

Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

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In this issue of *Drip Points*:

- ♦ A Note from the Editor ... Kevin Jacobson
- ♦ From the President ... Tom Katonak
- ♦ From the First Past President ... Steve Marks
- Regional Reports... Howard Banks, Ed Peters, Ken Willick
- ♦ From the Nominations Chair... Jack Roach
- From the Secretary ... Robert Stahr
- Candidate Bio Information ... Larry Novack, Dudley Ellis
- ♦ Historian Note... Rick Soller
- ♦ From the Authentication & Classification Committee ... John McDougald
- ♦ From the promotions Chair Bob Merzoian
- ◆ From the Awards and Recognition Committee ... Bill Meier
- ♦ Altered Insulators Report ... Dwayne Anthony
- ♦ Financial Report ... Dudley Ellis
- A letter to the Editor ... Lee Brewer
- ♦ Product Marketing ... Carolyn Berry
- ♦ Membership Director ... Joe Beres

A NOTE FROM THE EDITOR



Hello everyone. To my knowledge, this is the largest edition of the *Drip Points* ever. It's certainly the largest one I have put together. There is a lot of great information as always, including announcements on the new Eastern Region VP and the new NIA President.

Jack Roach has more on this and

there are Bio sheets on the two folks who were candidates included in this edition. Before you get upset that you missed an election or didn't get a chance to vote, both these candidates ran unopposed and therefore they win by acclamation and the voting process is not necessary

On a different note, there is a lot of good information from Dwayne Anthony on Altered Insulators and some corresponding photos in the Color Insert. Everyone should read this to become more aware of what is going on and to keep from wasting your hard earned dollars on altered garbage.

I was at the Quartzsite Arizona gathering twice this year. For those of you that don't know about this, it is probably the worlds largest park-and-swap that runs for about 2 months every year. I believe it was originally started as a Gem and Mineral show, and that part of it still survives, but you can buy most anything else there as well.

This includes plenty of nuked purple insulators. Unfortunately, of all of the insulators I saw in purple, I cannot say for sure that any were real. I do know I saw a lot of garbage that I might have fallen for in my earlier collecting days, so buyer beware and buyer be educated. On the plus side, other real insulators show up there as well. This includes an EC&M a couple of years ago, one of the real ones at that!

Kevin Jacobson, NIA #6720 **Information Director**

A MESSAGE FROM THE PRESIDENT



A hearty "hello" out there to all you NIA members! I sure hope spring isn't far away! It's been pretty dismal for insulator hunting around the country with all this wintry weather! I guess it's a good time to catalog insulators and get stuff ready for the many upcoming shows this spring and summer.

Speaking of shows, we have been making progress in the selection of upcoming Regional and National shows. The 2004 Eastern National is well on track for New Kensington, PA on July 23-25th. And we are expecting bids shortly for the 2005 36th NIA Convention to be held in the West. On the 2004 Regional Show front, we have selected the bid from Mike Green for the Western Regional, to be held in Denver Colorado, August 27 - 29, 2004. Mike has secured a great venue at the Denver Marriott Southeast and table sales are moving along briskly. For detailed information, go to http://home.earthlink.net/~n2glass/ NIA2004.htm. Be sure to check out the schedule of events: This looks like it's going to be a great show! We still don't have any bids vet from the Central Region for a 2004 event, so here's an opportunity for clubs in the CR to come up with an event to be proud of. Contact CR Vice President Ed Peters

and discuss your ideas. Further down the pike, we have a couple of folks working possibilities for the 2006 Central National.

Now to the "theme topic" for this issue. Over the past couple of years, the NIA has been putting a lot of attention on imitation insulators...particularly the fake reproductions that have appeared on the West Coast. We're happy to report that, as a result of our publicity, the sales of these items have essentially ceased. We turn our attention in this issue to a more difficult area of fraudulent activity – the continued spread of altered insulators.

First some definitions. Altered insulators are original pieces that have been intentionally changed from their originally manufactured condition. Such changes can be due to mechanical alterations, heating effects, painting or dying, reglazing for porcelain insulators, non-factory carnival coating, and irradiation. The NIA has deemed

On the 2004 Regional

Show front, we have

selected the bid from Mike

Green for the Western

Regional, to be held in

Denver Colorado,

August 27 - 29, 2004.

such items to be objectionable to the best interests of hobby. the Definition details may be found in the Code of **Ethics** section of the

NIA Handbook.

All of these alteration processes have been around for years. Probably the earliest alterations were mechanical in nature and consisted of grinding/polishing to change the embossing, and cutting/re-gluing to modify the shapes. Examples date back to the late '60s. Not far behind were the color changes in insulators brought about by heat-treating.

Particularly notorious examples are the WGM pieces that have turned a deep burgundy and the purple Californias that have been altered to yellow through this heat treating process. Reglazed porcelain insulators were also known as early as the mid-70's. The process involves the application of standard ceramic glazes to existing pieces that are then re-fired in a kiln. This can produce glazes of high quality, which are difficult to discern as non-authentic.

The painting or dying of insulators is also not a new phenomenon. I can recall seeing beautiful red colored Pyrex 128s when I first got into the hobby in the early '80s, and I can remember the fake carnival glass from the same era. Of major concern in this area is that stained insulators have become markedly more prevalent over the past two years, with dozens being offered for sale on eBay. The craze seems to have caught on as there are now around eight people making these things and auction-

ing them
(including
one guy right
here in my
hometown of
Albuquerque!) The
bad news on
these things
is that many
of these new
pieces are col-

ored extremely well, and the stain is baked on in such a manner that they do not yield to the standard "scratch test". One would think that such a thing as a stained insulator could fool nobody, particularly when the colors are so outrageous! Not necessarily so: Last year a collector in Colorado purchased a golden amber 143 Can-Pac from a British Columbia eBay dealer for \$350 dollars and was

(Continued on page 3)

unaware that it was bogus until I showed him. The good news about the stained stuff is that the eBay sales have dropped off dramatically in the past few months. It can't be long before the "stainers" give it up if there's not a profit to be made. Having said that though, the dozens of pieces that have been sold will be around to haunt the hobby for years to come.

Finally, let me mention the situation with irradiated insulators. Again, this is an old idea that has become much more of a threat in the past few years. The brownish amber CD 155s were some of the early "nukes" in the hobby, as well as the sapphire blue CD 145 Postals and the indigo blue CD 162.4 1678s, all done in the 1970s. Early sources of the colorchanging gamma radiation were thought to be at one or more of the National Laboratories. In more modern times however, since commercial fruit and vegetable growers have accelerated the use of radiation devices to kill pathogens on fruits and vegetables, there has been a ready source of gamma radiation to discolor insulators, bottles and other glassware. Color changes due to radiation is one of the areas where the NIA has concentrated our efforts and we've methodically performed experiments on quite a number of pieces. Our rotating display on altered colors in glass insulators has now been seen at nearly 30 shows over the past five years.

Two NIA members in particular have been extremely proactive in educating the hobby about altered insulators. In the late 1980s, Mike Guthrie produced a booklet entitled "A Handbook for the Recognition and Identification of Fake, Altered and Repaired Insulators". Later, this was republished with

color photographs as part of a *Crown Jewels* issue. Dwayne Anthony followed this up some years later with a major article called "Fake and Altered Insulators, Artificially Induced Colors". Both of these documents have been major educational source for the hobby. If you've never seen them, or haven't reviewed in a while, you will find them both on our website, "nia.org". Dwayne Anthony continues to head up the NIA research effort on altered glass.

