

QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

VOLUME 23 NUMBER 4 SUMMER 1996

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A NOTE FROM THE EDITOR

Believe it or not, summer is here already! Time for the big shows and insulator collecting trips! The final touches are being made for the Long Beach National (see flyer at the end of this issue) and it promises to be another great one! If you haven't made your hotel reservation, don't put it off any longer.

Rick Baldwin, Central Region Vice President, passes on that he received many responses to the survey in the last issue of *Drip Points*: He is in the process of tabulating the results now. Thanks to those of you who took the time to fill out the form.

Also, Ethics Chairman Elton Gish reports that he is wrapping up the election process for the new president. Results will be announced at the National.

Claude Wambold, NIA Executive Director, asked me to report that he has received bids for all the NIA shows for 1997 and the selected bids will also be announced at the upcoming National.

Congratulations are in order for our joint Promotion and Education Chairpersons: They are now Mr. and Mrs. Wiecek!

I didn't receive any love notes or hate mail this period, so there are no letters to the Editor. Hope I'm not scaring any of you (Continued from page 1)

folks off! (This is a rare opportunity to see your name in print - don't pass it up!)

I look forward to seeing many of you again this summer and autumn.....and now....On with the Show!









Tom Katonak

A MESSAGE FROM THE PRESIDENT

ummer, my favorite time of the year. As you grow older, you get to appreciate the warmth!

I can't believe that two years have passed since I took over the duties of President. Time sure does fly!

I want to take the time to go over some of the important points that have happened in these last two years.

Growth: As an organization, in 1995 we achieved the largest total membership

LARGEST TOTAL MEMBERSHIP EVER

ever - 1359 members. My IN 1995, WE HAD THE sincere appreciation goes out to everyone involved in the hobby that helped make this happen. there are a multitude of people

> who are looking for objects to collect worldwide, so why not insulators? In conversations with Eastern Region Vice President Bill Meier, I find that people are scanning the NIA information pages on the World Wide Web (WWW) on their I look for more growth computers. worldwide at a steady rate, plus people in North America deciding that insulator collecting is a good family hobby.

> Education: We try as an organization to keep our members informed, whether it's changes in how our organization functions

or a complaint on the authenticity of an insulator. David and Karen Wiecek, our Promotion and Education Chairpersons. are very close to finalizing plans for production of a video on insulator collecting. This is a tremendous task and my most sincere best wishes go with them - it's been a long time in coming. Complaints on whether insulators are real or fake has been with us since the beginning of collecting. The NIA stance has always been that they will do their utmost to gather as much information as possible on the particular piece in question and publish the findings in Drip Points. It is still up to the individual as to whether they want the insulator for their collection. All we can do as an organization is gather the facts and educate our members. Gish has Chairman Elton Ethics addressed this subject many times in the Drip Points.

In closing, I would like to thank every involved Director, Chairperson or Member for their help in making the NIA work. Remember, we are dedicated to helping the membership. It's been an extreme pleasure to serve as your President.

See you at Long Beach.

Good collecting,

Stephen E. Bobb, NIA #827 President



FROM THE EASTERN REGION

The Eastern Region held some great Spring shows. The CBIC show was described as a "blast"! They had a total of 17 dealers, 5 displays and a walk through of about 70 people.

The YPCIC show (a month later than usual this year) did well in its new location. All 30 tables were sold out, and we also had 5 great displays! The people attending the hospitality suite the night before were treated to some more new finds from the Brookfield Dump. I'm sure you will be reading more about these in the upcoming YPCIC report in *Crown Jewels*.

ICON (Insulator Collectors On the Net) is still growing briskly, with over 175 members now. That's 10% of the people listed in the 1995 CJ/NIA subscriber directory! And, countless other people from around the world are finding out and learning more about insulators from the Web pages.

OVER 175 MEMBERS IN

While you are waiting to "ride the wave" to Long Beach, be sure and "surf on -

ICON NOW!

over" to the World Wide Web pages at http://www.insulators.com to check on the latest show listings, photographs, and insulator news.

See you all in Long Beach!

Bill Meier, NIA # 4322 Eastern Regional Vice President



...DRIP NOTES



- NIA-sponsored insulator insurance is available for your collection. It's a great way to protect your collection from fire and theft (See the ad on the inside cover of this issue.)
- Don't miss the Long Beach National: July 19-21, 1996. Make your travel plans now!
- MOVING?? Please send your new address to Joe Beres: Don't risk missing your copy of the *Drip Points*!
 - Tell your friends to pay their 1996 Dues!
- If you need anything with an NIA logo on it, now is the time to order: Use the order form at the end of this issue.

