed to enter a competitive exhibit.
- h. Judges will be furnished standardized printed scoring sheets by the Judging Chairperson, and
 - 1. Should consider each grading factor separately without regard to other factors, thus making a conscious effort to avoid a “halo” effect, or a tendency to give an exhibit high scores in “Showmanship” and/or “Education” because it is outstanding in “Rarity;” and
 - 2. In an effort to make scoring meaningful, judges should consider starting their scoring with a presumptive number of points. For example, start in the middle of the point range and then mentally adjust their ratings downward or upward as appropriate.
- i. Judging will be accomplished using the NIA’s standard 100- point system. The average of all judges for any given category will be the final score. The standard NIA 100-point system is as follows:

35 Points – Showmanship

- | | |
|-------------------------------|------------------------|
| * Eye-catching | * Public appeal |
| * Good use of go-withs | * Display props |
| * Lighting | * Condition |
| * Category adherence | |

35 Points – Education - Five points possible for each element:

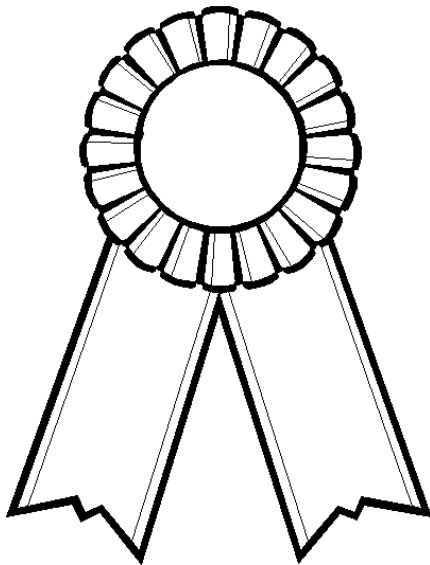
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|------------------------------|-----------------------------|
| * History | * Information |
| * Explanation | * Good use of titles |
| * Labels | * Handouts |
| * Exhibitor biography | |

15 Points – Rarity

9 Points – Variety

6 Points – Originality - Two points possible for each element:

- * **Independent and creative thought**
- * **Freshness of idea**
- * **New or unusual arrangement.**



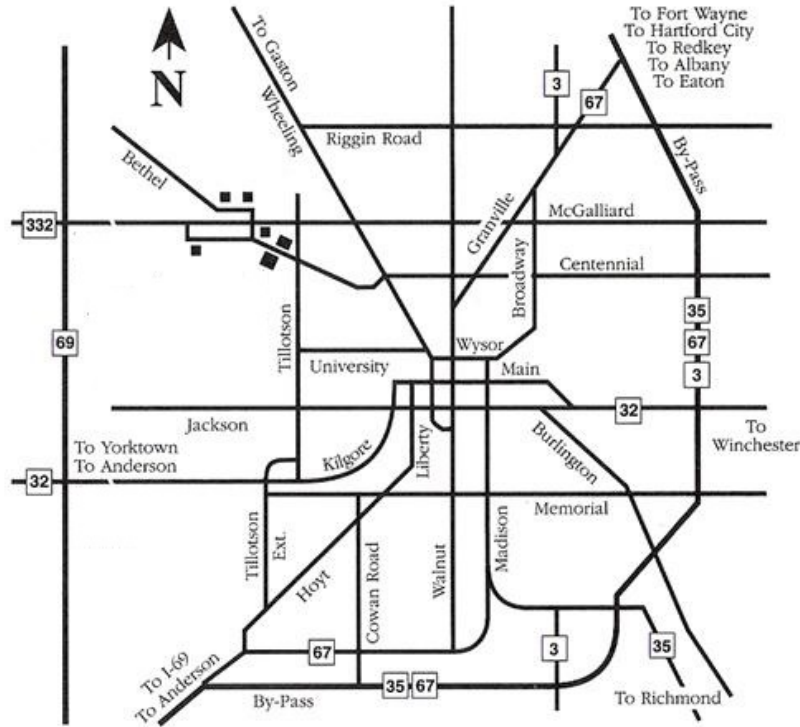
National Insulator Association 46th Annual Convention
July 29-31, 2016
LOCATION



Muncie, IN is located to the Northwest of Indianapolis just off Interstates, I-69 and north of I-70. The hotel and convention center is located in downtown Muncie.



**National Insulator Association 47th Annual Convention
July 29-31, 2016
Getting to the Show by Car**



Coming from I-69 North of Muncie:

Exit I-69 onto Eastbound Indiana State Rd. 332 (McGalliard Ave.). Take SR 332 east and turn Right (South) onto Wheeling Ave. Stay on Wheeling, after crossing the White River, Wheeling will turn into High St. Continue South on High St. to the hotel.

Coming from I-69 South of Muncie:

Exit I-69 onto Eastbound Indiana State Rd. 32 (You will have to proceed through the stoplight at SR 67 to get to SR32). Take SR 32 east into Muncie (about 12 miles). When entering town, Beech Grove Cemetery will be on your left. SR 32 will turn East onto Jackson St. Follow Jackson St. east and turn right onto High St. Continue South on High St. to the hotel.

Coming from US 35/I-70 Southeast of Muncie at Richmond, IN:

Exit westbound I-70 onto North US 35. Take US 35 northwest into Muncie (about 40 miles). When approaching Muncie, take the Muncie/Ball State exit at the intersection of the SR 67 and SR 3 Bypass. This will be 29th St. Continue westbound on 29th St. to Madison St. Turn right (North) onto Madison St. and take it all the way to Adams St. Turn Left (West) onto Adams and take it to High St. Turn left (South) onto High St. and continue South to the hotel.

Further information on air travel, hotel shuttle service, and train travel is located under the “More General Show Information Section.

If you need additional assistance in finding your way to or from the hotel please contact Bob Stahr.

**National Insulator Association 47th Annual Convention
July 29-31, 2016**

LOCAL ATTRACTIONS

The following list is just a few of the many attractions in East Central Indiana. Please contact the venue directly for hours of operation and schedules of events.

Below is a preliminary list of area activities, a more comprehensive list will be developed and appear in the show packets.

Muncie:

Hemingray Factory Plant Tours (Friday, Saturday, Sunday of NIA Show)

Muncie Children's Museum – attached to Horizon Convention Center

Minnetrasta Cultural Center – local museum, gardens, weekend farmers market

E.B. & Bertha C. Ball Home

G. A. Ball Home

Ball State University

 David Owsley Museum of Art

 Atrium Gallery

 Fine Arts Gallery

 Planetarium

 Sursa Performance Hall

 Marilyn K. Glick Center for Glass

Muncie Civic Theater

Muncie Symphony Orchestra

Cornerstone Center for the Arts

White River Greenway

Tonne Winery

1958 McDonald's Restaurant Sign (only 1 of 2 left in country)

AMA National Model Aviation Museum

Prairie Creek Reservoir

Off Broadway Antique Mall

Old 67 Antique Mall

Caldwell Antique Mall & Flea Market

Muncie Dragway Racing

Indianapolis:

Indianapolis Indians Baseball (Minor League affiliate Pittsburgh Pirates)

Children's Museum of Indianapolis

Indianapolis Zoo

Eiteljorg Museum of American Indians and Western Art

NCAA Hall of Champions

Indiana State Museum

Dallara Indy Car Factory

Indianapolis Museum of Art

Other Central Indiana:

Dunkirk Indiana Glass Museum, Dunkirk, IN

Kokomo Opalescent Glass, Weekday Factory Tours, Kokomo, IN