In this issue, Dwayne Anthony updates the subject of artificially induced colors with some new color photographs of more recently acquired specimens. In addition, First Past President, Steve Marks demonstrates why it's a bad idea to buy altered glass for our collections. And finally, John McDougald, Chairman of the Authentication and Classification Committee gives us an update on some of our authentication research activities.

Fortunately, our education program seems to be working – at least within the NIA. We have had relatively few cases of NIA members being "burned" by altered insulators. The majority of problems tend to be with non-NIA collectors purchasing stuff on the Internet sites without doing any homework first.

Having said all this, the perplexing problem of <u>actually proving</u> that an insulator has been altered due to heat or radiation is still with us. There are still many cases where we just have to say, "this piece is suspect, but we don't know for sure". This makes it quite difficult to go after those dealers committing fraud by intentionally selling altered insulators as authentic pieces. We continue our efforts in this area, but we still have a lot of work to do.

In the meantime, what can you do? First, brush up on the material we have on the NIA website...and tell your friends about it! Help out our education efforts! And when you see that beautifully colored piece for sale – the one in that weird new color that no-one has seen before...that seems just too good to be true...think twice before you buy it because it probably is!

One final comment on this topic: The NIA needs a couple of volunteers with degrees or backgrounds in the area of optical, glass, and/or solid state physics to help in the analysis of recent test results from one of the testing laboratories. If you have these credentials, give me a call and lets discuss the project.

I look forward to seeing many of you again at the NIA Shows this year. Remember, my phone is always "open" for new ideas and suggestions.

Tom Katonak, NIA #3567 NIA President

FROM THE FIRST PAST PRESIDENT



In my opinion, the most serious threat that imitation insulators pose to the hobby, is resale to future novice insulator collectors. Let's take the example where a well-Intentioned collector irradiates some pieces with the intent of "conducting some research." Let us suppose further that the collector then shows the pieces to other collectors at shows or club meets and discloses to observers that the pieces were irradiated. However, after "the show", the collector just places them on his shelf with the collection where they remain for several years. When people visit he points out to them that the pieces were altered, but still, he does not bother to permanently mark them. Years go by and the collector passes away. The pieces pass on to his/her heirs, or are sold in an estate auction. The pieces end-up at a show or in an antique shop. They have come from "a long time and knowledgeable collector." Thus, no one suspects anything but that they are genuine. The result is a \$1 piece that was changed into a \$500 loss for the new collector, and a tragedy for the hobby in general.

The NIA Code of Ethics requires that imitation or altered insulators be <u>permanently marked</u>.

"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.

The NIA's Authentication and Classification Committee conducts its research under highly controlled conditions, and only after obtaining permission from the NIA Board of Directors. Controlled testing is the only way to protect collectors and make valid comparisons with known and suspected imitation pieces. An outstanding example of controlled testing was the work done by Dwayne Anthony and Mike Guthrie on their altered insulators educational display. This display, which the NIA pays to have shipped to various shows each year, demonstrates in detail the steps taken to not only create and reverse effects on insulators, but also demonstrates the best type of permanent marking, i.e. cutting the insulators in half.

Please, if you have the urge to experiment on your own, or have a genuine desire to help the NIA and/or the hobby in general with imitation insulator research, please do so in connection with the NIA's Authentication & Classification Committee.

In other news, Melanie, Sam and I will have moved to Richmond, Virginia by the time you read this! We are very excited about this change. Melanie and I had moved to Arizona in 1996 after falling in love with the desert during our

honeymoon in 1995. We had eight wonderful years in Scottsdale and Anthem. We made many new friends as Charter Members of the Grand Canyon State Insulator Club, and as hosts of the 1999 NIA Scottsdale National Show.

Our business exceeded all our expectations (ranked #4 in the country). After Melanie's knee injury we sold the business, and trained the new owner last October. We took November and December off to visit family in NJ, PA, NY, MD and VA, and to enjoy the holidays (something we had not done in years because of our business commitments).

With Sam approaching school age, we turned our attention in January to moving to an area with better schools and college options. Recently, we have also become increasingly concerned about life "in the valley" in general. In just the past eight years we saw the population go from approximately two million to five million. Housing in Scottsdale went from \$120/ sq. ft. to \$170. And, sales tax from 6% to over 8%. It is also becoming more expensive to do business there. Many people are comparing Phoenix to LA! Much of the wide-open desert we had come to love has been paved over.

We found Richmond to have a mild climate (compared to the Northeast's winters and Arizona's summers), a favorable business environment and a lower cost of living. We can't wait to set-up our new home this month and start to become involved again with our long-time east coast collector friends. We are going to miss our GCSIC "family" but look forward to seeing them again at major shows.

Steven Marks, NIA #4951 NIA First Past President

FROM THE WESTERN REGION



HATS' OFF TO THE CURIOUS....

"Curiosity killed the cat", an old saying goes.

But I say, curiosity goes a long way toward making a successful insulator collector. That, and a good dose of boldness, patience, persistence and hard work.

While this article is a tribute to one particular collector, it is also a tribute to everyone in the hobby who's ever been curious about this or that. Collector Denley Bryson just typifies all of you.

My story begins with the Auburn, California insulator show December 6, 2003. Auburn has a reputation for being an event where great stuff "walks" in the door.

That's probably because the show attracts an absolutely huge crowd every year, thanks to the wonderful nurturing the event has received from host Pat Patocka.

Denley reports overhearing a bottle collector talking about finding a hole in her back yard with insulators in it. After waiting until every-

The total now is up to 218

(two-hundred-eighteen) M-

2795's... all from holes in the

ground each about the size

of a refrigerator.

one was gone, he approached the woman and asked more questions. She explained she was digging

for bottles when she found insulators that were porcelain on the top and glass on the bottom. These would be what collectors call "gutter tops" because they actually have rain gutters to drain water away from the cross arm. They are identified in porcelain insulator books at M-2795's. Mint examples have sold for \$900 apiece or more.

Trying not to get too excited, Denley asked if he could take a look at them sometime. She asked him for his phone number, and then started to leave the show after getting it.. Fortunately, Denley decided to be bold, and he approached her again in the parking lot. This time he asked for her phone number, fearful she might never call him.

Denley waited a week, and she sure enough she didn't call. So he called her, eventually being invited to her home. The result has been weeks and weeks of digging. He

found two holes with gutter tops in them. The total now is up to 218 (t w o -

hundred-

eighteen) M-2795's... all from holes in the ground each about the size of a refrigerator.

Denley recruited Paul Greaves to help him with the dig. He anticipates that each of them will end up being able to restore about a dozen of the insulators apiece. The rest are broken up too bad.

As springtime approaches, keep you ears open and act on your curiosity. You just never know what treasures await you.

Howard Banks, NIA #900 Western Region Vice President

...DRIP NOTES

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

FROM THE CENTRAL REGION



Hello Fellow Collectors,

In this issue of Drip Points I'd like to cover show reports and the value that they have.

The show host of an NIA sanctioned show is required to submit a "simple report of the conduct of the show (including any difficulties experienced and suggestions for better rules in any area) and submit this to the NIA office within 30 days after show." (NIA Show Rule number 17.) This is true for National and Regional shows, although we rarely see them for the Regionals.

The idea and purpose of this rule is to permit future hosts and the NIA board to learn from the previous shows, and see what went right and what can be done better. The goal is to make each show better than the last, and help future show host's benefit from your experience.