FROM THE CENTRAL REGION

Tow that winter has departed (and that's still up for debate here in the Cleveland area!), it's time to start focusing the priorities on such things as planning summer vacations, getting the yard in shape, having cookouts and making plans to support those bottle and insulator shows that are now sprouting up all over the country! I hope that many families from the East and Midwest are planning on vacationing in sunny California this July and attending the 27th NIA National in Long Beach. Dave and Dwayne are doing an outstanding job to make the experience worth your while!

I wish to thank all of the members who took the time to complete and return the 1996 NIA Membership Survey. The return rate of about 21% was lower than I had hoped for, but from those responses, we are learning a great deal about the membership. The survey was not intended to be a "bean-counting" exercise nor to define perceived accomplishments, but the inputs and feedback will be very valuable in defining future programmatic and administrative needs for bettering both the organization and the hobby as a whole. There are many issues of concern in the hobby right now, and I'm going to pass on some personal thoughts about a few of them in the next couple of paragraphs.

With growing concerns in the insulator and bottle collecting hobbies, and in the antique collecting arena in general, about potential the influx of fake and reproduction items, the best answer is knowledge the of subject. and remembering the old adage "Buyer Beware." At a recent Ohio show, I was unhappy to see new, young collectors leery about purchasing such items as

purple Diamond ponies and SCA "bullets," and I was embarrassed to have to convince them that the colors were not due to recent alterations. Each collector has to be proactive, not passive, in arming himself with information. Don't assume that others will provide you with essential facts. Be your own "reliable source."

But equally important to the above, the NIA and the insulator clubs at the local level have to gather and disseminate the facts to the best of their abilities, and to decide whether or not they endorse these items by allowing their public sale at their shows or by highlighting them in their publications. The NIA is the window to the world of insulator collecting, and we do not want to give a distorted view to many new and non-collectors who are just getting interested in the hobby!

Another important issue is how we as an organization and as individual collectors respond to and adapt to changes that have taken place in our hobby (and in most others) over the past three decades. Back in the old days, it seemed that the focus was on the hunt. There was camaraderie, as the fellow collectors searched out the rarities, traded duplicates with each other, and "shared" in the search. Many will agree that things have changed, and that today, it's a big business and that entrepreneurs have taken the hobby part out of it. This issue is closely coupled with the issue of how can we keep and stimulate a new collector's interest in the hobby?

To help sustain our hobby in the future, I think that we all agree that we need "new blood" in the hobby. This does not mean that we need to take advantage of new people, or just to have the opportunity to get "more stuff." Remember the

WE NEED TO PROMOTE THE

INSULATOR HOBBY FOR WHAT

AND FULFILLING EXPERIENCE!

IT IS....AN ENJOYABLE, EDUCATIONAL

enthusiasm and curiosity that you had when you first got involved in the hobby and, also, how important your initial encounters with veteran collectors were? As you've "graduated" to more challenging and/or expensive items, do you show enthusiasm to a brand new collector, who is collecting what you consider to be inconsequential, beginners-type stuff? Have you made a real effort to help others along in the hobby, or have your efforts been geared towards the development of your own collection, sometimes at their expense?

There are many things that we need to do to recruit and develop the "farm system" that being our shows, our clubs and our members - for our "major league" organization. We need to encourage the

casual observers and to_ get their attention through effective promotion. We need to encourage the novice collector to become knowledgeable and enjoy the hobby! We need to be more hobby-oriented and less profit-motivated

as we help develop these people's interests. We need to change our attitude and to get our act together! We need to promote the insulator collecting hobby for what it was, is and can be...and that is an enjoyable, educational and fulfilling experience!

Change in the hobby has also been influenced by modern technology, and we are beginning to see examples of this in how we present knowledge (for example, in show displays) and in how we communicate with fellow collectors. The INTERNET is an example of a very positive change in bringing collectors together within the hobby, but we must be

cognizant of some of the issues that it creates, also. Probably the majority of our members do not have access to the Net as a source of communications, and it would be unfair to inadvertently exclude them from opportunities to acquire items for their collections as a result of selling and trading being done exclusively over the Net. It would be in everyone's best interest to exercise equal opportunity to all when advertising, so please consider supplementing a posting on the Net with a magazine ad or a notification of a list being available.