At minimum, a show report should contain the attendance numbers, a spreadsheet that shows the shows income and expenditures and a summary of the shows highlights. It should also include anything that didn't quite go as planned, and any recommendations that the show host thinks could have been done better if they could.

For hosts that are computer savvy I would like to take show reports a step further. Some of the things I'd like to see including the above are electronic copies of all documents used to plan and advertise the show. These would include sales and exhibitor table layouts, press releases, newspaper advertisements, the show directory, a copy of a blank dealers and exhibitors contract that was used, banquet menu anything that was

done electronically would be included on a CD. Having the documentation available to future hosts would help them from having to recreate forms and press releases from scratch.

Another thing that I'd like to see are pictures of each display, and the show hall during the show. Or anything that might be of interest to future show hosts.

This is only a recommendation not a requirement, and I don't think that it should be required. Not everyone is a computer "geek", and the last thing we should is intimidate a potential show host. But to preserve the flavor of a show and help future show hosts I believe that it would be of help.

I'm looking forward to a summer full of insulator shows, and I hope to make the Wheaton, IL and Hawkeye Insulator show in Tama this year.

Happy Collecting,

Ed Peters, NIA #6300 Central Region Vice President

FROM THE NOMINATIONS CHAIR



Well another year has passed

since we last were begging for persons to run for NIA positions. This year was another session of arm twisting. We have two wonderful candidates for the two open positions now. The open positions are NIA PRESIDENT and EASTERN REGION VICE PRESI-DENT. Dudley Ellis was the only person agreeing to serve as President as was Larry Novac willing to devote time to serve the NIA in the Eastern Region post. A rich round of applause for these two faithful and caring candidates. Since they are the only candidates that volunteered to run, they will be elected by acclamation. Their Bio's and goals for the future are included in this issue of DRIP POINTS. See you at a show in the near future and at the National.

Jack Roach, NIA #4156 Nominations Chairman

FROM THE SECRETARY



NIA ANNUAL GENERAL

MEMBERSHIP MEETING –

June 27, 2003 – Holiday Inn Hotel Springfield, OH...

Board and Chair Members present:

Tom Katonak, Bob Stahr, Kevin Lawless, Kevin Jacobson, Howard Banks, Ed Peters, Dudley Ellis, Rick Soller, Ken Willick, Joe Beres, Bob Berry, Carolyn Berry, John McDougald, Sandy Ellison, Jack Roach.

Members Present:

Approximately 70 Members in addition to the Board & Chair members listed above.

President Tom Katonak called the meeting to order at 5:03 PM EDST he reported on this years projects. The projects included further work on the Authentication & Classification Committee's work on suspect insulators, renewal of the NIA Show Insurance program at increased costs, solicitation of show bids, and the creation of a new show hosts handbook.

Bob Stahr was then introduced as the NIA Executive Secretary. He reported on the corporate status of our organization and indicated that the NIA Treasurer's Report was filed with the Arizona Corporation Commission. Bob then asked for a motion to adopt the NIA General Membership Meeting Minutes from the 2002 NIA National at Fort Collins, CO. Bob called for someone to motion; it was motioned and seconded, and all members in the audience were in agreement to adopt the minutes.

The Treasurers Report was presented by Dudley Ellis. Money has been tight, but he has managed to balance the budget this year. We have received donations of \$550 this year. The full report will appear in the next issue of "Drip Points."

Joe Beres gave a membership report. As of today, we have about 1,530 active members. New members for today were about 25 with about another 28 renewals. Membership has been consistently hovering at this level for the last couple of years.

Information Director Kevin Jacobson talked about *Drip Points* newsletter production and talked about sending of the *Drip Points* newsletter s via E-mail. Currently about 75 newsletters are being sent via E-mail. This has reduced the cost of postage and printing costs. Members receiving the newsletter via e-mail have really enjoyed getting the newsletter with color photographs.

Nominations were discussed by Jack Roach. Ed Peters was elected by acclamation (unopposed election) for the Central Region. The President's position will be up for election this coming year as well as the Eastern Region VP. If anyone is interested in running for any of these positions, you need to get your

resume into Jack by January 1, 2004.

Rick Soller, Historian, was next, and he reported on his ongoing search for a museum that the NIA would like to team up with as a host for an insulator museum. He is suggesting that we work with several museums rather than limit ourselves to just one. Rick also continues to acquire items for the archives and welcomes input from the general membership.

Bob Berry gave a report from the Research and Education Committee. Most of Bob's time has been spent continuing to update the NIA's website www.nia.org. Much work has been spent on updating the "insulator time-line" at the website. He will continue to add items and is looking for input from the membership.

Carolyn Berry gave an update on product marketing. Some new and improved items are available. The NIA made a good profit last year and anticipates doing well this year too.

Sandy Ellison reported on the Awards and Recognition Committee. All the awards are here at the show and will be presented to the recipients at the NIA Banquet. All previous show hosts for NIA Nationals have received their permanent plaques to recognize their contributions to the hobby. She also indicated that she is stepping down from this position after the close of this show. Please contact Tom Katonak of you are interested in taking over her duties.

Ken Willick, Eastern Region VP, made his report on the Eastern Region. All seems well in the region. Ken reminded everyone that this is his last year as Eastern VP

and that his position is up for election this coming year.

Ed Peters, Central Region VP, gave a favorable report on the Central Region. We have not yet received a bid for the Central Regional 2004 show and are looking to get a bid.

Howard Banks discussed the Western Region and indicated that the 2003 Western Regional is on August 8 thru 10 in San Jose, CA. Things are still a little tense with the suspect insulators issue on the west coast; otherwise everything else seems fine.

John McDougald Chair of the Authentication & Classification Com-

mittee reported that the NIA is still moving forward on suspect insulators. There was no further comment that he could report at this time. He indicated that a report was forthcoming in Drip Points and ensured everyone to look for the upcoming article.

Bob Stahr reported that the bids for the 2004 NIA National Show had been received but no Western Region bids were received yet. Bob reported that the 2004 National will be hosted in New Kensington, PA by John Hovanec and the Western Reserve Insulator Club. New Kensington is near Pittsburgh.

thentication & Classification Com- Bob introduced John Hovanec,

who then talked about the facility and all the amenities of the area. This show is on July 23 thru 25. There is a limited amount of sales tables, so book early.

A motion was made to adjourn the meeting and seconded. The meeting adjournment was approved by the membership at 5:40 pm.

Respectfully Submitted This Day September 21, 2003 Robert B. Stahr NIA Executive Secretary

Robert B. Stahr, NIA #4186 NIA Secretary

Larry Novak, Eastern Region Vice President Candidate

My name is Larry Novak and I am a candidate for Eastern Regional Vice President.

I have been collecting insulators for about eight years and have been quite active in the hobby. I specialize in Lynchburg insulators and CD styles without petticoats. I also collect telegraph-related insulators and go-withs, especially from the Postal Telegraph Company and am very interested in the history of the telegraph. I belong to the Chesapeake Bay Insulator Club (CBIC) and am currently the CBIC secretary and newsletter editor. I have been a co-host of the CBIC spring show since 1996. I have attended every NIA National show since Chicago in 1997.

I have also been volunteering at the Smithsonian Institution for the past four years and, since retiring 18 months ago, I spend one day a week there with help from NIA members, we have catalogued nearly all of the Smithsonian's collection of insulators and are starting a database of historical information, such as old catalogs and trade literature, in the Smithsonian's libraries.