Recently, there have been suggestions made that one can identify possible recently-irradiated (purpled, etc.) bottles and insulators by exposing them to heat in a oven for several hours or to strong

sunlight and observe

if they lighten in color. "Dr. Rick" suggests that you do not try this, as it is not an unambiguous test! I won't go into the chemistry here, but - "bleaching" by heat is

a normal reverse process for naturally colored or "sun-colored" glass, as well as for certain minerals and for some other man-made colored glass, depending upon its properties. The colors that we perceive in these classes of materials are due to the excitation of electrons that are present, and the specific colors are dependent upon many factors, such as the types of "ions" present and the nature of their surroundings. For example, the mineral beryl can be colorless, yellow, green or blue, depending upon its specific composition and upon whether it has been exposed to heat or to ionizing radiation.

(Continued from page 4)

Over the past year, I've tried to use my *Drip Points* column to pass along knowledge and, hopefully, useful information to the readers, with less emphasis on show and/or personality reports. I hope that the readers have found this intention to be desired and appreciated. If a different "mix" is desired, please let me know!

Rick Baldwin, NIA#336 Central Region Vice President



FROM THE WESTERN REGION

for your support and friendship. You are what makes our hobby so great! As my current term ends, I look forward to seeing you at shows in the future where we can share good times, swap exciting tales and tell outrageous stories. A new NIA Vice-President for the Western Region will be announced at the National in Long Beach, and I urge you to give your support and help to the person taking my spot.

Speaking of good shows:

Don't forget the NIA National Show in July! It's gonna be <u>great</u>! Dwayne Anthony ((909) 888-6417) or Dave Hall ((310) 834-6368) can give you full particulars about this show. If you come out, you'll be able to see some of the new discoveries that have been found out west lately.

On August 3, the NOR-Cal Insulator Club will host it's annual get-together in Auburn, CA. Call Pat Patocka ((916) 663-3681) for more information.

September 28-29 will find the Enchantment Insulator Club hosting their Fall show in Albuquerque, NM. This show

has grown so much and gotten so popular that the Club has been forced to look for larger and larger locations. Call Tom Katonak for all the latest info ((505) 898-5592).

The long-running Bakersfield, CA show comes around on November 1-3. this is always a huge show with good attendance and good stuff. For additional data, call John Mantz ((805) 397-9572).

Finally, the old prospectors come out of the mountains once a year to attend the 49er Bottle Association show on December 7 in Auburn, CA. You can find out more particulars by calling Pat Patocka at (916) 663-3681.

Happy hunting to you all,

Grant Salzman, NIA #1785 Western Region Vice President



FROM THE NIA HISTORIAN

he NIA is embarking on an ambitious project. We are creating a "Video Lending Library" so that our members will be better able to keep up with insulators and the insulator collecting hobby.

The first tape in our library is a video of the 1995 National Show held at Marlboro, Massachusetts, July 14-16, 1995. This video was produced by Joe Maurath Jr. of Abington, Mass. and is available to NIA members as a loan-out.

As our library grows we hope to receive insulator educational tapes. These tapes could be used to bring novices into the hobby and further educate collectors about specific insulators within our hobby.

We are encouraging members to make video tapes for the library. A tape could document a local insulator show, it's participants and displays, or show an

individual's collection along with a narration about the collector and their collection. A tape could also be produced to educate collectors and novices.

WE ARE ENCOURAGING

MEMBERS TO MAKE VIDEO

TAPES FOR THE LIBRARY

about specific CD's, insulator companies, insulator history, etc. As you can see the possibilities are endless.

Send your tapes to me!

James Garrity, NIA #44 Historian

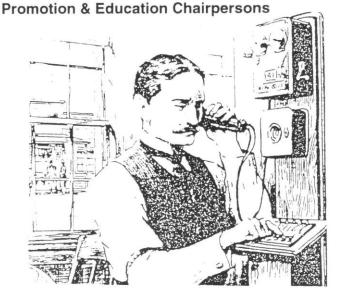


PROMOTION & EDUCATION

t has been a busy past couple of months for Karen and personally. We got married on Mav and I sweated out an outsourcing announcement at work that was finally made on May 3rd. I am glad to say that I am still employed and happily married. We have fallen behind as to where we would like to be at this point with the video project. The script is nearly complete but we have been finding it hard to find the time to wrap it up. We have set a goal as the end of May for when we would like to finish the script and mail it out to the Board of Directors for review. We have also been unable to obtain any local voluntary help for the production piece of the video. The alternative is to hire someone which potentially could become expensive. Not media experts ourselves, we are looking for help as we enter this piece of the production. We are still striving to complete the project by the National and we will keep you posted as to our progress.

To all, the best collecting has to offer in 1996.

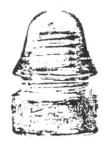
David R. Wiecek, NIA #3225 Karen M. Wiecek, NIA #4672



A NOTE FROM PRODUCT MARKETING

By the time you read this, it will probably be too late to order name badges for the National, so I hope all of you who wanted them have already spoken! We will have a complete assortment of tee shirts, patches, mugs, as well as the new items (sweatshirts and the popular NIA hats) available at the National. Buy them at the show and save on the shipping!