If I have an agenda for the NIA it is education. I feel strongly that our national shows should have some educational content and I would work to encourage seminars at every National. I was happy to see a full house at the seminar on digging at the Springfield national. I think the National is a great place for those who have an in-depth knowledge of some insulatorrelated topic to share that information with others in the hobby. I was also glad to see the Authentication and Classification Committee's recent work finally go public and would hope that we could establish a solid knowledge base of fake, altered and suspect insulators that can be shared with all collectors.

I think the NIA is doing a lot of things right and I think our hobby

is characterized by well-organized guidebooks, a well-connected membership and a strong movement to educate our collectors about the fake and altered insulators. I think this speaks well of the direction provided by the past leadership of the NIA and I would hope that we can continue along these lines, making improvements that the membership feels are needed.

If I become your regional VP, I will look forward to attending more local and regional shows in the Eastern region. I love talking about insulators and collecting with almost anyone and I truly enjoy renewing acquaintances at the shows and getting a chance to talk insulators with many of you This hobby is filled with great people with a deep knowledge of insulators, their history and related technology and I would be happy to represent your views to the NIA.

Larry Novak, NIA #5889.

Dudley Ellis, NIA President Candidate

Fellow NIA members, I want to represent each of you as your President of the NIA. My name is Dudley Ellis. My wife Sandy and I live in Stockbridge, Georgia. I am 57 years old and.....well I better not tell you Sandy's age. We have a daughter named Kyle and a son named Smith who are both married. Kyle lives in Columbia, Maryland with her spouse Sean and Smith lives in Athens, Georgia with his wife Elizabeth.

I am retired from the Georgia De-Transportation partment of (GDOT). I worked half of my 34 year career in road maintenance. I was the District Maintenance Engineer for southeast Georgia before moving back to Atlanta 18 years ago to become the State Utilities Engineer. In this position I was responsible for establishing and enforcing policy for the use of public right-of way by utilities. You may think that it was in this job position that I became interested in our great hobby but it happened before that.

Twenty-four years ago I was inspecting the roads for maintenance needs when I spotted something blocking a drainage structure. I pulled a cross arm and five little jewels from the structure. These insulators and gradually others adorned my office desk and shelves for eight years. Thinking I was the only person in the world that collected insulators, I was stunned, as I am sure many of you were, when I found out there was an established hobby. One morning in 1988 a friend at work plunked down Milholland's, Most About Glass Insulators on my deck and an address for the Crown Jewels of the Wire. Several weeks before, I had found him a rare miner's carbide lamp.

In 1992 I found other local collectors when Jim Overstreet invited us to his home. What a collection! The insulator bug really bit! Keith Roloson moved to the area that same year and was the final catalyst and encouragement for an insulator club that later became know as the Dixie Jewels Insulator Club (DJIC) in early 1993. I served as Secretary for the DJIC for ten years, Treasurer for eight years and was elected President six months ago. The Club has been very active. We have held four swap meets every year and sponseveral local sored insulator shows and one Eastern Region Show in Huntsville, Alabama. Sandy and I were co-host with the DJIC of the 2001 Atlanta National.

I have been active on the National level for thirteen years as well. I have attended regional shows in all three regions, attended eight Nationals, seven Mid-Ohio Shows and several small shows as far away as Albuquerque, New Mexico. I have displayed insulators at a National, a Region show, the London show, and several local insulator and bottle shows. I was your NIA Nominations Chairman for four years and I have been your Treasurer for the last four years.

The NIA Board has worked hard to serve you, especially in the area of identifying fake insulators and providing education on fake and altered insulators. I would like to see these efforts of education continued. Further, a committee to educate others about the hobby has been created. The new Promotions Committee chaired by Bob Merzoian is developing videos for the promotion of the hobby. The committee is also developing other

promotional ideas. I would like to place an emphasis on the things this committee can accomplish. Ideas from past administrations and committees were developed but somehow many of them have been lost in time. I think many of these ideas should be resurrected. especially those aimed at getting our youth interested in the hobby. We need to continue to bring young collectors into the hobby or our hobby stands a chance of wilting on the vine. There are already youth programs established in the hobby. One was initiated by Howard Banks to give insulators to children if the parents will pay for shipping. We need to promote this idea and develop other youth oriented programs.

Before my daughter moved to Maryland I gave a two hour presentation to her fourth grade class on the telegraph and the use of insulators. I passed around many insulator shapes and colors and at the end I gave each child a pony or barrel insulator. The looks on their faces was real rewarding. Who knows how many of these children will someday embrace the hobby. Additionally, we need to increase the promotion our hobby to let the world know there is a viable insulator collecting hobby. I am excited about working with the Promotions Committee to see that the ideas developed continue to fruition.

Another major issue that needs to be resolved centers around NIA region shows. We have had problems over the last few years with getting hosts and clubs to sponsor NIA region shows. Additionally, many region shows have not been supported by the dealers, displayers or by attendees. It is getting harder and harder to host a larger show and not operate at a loss. This is a tough issue and has no

easy solution. Is it possible that we may have to give up region shows? Should we put more emphasis on local shows and swaps, keep the National and let the region shows go by the wayside? What are the answers to these tough questions? Right off, I do not have an answer to these questions. I do know that this issue has been around for several years with no solution. I want to make this a priority issue to work on resolving. I definitely want to hear the NIA member's ideas on this matter.

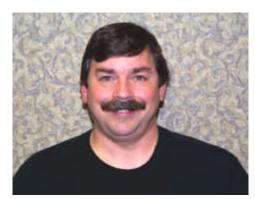
I am pleased to see that the hobby continues to grow. During the last several years new insulator clubs have been established. The NIA and the insulator clubs are integral parts of our hobby. Each needs

the support of the other in order to continue hobby growth. As your NIA President I would open up better lines of communication with our clubs. Communication with the clubs is not a unique proposal. The Board has opted for this kind of feedback for years but a good line of communication has never really materialized. One of the ways I would do this is to continually encourage your Regional Vice Presidents to keep a regular rapport with the club Presidents in their regions and to provide club feedback to the Board. Additionally, I will talk one on one with individuals as I attend shows. Solutions to hobby issues do not come exclusively from the NIA Board. The NIA Board must have feedback and support from all collectors. I am serious about making this kind of communication a priority. If you are committed to seeing the continued growth of our great hobby through education, support for our shows and you want to truly have a voice in our hobby's forward direction, then I need your support as I seek to be your President.

Please plan on talking with me at the National in New Kensington, Pennsylvania, the Western Region Show in Denver, Colorado, the Mid-Ohio Show in Springfield, Ohio and other local shows and swaps. See you there!!

Dudley Ellis, NIA #5085

FROM THE HISTORIAN



The NIA and Museums

The original focus of the museum committee was to form or affiliate with an insulator museum. Since this has not turned out to be feasible, a different focus has been taken using activities of insulator collectors at the Smithsonian Institution as a model.

At the Smithsonian, collectors have helped identify the insulators there, photographed insulators in the collection, provided a way to access these photographs through the NIA web site, and donated literature to the library. In the process, everyone had a great time

looking at the insulators and sharing the experience. There are several museums that could benefit from this kind of involvement and I have a number of ideas to create a relationship between the museum and the NIA.

First, I would like to see a resurrection of the book donation project whereby collectors could donate new or older hobby books to museums to help with their library. A list of the books and their donor could be kept on the NIA web site so researchers would know where to find these materials and potential donors would know what material is needed at a particular museum. Once again, donors would receive a bar for their NIA badge.

Second, clubs or coordinated groups of individuals could schedule a day (or more) to visit a museum and identify/photograph their collection. Once this is done, the list could be added to the NIA web site and additions to the collection suggested, donated, or sold to the museum. For purchased items, the NIA could provide advice on

how much to pay for the item and how to find it.

Third, the NIA could provide assistance on creating displays and educating the public. Perhaps the booklet, "What are Insulators" could be provided for free or cheaply to the museums to distribute to visitors. I have talked with a regional manager of ComEd in Chicago about a company-sponsored, NIA-developed part of their Power House museum.

The Minnetrista Cultural Center in Muncie, Indiana has been to some insulator shows, purchased some insulators for their collection, and received some donations through the involvement of a couple collectors and the NIA. The Harold Warp Pioneer Village in Minden, Nebraska has a small, unorganized collection of insulators and is eager for more information on the subject. There should be others soon.

Rick Soller, NIA # 2958 Historian

Authentication & Classification Committee



More Updates on Fake and Altered Insulators

As you have probably already read several other places in this issue of *Drip Points*, various arms of the NIA Board and Committees continue to work on your behalf to identify fake and altered insulators, identify the sources of these pieces, and take the necessary steps to minimize/curtail the introduction of these pieces into the hobby.

Let me first talk about the status of the testing that we have been involved with over the past few months. We have been fortunate to engage one of the premier glass testing facilities in the world to help us with our problem. They have taken an interest in our problem, not just because they like insulators, but because there are clearly larger implications for the faking of all kinds of glass antiqui-Because of their interest, they are conducting testing for us at no cost to the NIA. In the past four months, we have submitted 29 samples for testing, including EC&M's, CEW's, threadless Tillotson's, blocks, unembossed CD 735's and CD 133.4 Virginia bullets. A number of these pieces have been classified as fakes by the NIA, and several remain in the "highly questionable" category. Also submitted were a number of control pieces, with the objective of finding a definitive test that would separate "old glass" from "new glass," including being able to distinguish "new insulators" made from "old insulators." Just

We have been fortunate to

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help us with our problem.

this past week, I received the results from this first round of testing. Early indi-

cations are very promising, but a number of questions need to be answered before we can release the results to the membership-atlarge. Please know that we are working hard on your behalf to bring this issue to resolution.

Work continues to be done on several fronts regarding the alteration of glass insulators through heat and radiation. The proliferation of altered glass, not just insulators, is exponential. Visitors to Quartzite, AZ this year indicated that there was altered glass in nearly every booth. This seems to be true in antique stores around the country as well as on Ebay. We don't believe it is possible to stop the altering, so it is very important to continue to work to educate our membership on what to look for and how to spot a potential altered insulator. Dwayne's article goes a long way in helping you to recognize the danger signals. This problem is made more difficult by the complex physics that is involved in color and altering color using these techniques. The NIA has been able to replicate much of the altered glass that has appeared on the scene, and much

of it appears in the NIA's traveling display. However, the folks who are altering glass are getting better at replicating legitimate colors through experimentation. The supply of aqua insulators in virtually unlimited, so the cost of failed experiments is minimal. However, as many collectors have already found out the hard way, the cost of

buying an altered insulator can be substant i al.
Please take the time to edu-

cate yourself through information already available from the NIA.

If you have questions about insulators that you own or are considering buying, please contact me, and I will be glad to provide you with assistance. There are a number of NIA members around the country who have worked on this problem and are very familiar with altered colors. I will respond to any question regarding fake and altered insulators. E-mail me pictures and/or send me the pieces that are in question. Use the NIA as a resource to help maintain your collection as you would like it to be.

John McDougald, NIA #689 Authentication & Classification Committee

FROM THE PROMOTIONS CHAIR

Here we go again...

I recently lucked into a collector's dream...a collection of insulators was given, as in free, to me. There were some real beauties included: a 162.3 VNM Star purple/blue two-tone, a wooden piece in mint condition, a mint Peacock 162, and a gorgeous VNM McLaughlin commemorative, to name a few of the winners. Of course, there were the usual 200 or so commons. Now, being the NIA promotions chairman and believing in the importance of our goal, I have already given away a fair amount of the commons...some to adults and many to the kids and teachers here at my school. Some were perplexed by the gift but most were quite enthused and asked many questions. On went my double-billed hat of teacher and collector and I proceeded to explain as much as the kids could absorb about the history of insulators and about their collectibility.

This was not only fun to do, but offered a welcome break from teaching the rather mundane spelling lesson I'd originally planned. We collectors owe it to ourselves to continue our quest to "spread the word" about our wonderful hobby. Oh yes, I found it particularly encouraging to see the

girls as interested and excited as the boys. Maybe this is a sign that the future looks brighter for greater female involvement. But then again, as my dear wife reminds me, "if it's not cobalt or peacock, forget it"...a not-so-gentle reminder of how far we, or rather, I have to go in promotions.

P.S. Within the collection were two beautifully altered Californias: a "killer" royal purple 121 and a 160 wild purple. This gives me an opportunity to educate interested parties about the current problems within our ranks. My motto to them is be aware and beware.

Bob Merzoian, NIA#3941 Promotions Chairman

FROM THE AWARDS AND RECOGNITION COMMITTEE



As you probably know, I'm the new Awards and Recognitions Chairman. I have a number of changes planned I think you will be pleased with. They aren't all finalized yet, so I can't tell you about them now in detail. In summary, they are improvements in the awards and judging of exhibits at National and Regional shows. By the next DP I'll be able to give you much more detail. For those of you who are exhibiting at this year's National, in the next month or so you will be getting a special NIA exhibitor packet either from

myself or John Hovanec. Look for it!

If you need an NIA ribbon for your local show, please request one from me at least a month in advance. E-mail or call me: bill@insulators.com or 978-369-0208. Support your local, Regional, and National shows!!

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

FROM THE EASTERN REGION

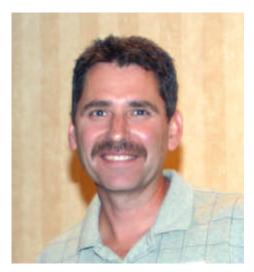


No report was received from the Eastern Region.

ed.

Ken Willick, NIA #3709
Eastern Region Vice President

Altered Insulators Report by Dwayne Anthony, NIA #3619



It is somewhat disheartening that we must provide frequent reports on the current insurgence of altered insulators in our hobby. It has been the NIA's goal to keep all collectors well informed with pertinent information as unethical individuals attempt to infiltrate our hobby with color-altered insulators. One of the ongoing concerns has been with the radiation-altered insulators appearing primarily at flea markets, antique shops, and public Internet auctions. Of more recent concern is the substantial number of color-stained insulators also bombarding Internet auctions. We also have the ongoing concern for thermally altered insulators, but they have not been as prevalent in the public marketplace as of late.

The alterations I will briefly discuss here will not include the external application of paint, stains or dyes. We will touch upon modifications that stimulate the internal chemical makeup of the glass itself, consequently producing mild to extreme color changes. There are two sources known for altering the original, integral color of glass insulators: *thermal* and *radiation*. Both can create color changes from very subtle to extremely radical. Thermal alterations, as the

term implies, are achieved by applying extreme heat to authentic, previously unaltered insulators. Alterations performed by use of radiation sources are much more complex and include high levels of gamma rays and electron beams. Such forms of radiation produce synthetic alterations, unlike the natural ultraviolet radiation from the sun that causes manganesebearing glass to turn light to medium shades of purple over time. It is important to note that there is a third process by application of controlled heat that can provide additional color changes in irradiated glass. Some strikingly convincing colors have also been achieved with this additional process. We refer to this method as post altered thermal reversal. You can find the resulting examples of these three procedures on the attached color page.