Jill Meier, NIA 4323 Product Marketing Chairperson









CHANGE OF ADDRESS

When members don't send change of address notices to Joe Beres, the following sequence takes place: The *Drip Points* is sent to the old address and returned to the delivering Post Office. They copy the front mailer on the newsletter, slap on a yellow forwarding address, throw the actual newsletter out, send the copied front page to the *Drip Points* Editor in Corrales NM - postage due. The Editor sends a EMAIL message with the forwarding address to the Membership Chairman in Cleveland OH who, in turn, changes his records and sends out a new *Drip Points* to the new address.

COSTS OF THESE TRANSACTIONS:

Original Drip Points	\$1.00		
Bulk mailing	.28		
Postage due return	1.00		
2nd Drip Points	1.00		
1st class remailing	55		
	\$3.83		

There are variations in this cost trail, (e.g. postage due varies from .50 to \$1.50). But it may make you think twice before saying - "Don't bother, they'll forward it."

L. Katonak Editor's Assistant



NIA ETHICS

he last two Drip Points have included warnings about Larry Richards in an effort to reduce the risk of having additional NIA members becoming involved in insulator sales fraud with him. When a member is expelled from the NIA, our guidelines call for a notice about the individual to appear in four consecutive Drip Points. This is the third such notice. Even though Larry has paid off all of his previously known outstanding debts to collectors, it is still recommended that any transaction with him be handled either face-to-face or you ask to receive the insulator purchased or sale money before completing the transaction.

I just received a letter from a member who told me that Larry still owes him \$175 from a transaction they had many months ago. I haven't had a chance to contact Larry, but I do expect he will make good on this debt.

It is important to report fraud or other ethics problems in a reasonable length of time. This will give you the best chance to recover your loss, and it definitely helps with matters of misunderstanding. The

longer two parties go without talking the greater the chance for memories to fade from the truth.

Please let me know if you ever have a problem with an insulator transaction. All I ask is that you make all attempts to resolve the matter first (in a rea-sonable time). lenath of Sometimes a phone call can clear up a simple misunderstanding. CAN CLEAR UP A SIMPLE When all else fails, we several have alternatives that have

SOMETIMES A PHONE CALL

MISUNDERSTANDING

proven successful in recovering money or insulators in fraud cases. If you give up and write off your loss to experience, you have no chance of recovery and you may be allowing that person to take advantage of other collectors. Happy Collecting!!

Elton Gish, NIA #41 NIA Ethics Chairman







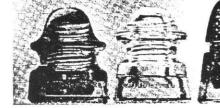
A NOTE FROM THE NOMINATIONS CHAIR

hey're off! There goes Jimmy Burns, there goes Rick Baldwin, and there goes Patti Norton......they're going into the stretch now...... And, the winner is......to be announced at the annual membership meeting at the National Show in Long Beach. Be there! We have a three-person run-off going for the office of NIA President. Be sure to attend the meeting to find out the results.

I would like to take this opportunity to thank all three of the candidates for offering to

take on such a hard job!

Ron Norton, NIA #5150 **Nominations Chairman**

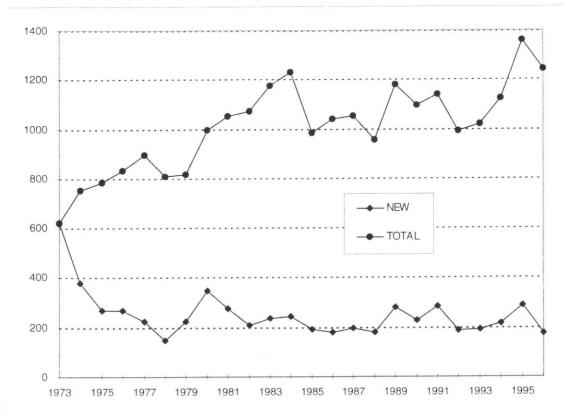






MEMBERSHIP STATISTICS





ere's an intersting chart showing the NIA membership trends over the years. I L took Membership Director Joe Beres' statistical file and plotted it to get the chart shown above. Looking at the Total Numbers (upper graph), the straight line approximation indicates that, on average, we are have an increasing NIA total membership of about 25 members per year. Looking at the lower graph, we can see that new memberships remain about the same on a yearly basis. The average longterm yearly new member rate is 228 per year. The downturn in both categories for 1996 will likely be reversed by the time all the new memberships come in from those folks planning to attend the National and "just haven't gotten around to paying their dues yet"; so it is possible that we will approach the total membership record of 1359 set in 1995.