Non-collectors are mostly responsible for altering insulators, and for no other reason than the opportunity to turn an extra buck. Some insulator collectors have been known to alter insulators for "fun" as novelties to add to their personal collection. This is highly discouraged as an <u>unethical practice</u> by the *National Insulator Association*.

Since this is a brief report, we will not get into the complexities of what causes the color transformations during the alteration process. In short, with radiation exposure, manganese is responsible for the more commonly found color transformations to purple. The selenium content in later period clear insulators will produce the brown shades. There are other chemicals introduced to raw glass that also react with varying color results. The thermal alterations rely primarily on manganese content.

One very important point to keep

in mind is that color changes are not consistently the same with any one insulator style or manufacturer. Under controlled altering methods, the slightest of color changes are possible, providing myriads of color tone variations. Reversal processes can also provide additional color shade variations, or in some situations create a completely different color from the original or formerly altered one!

Adding more confusion and frustration to the matter, collectors must also be aware that some altered colors can mimic authentic insulator colors very well. The standard remark commonly made by seasoned collectors is, "Oh, it's easy to identify an irradiated insulator because they always have that nuked or muddy hue to them". That is not always the case. Some very convincing irradiated insulators have been sold to seasoned collectors for hundreds, even thousands of dollars. Thermally altered insulators can be even more difficult to identify from their authentic counterparts.

Our intentions here are not to create collector panic. With proper education and awareness, using a keen eye and asking questions can identify most altered insulators. If the seller of a suspect insulator is not a known, reputable dealer and/or cannot provide an adequate response to your authenticity questions, you should proceed with caution. The National Insulator Association has adopted a set of guidelines for insulator collectors known as the "NIA Code of Ethics". These guidelines were established for members and nonmembers alike to set a standard for conducting all collecting and dealing activities honorably and honestly.

(Continued on page 14)

We invite you to view a much more detailed report on altered insulators, which is available at the NIA's official website: www.nia.org. From the homepage, click on the link entitled "Artificially Induced Insulators"; or for a printed copy send a SASE to: Dwayne Anthony, 28390 Saffron Ave., Highland, CA 92346. Look for the report to be updated later this year as ongoing testing results and further information becomes available. The NIA's "Altered Insulators Exhibit" continues to be available to show hosts upon request, with free roundtrip shipping to your show site. Please feel free to contact me for further information at (909) 862-9279, or email me at: insulators@open-wire.com. This exhibit will also receive revisions in late 2004.

Altered Insulators Color Photos Reference

Descriptions include the original authentic color of each specimen, the method of alteration and the resultant altered color. Color similarities are listed if the altered color is closely comparable to colors listed in current insulator publications.

- CD 143 vertical ridged Withycombe, originally aqua. Radiation exposure result: Cornflower/sapphire blue. Similar listed colors: none.
- CD 170.1 unembossed Pennycuick, originally aqua. Radiation exposure result: Brilliant lavender. Similar listed colors: Lavender & light lavender.
- 3. CD 121 R. Good, Jr., originally aqua. Radiation exposure result: Delft blue/cornflower. Similar listed colors; none.
- CD 134 Am. Insulator Co., originally aqua. Radiation ex-

- posure result: Lavender. Partial reversal results: Two-tone lavender and aqua. Similar listed colors: none.
- CD 102 N.E.G.M., originally aqua. Radiation exposure result: Medium/light sapphire blue. Similar listed color: Sapphire blue.
- CD 134 unembossed Pennycuick, originally aqua. Radiation exposure result: Brilliant sapphire blue. Similar listed color: Dark Sapphire blue.
- CD 151 H.G. Co, originally aqua. Radiation exposure result: Steel/cornflower blue. Similar listed colors: Cornflower blue & sapphire blue.
- 8. CD 121 W.F.G Co, originally aqua. Radiation exposure result: "Popsicle purple". Similar listed color: Purple. Comments: An upper dome fracture was present, which allowed the top of the dome to be removed for a reversal experiment. Specimen is displayed with the reversed dome piece reattached.
- 9. CD 145 N.E.G.M Co., originally aqua. Radiation exposure result: Deep purple. Similar listed colors: none.
- CD 112 O.V.G. Co. 10a: Accredited as an authentic light purple specimen. 10b: Originally aqua. Radiation exposure result: Blue purple. Similar listed color: Light purple. (Photo courtesy of Tom Katonak)
- 11. CD 203 Hemingray 56, originally clear. Radiation exposure result: Deep golden brown. Similar listed colors; none.
- 12. CD 260 California, originally

- yellow, transformed to purple after natural sunlight exposure. Thermal alteration result: Golden yellow. Similar listed colors: Ginger ale, yellow & peach. Comments: Note the extreme slumping from excessive heat exposure. Be aware that accurately controlled heat applications will eliminate any such signs of being altered.
- Lightning rod insulator, originally aqua. Radiation exposure result: Cornflower/sapphire blue. Similar listed colors: Cornflower blue & sapphire blue.
- 14. CD 106 W.G.M. Co., originally clear straw, transformed to purple after natural sunlight exposure. Thermal alteration result: Light straw. Similar listed colors: Off clear, light peach, straw, clear. Comments: Kiln rack marks are visible on the base rim of this specimen, but in many cases no such signs are apparent.
- 15. One of several tables full of irradiated glass at a recent swap meet in Quartzsite, AZ. Note the dark purple irradiated insulators in the foreground. They include: CD 134 W.F.G. Co; CD 121 California; CD 121 R. Good, Jr.; CD 162.4 unembossed; CD 143 Standard; CD 210 unembossed California. (Photo courtesy of Kevin Jacobson)
- 16. CD 121 R. Good, Jr., originally aqua. Paint stain result: Yellow olive green. Similar listed color: Dark yellow green.
- 17. CD 322 Pyrex, originally clear. Paint stain result: Blue. Similar listed colors: none. A good example of some of the outlandish extremes offered on eBay.







From the Treasurer

2003-2004 FINANCIAL REPORT NATIONAL INSULATOR ASSOCIATION SECOND QUARTER ENDING 12/31/2003

Dudley Ellis, NIA #5085 **Treasurer**

Beginning Balance-General Fund Museum Exploratory Committee Authentication/Ethics Account	10/1/2003	9478.42 972.01 2196.75
Revenues		
Donations Membership Dues Miscellaneous Income Product Sales	100.00 * 2593.00 160.00 299.55 Total Revenues:	3152.55
General Fund Expenses		
Advertising Bank Charges/Taxes Marketing Products Misc. Postage Misc. Printing Misc. Supplies Misc. Professional Services Crown Jewels Rebates Drip Points Printing Drip Points Postage Show Advertising Subsidy Show Awards Stationery Supplies Telephone Special Projects Education Disp Postage	40.00 0.00 429.44 408.78 632.78 269.87 60.00 0.00 809.81 253.32 0.00 10.80 0.00 21.15 0.00 0.00 Total Expenses:	2935.95
Closing Balance, General Fund: Museum Exploratory Committee Expend	ditures 0.00	9695.02
Museum Exploratory Committee Balance Authentication/Ethics Account Expenditu	e	972.01

2196.75

12863.78

Authentication/Ethics Account Balance

Total Balance on Hand January 1, 2004

Letter to the Editor

Dear Editor,

The purpose of writing this letter is to provide insight into some troubling ideas concerning altered insulators and offer some ideas as to how a collector can respond.

Why do people alter insulators?

1. Legitimately, it is done for the purpose of research and education. Legitimately, it is done by an individual to make a profit from people who want rare or scarce colored insulators and do not care about owning genuine pieces AKA. selling a product Illegitimately, it is done to fool people into thinking they are getting a genuinely 'better colored' insulator and to take advantage of the buyer; AKA 'making a fast buck' (through deceit).

Writing this letter, I am aware that most people will agree with point 1 as being legitimate. However, there is little doubt that point 2 will be a cause for concern and will make tempers rise (unless they finish reading the whole story!). I am certain anyone with a sense of moral decency will agree with point 3.

Point 2 is one of the main issues I wish to discuss. Before the emotions start welling up inside and you decide to find an incinerator to burn this document, please read the remainder or you will not get the true meaning of this essay. I **am not** in favor of deliberately altering insulators and will share the reasons later.

Returning to point 2, we need, as insulator savvy people, to understand the majority of people in the world do not have a fascination with insulators (it may be difficult for us to understand, but nonetheless, it is so!). If we speak of Mr. Joe Mostmen, a good representative of the general populace, we find a man who sees (if he even knows what it is), an insulator as 'simply a piece of glass'. To this individual, the insulator is no different than a drinking glass, old shoe, tin can, or rock he kicks on the street. When Joe finds out there are people

who are willing to 'fork out' cash for these hunks of glass, his first reaction (well - after he deals with wondering about our sanity - be honest -you've experienced the normal reaction when people find out about your hobby... you collect WHAT?!?) is in keeping with one of the great freedoms of our country -- Mr. Honest Joe sees a market for a product and plans a business. Free enterprise is a blessing that all Americans should cherish! Joe has no more of a moral problem with altering a piece of glass than he would with painting a house, staining a piece of wood, or painting his fingernails pink (well, let's hope its his wife's fingernails instead!) though none of us may like it, he sees what he is doing as legitimate. It is normally only we in the hobby who have a problem with his actions.

So does this make altering the color of an insulator right or wrong? Yes! What? Yes! Huh?

Why do collectors not like insulators to be altered?

The obvious reasons are not to be elaborated on, just enumerated (and there are probably more you could think of). Some reasons (in no specific order): We do not like the idea of finding out our hard-earned cash has been spent on a 'fake'. We do not like the idea that a bunch of undetected fakes will devalue the rare, authentic gems in the hobby. We do not like that a newcomer to the hobby may be taken by some slick shyster seeking to deceive. (Say that one 10 times rapidly!). We do not like one of a kind pieces becoming 10,000 of a kind pieces!

We appreciate the historical value of these pieces and do not like to see the individual heritage of a piece be lost forever. (write your own!)

The point of discussion here is item 5. Each of these insulators we have, no matter how common, was put into use as a part of our Nation's communication and power network. Some of the pieces in collections have had transmitted through their wires events such as the assassination of President Lin-

coln, the end of the Civil War, and other major happenings in the 1800's. Later the threaded pieces (and probably a specific piece in your collection - if only our collections could talk to us!) held the wires transmitting news about other events concerning famous people such as the assassinations of President's Garfield and McKinley and Queen Victoria's death. Other noted information that they dutifully aided passage of was the flight of the Wright Brothers and the start and end of World Wars I & II. Some of our pieces may have still been in use while the wires they held reported J.F.K's assassination and the first words Neil Armstrong spoke on the moon. A rare few go even farther into the ringing in of the new millennium, as I personally know of glass insulators still in use on local phone lines as of the writing of this letter!

When an insulator is altered, its true identity can be lost forever. A piece like a CD143 Can. Pac. that is altered to purple has ripped from it the record of its true nature (era of manufacture, usage, and region of the country where it may have been in service can all be lost and untraceable). In effect, it has lost all of the history associated with it that made it an object of historical desire. This may not seem like a 'big deal' if it is something as common as a Brookfield CD162 that is altered, but nonetheless, the historical value has been erased. A small part of our American Heritage and witness to the ingenuity of our forefathers is gone forever.

What is the future impact these pieces will have on the hobby and what can we do about it now?

Since this is a question about the future, and the crystal ball dome of my magic CD 145 CREB is not working while I write this, I am not able to say exactly what will come from the invasion of these pieces into our hobby. However, there are clues left from a similar experience involving other hobbies.

Some people may think there is no

(Continued on page 19)

way to tell a fake-a-later from a real insulator. This is not always the case. For example, painted ones are easy scrape it off! (At least the history of the piece is not lost as the piece can be restored as opposed to permanently altered pieces.) Some of the known irradiated fakes do not fluoresce brightly when exposed to a black light as the "real McCoy's' do (irradiated purple Hemingray pieces for example). Some of the colors are a different shade than a legitimate piece (some irradiated purple pieces are the color of grape soda pop rather than a legitimate looking royal, or regular purple). Some heated examples are different colors than actual pieces. Does this cover all possibilities? No, or course not. Education is going to be the only safeguard we have from getting fooled by a bogus piece.

As to the impact the pieces will have on truly rare items, we already have had a fully legitimate; within NIA guidelines; NIA approved; and honestly made example (sort of) in the hobby already. Most of us who have been to a show have seen the socalled 'Impostulators'. The purpose of this writing is not to endorse or 'throw stones at" the Impostulators and regardless of personal desire to own or not own one, they are very good copies of the original pieces and look totally legitimate sitting in a display case. Anyone who wants a peacock blue CD151 can have a great looking Impostulator for a mere fraction of the cost. What has been their impact so far on genuine insulators? Since these pieces hit the market, have any legitimate pieces suffered a loss in dollar value? Check the current and past price guides!

But the new pieces are real glass and are not so easily spotted! This is a true statement that merits discussion.

An analogy comes from the world of the numismatists (coin collectors sure have a sophisticated sounding name and all they do is collect round bits of metal!). In 1909 the designer of the first Lincoln penny engraved his Initials, V.D.B. on the front of the penny on the bottom edge of the bust of President Lincoln. At the San Francisco mint, they put the letter 'S' for San Francisco below the date of 1909. Therefore an example of this penny is now known as a '1909 S VDB.' These are the rarest of the Lincoln penny set and command a price in the hundreds of dollars. Currently, there have been counterfeits made by a process known as spin casting in which the fake is the same weight and identical to the original as it is made from a casting of an original. Although there have been some counterfeits that are probably not identified for what they are, the value of the genuine cents has not suffered. Although the introduction of fake pieces might have an impact on genuine articles, a lot of the time the genuine articles are actually seen as more desirable and more precious as time goes on.

Does this mean the value of higher price insulators will stay unaffected? No. There is no guarantee to this ef-However, the world of coins, stamps, bottles, musical instruments. and I am sure others, have had their genuine articles become more valuable with time. As an example, would you rather own a real \$20.00 gold piece (rather than a gold plated one), a real Stradivarius violin (rather than a copy), or a real Booze Bottle (rather than the - ironically - now-seen-as-avalid-collectible) reproduction Booze Bottle (note in the latter case these are not counterfeits)?

Summary:

Remember that everyone who alters an insulator may not have bad intentions, and indeed, may think you crazy that we find it a horrible thing to do. No matter who does it, though, it should be discouraged and the people, kindly, should be informed as to why.

Don't panic! We may get flooded with 42 thousand milk glass CD 145 H.G.CO PETTICOAT beehives. However, the concept of owning the only known example of this insulator will be just as cherished then as it is today (assuming of course we can differentiate the real one from the bogus

ones).