Ed.













1995-96 FINANCIAL REPORT NATIONAL INSULATOR ASSOCIATION QUARTER ENDING 3/31/96



Beginning Balance-General Fund Education & Promotion Account

9742.74 1556.00

Revenues

 Donations
 0.00

 Interest
 0.00

 Membership Dues
 2959.00

 Miscellaneous Income
 0.00

 Product Sales
 257.50

Total Revenues:

3216.50

General Fund Expenses

A Lord Color	0.00
Advertising	
Bank Charges/Taxes	0.00
Marketing Products	24.00
Misc. Postage	259.35
Misc. Printing	0.90
Misc. Supplies	7.90
Misc. Professional Services	0.00
Crown Jewels Rebates	59.00
Drip Points Printing	745.29
Drip Points Postage	212.31
Show Advertising Subsidy	0.00
Show Awards	0.00
Stationery Supplies	0.00
Telephone	84.41
Special Projects	0.00

Total Expenses:

1393.16

Closing Balance, General Fund: Education & Promotion Fund Balance Total Balance on Hand 11566.08 1556.00 13122.08

CAM CO S.

YOU ARE CORDIALLY INVITED TO ATTEND...

THE NATIONAL INSULATOR ASSOCIATION'S

27TH ANNUAL NATIONAL CONVENTION SHOW & SALE



LONG BEACH RENAISSANCE HOTEL

111 EAST OCEAN BLVD., LONG BEACH, CALIFORNIA (CORNER OF OCEAN & PINE)





SAT. 9 a.m. to 4 p.m. SUN. 9 a.m. to 3 p.m.

N.I.A. MEMBERS ONLY ON FRIDAY, JULY 19, 9 a.m. to 4 p.m. (N.I.A. MEMBERSHIP APPLICATIONS ARE AVAILABLE UPON REQUEST)

INSULATORS & RELATED ITEMS, PLUS VARIOUS OTHER CATEGORIES OF TABLETOP COLLECTIBLES

LUXURIOUS HOTEL ACCOMMODATIONS AT SPECIAL DISCOUNTED RATES!

POOL V JACUZZI V SAUNA V EXERCISE EQUIPMENT V DELI - GOURMET RESTAURANT - COCKTAIL LOUNGE -EASY ACCESS TO NEARBY BEACHES FOR SWIMMING, FISHING, CRUISES, THE QUEEN MARY, ETC.

ADMISSION IS \$2.00 PER PERSON FOR ALL THREE DAYS!

FOR ADDITIONAL INFORMATION PLEASE CONTACT:

DWAYNE ANTHONY 1066 SCENIC DR. SAN BERNARDINO, CA 92408-1818 (909) 888-6417 FAX (909) 885-5901

DAVID HALL 1157 MC DONALD AVE. WILMINGTON, CA 90744-3333 (310) 834-6368

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1995-1996 NATIONAL INSULATOR ASSOCIATION

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1995-1996 NATIONAL INSULATOR ASSOCIATION

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EMAIL: drw@attmail.com



Jill Meier, NIA # 4323 Product Marketing Committee 103 Canterbury Court Carlisle, MA 01741-1860 (508) 369-0208

NIA LOGO ITEM ORDER FORM

~~	Quantity	,		Price	Amount		
NIA LOGO	go	XXLg (Plea	light blue, 100% cotton Lg XLg se note: \$1.00 extra for XXLg) gray, medium-weight, 50/50	\$13.00 \$14.00			
	₹NEW.	Sm Med	d Lg XLg	\$20.00			
			se note: \$2.00 extra for XXLg)	\$22.00			
NEW NEW	FNEWZ	NIA Caps	gray with 5-color logo	\$10.00			
	ZIVEVY	NIA Mugs	white with 5-color logo	\$8.00			
		Patches	light blue w/ 5-color logo $(3\frac{1}{2}$ " x $2\frac{1}{2}$ ")	\$4.00			
		Decals	light blue w/ 3-color logo $(2" \times 1^3/4")$	\$1.00			
HSULA OR ANDRE		Name Badges	white with blue letters, green and brown logo	\$11.00			
				Subtotal			
	Please ad	d \$3.00 for the firs	Shipping				
National 10	and \$1.00	1.00 for each additional one of these items Tota		al enclosed			
INSULA OR Association		(Please make check or money order in U.S. funds payable to National Insulator Association)					
4	Name						
	Address						
	City/Sta	City/State/Zip					
	Telepho	one No.					
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Name							
City			State		Rev 10/95		