We all need to be educated and be on our guard. The NIA is doing its best to help in this area and even people who do not subscribe to the NIA have free access to this information. Also, through the NIA, is available a collection of legitimately altered pieces (see point 1) that can be borrowed and displayed by show hosts thus making available a personal, first-hand look at altered pieces to anyone who desires it. The hard work of the board members has been effective in positively identifying fake pieces. They more than anyone are aware this overall problem is not going to vanish. We must face it head on. They are working hard to find new ways of distinguishing altered pieces. Visit the NIA website to find out more about the altered pieces to keep abreast of current research...

Lee Brewer NIA #6695

--Spring Specials*-

NEW ITEM!! Get your local club bar (ie.) YPCIC, JCIC, CSCIC all clubs available! \$3.00

Most bars list both club name and the acronym (note: these attach to your engraved NIA name badge)

NIA Gray Cap - \$8.00 2 left!

NIA Sweatshirts (screen-printed only!) - \$1.00 off per shirt (S / M / L only!)
NIA T-shirts (screen-printed only!) - \$1.00 off per shirt (L & 2X only!)



NIA Lapel (Tack) Pin - \$4.50 (shown above)

Embroidered Shirts in Ash Gray or Sea foam Green

<u>Ash Gray t-shirts with pocket</u> - embroidered logo above pocket – (all sizes orderable!)

<u>Seafoam Green t-shirts - no pocket</u> - embroidered logo: left front only! (all sizes orderable!)

Ash Gray sweatshirt - embroidered logo: left front only! - (all sizes orderable!)

Men's golf/polo (short sleeve) shirts

- 1. **Putty (beige) with herringbone putty/black** knit band on collar and cuffs. Side vents at bottom sides. Nice waffle cotton pique! This style has a 3-button tab front and the NIA logo on left front. *No pocket*.
- 2. **Taupe with herringbone black/taupe** knit band on collar, side vents at bottom sides and a drop tail. Cotton pique fabric. This style has a 2-button tab, <u>reinforced pocket</u> with NIA logo above it.
- Oatmeal with navy/natural knit band on collar and cuffs. Side vents at bottom sides and a drop tail. A cotton, pique fabric. This style has a 2 button front tab and the NIA logo on front side. <u>No pocket</u>.

Ladies golf/polo short sleeve shirt

This new style is in **butter yellow with a black/royal blue** trim; knit band collar and cuffs. The embroidered NIA logo is on the left of button front placket. There are 4 buttons on the front tab and side vents at the bottom sides. Very nice! <u>Sells for \$38.00</u>

Please refer to the Spring Order Form, on the last page of this DP

As always, please call or email me with your questions.

Support the insulator hobby!

Carolyn Berry NIA# 4336 Product Marketing Chairman

* Specials available while supplies last &/or the next Drip Points, June '04 issue

2003 NATIONAL INSULATOR ASSOCIATION

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2004 NIA MEMBERSHIP NEW/RENEWAL FORM

Submit: (In U.S.funds) To:

(Payable to the NIA)

Joe J. Beres

NIA Membership Director

1315 Old Mill Path





	Note New Dues Son Regular Membership	\$ 12. nder 18)\$ 5. \$ 12.	00 00 00		Signal S
	appropriate Class)				
(Check	Years of Payment) Please Print Name		Multi- <u>-</u>		
	NIA # (If Renewal)				
	Address				
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	Zip/Postal Code		(+4))	
	Country (If Non U.	S.)			
	Telephone Number				
	E-Mail Address				
	Please include me in the	ne Annual NIA/Cro	own Jewels Director	y Yes	No
	Please include my Tele	ephone Number		Yes	No
	Please include my E-M	Iail Address		Yes	No
Note: (Ch	I Would like to Receiveck Only One Choice)				Electronic
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1					
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Signed					
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Carolyn Berry, NIA # 4336 1010 Wren Court Round Rock, TX 78681- 2741 (512) 255-2006 -- pyrex553@ aolcom

NIA – Spring 2004

ORDER FORM

Website: www.nia.org

	Men's Golf/Polo Shirts* embroidered logo; some w ith pockets	Price	Oty 7	<u> Fotal</u>
	*Please $lpha$ ll or email me for $lpha$ lor/styles available - 30 / 38			
1000	Women's golf/polo sh irts e mbroid ered logo			
1 300	*Sleeve less- white pique /navy collar (\$32)			
	*S/S golf-buttery el low pique with navy/b lack collar/sleeve band (\$38)			
1	<u>Denim Shirt</u> (other sizes available, if not listed)			
11 488 3	Women's - s tonewash blu e den im – s lee ve less L _ XL _ (\$32)			
4	Men's - med. wt. pre-shrunk cotton stonewash blue left-side pocket			
7.000 C.	Embroidered logo S M L XL \$32.00			
್ಷಾಪಾರ್ವಾ	*S/S *L/S 2X \$35.00			
n n	T-Shirt Hanes Beefy 'T' - Ash gray - Screen-printed logo (front & back)			
MED	LXL (\$15) 2X (\$16) Hanes Beefy 'T' - Heavy weight - Ash Gray: embroidered logo on left front, only!			
	MLXL2X(\$20) LXL2X(\$22 w/-pocket)			
	$\Rightarrow > NEW**Seafoam Green: embroidered: ML XL ($20) 2X($$	(\$22)		
Married No.	NIA Lapel Pin — etched enamel tack pin with NIA logo \$5.00			
Better	Sweatshirts Heavy weight - Birch gray - Screen-printed logo S M(\$16.00) L XL(\$20.00)			
Acceptance of	=>= NEW** Embroidered logo(front only) M _ L _ XL _ (\$25) 2X _ 3X _	(\$30)		
Charlestellen	Embro idered Cap Stone/Navy, low-rise, embroidered logo \$16.00	1 - 20 /		
	Denim Cap – blue den im, low-rise, embroidered logo \$16.00			
	Mug 10 oz white ceramic w/s creen-printed logo \$7.00			
P100 - 1270	Patch lightblue back w/ embroidered logo/red embroidered edge \$4.00			
181	Koozie TM The original Koozie TM f its any standard beer or soda can;			
	Silver's creened NIA logo on: NIA blue red green \$2.25			
-	Decal light blue w/logo-red border; for inside car w indow \$1.00			
	Name Badge white badge engraved w/blue letters - screen-printed logo epoxy pinback, beveled edges (fill in form below) \$12.00)		
	Badge Rar white w/engraved blue letters (ie. NIA position) \$4.00			
		Subtotal		
Women's Size	e Chart:	S. Postago	e	
S (28-30)M (32-34)L		l Enclosed	d	
	2X (48-50) 3X (52-54)			
ress	99TY C D-4 45 CO A	0.04700	1 122	
/State/Zip	**ILS. Postage: \$5.00 for the first it Postage for Patches Decals Pins or Name	e Badges/Bars ar	e \$0.50 per iten	item ordere n. ** for nor
phone	US_postage, AK& HI, please contact me	e for an exact pos	stage quote!!	
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********	eck or money order in U.S. funds payable to: National Insu ************************************	tor Ass	0011111011 	****
N	ame Badge Engraving Information (must be a current l	VIA mem	ber!)	
	NIA # City		,	
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1	Use the back of this order form for additional badge/bar orders			
3	DSE WEDACK OF UNSTRUCT DIMENDED ADDITIONAL DAUGE/DAT ORDERS			