



## A NOTE FROM THE EDITOR

**T**his issue starts on a note of sadness as we mourn the passing of our good friend Ross Huth. He was a stalwart member of the hobby for many years and a personal friend to many of us. We'll miss you, Ross.

On the lighter side, the affliction suffered by many of you will not be a problem much longer as we witness the transition from ski season to "insulator season" take place once again! (Although I have been known to collect glass from my cross-country skis!) As you will see in the

following pages, there is a fine menu of shows upcoming in the next few months, and I'm looking forward to seeing you at some of these events.

The list of INTERNET collectors continues to grow and I noted a good bit of trading activity taking place this last quarter: In fact, I picked up a couple of good pieces myself via this route. If you want to link up with the electronic side of this hobby, contact Keith Roloson at "kroloson@alphd10.attmail.com" and he can get you connected. And remember, in addition to contributions through the US mail, I take letters to the editor and other

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## FROM THE EASTERN REGION

This will be a rather brief article this time as Tom Katonak disturbed my winter hiatus in Florida with an urgent request for something for *Drip Points*. Tom will pay the ultimate penalty. Since my computer is home and we have no typewriter here, Tom (or his assistant, Lynda) will be forced to endure the ultimate agony of reading my handwriting for this article.

Truly, the hobby has been cooled a bit by winter weather in the east. Since I have not received any input, I'll report on it from my vantage point.

The St. Petersburg FL bottle show was somewhat of a hotbed of insulator activity. Of the hundred or so tables, at least 10%

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were insulators. Good pieces changing hands that I was aware of were a 158.9 Boston screwtop, a 718 Saratoga in a nice light blue, a CD132 PAT APP FOR in a great blue, a couple of 734.8 Baby Battlefords and a 22 piece group of threadless that came in on Saturday morning and rather quickly got gobbled up by a few of us.

Spring will be here by the time you read this and some shows to get to in the east are:

Mar 4: Chesapeake Bay Insulator Club Show, Hereford MD

March 26: Yankee Polecat Insulator Club Show, Enfield CT

April 1-2: M-T Antique Bottle & Insulator Club Show, Deland FL

April 23: Genesee Valley Bottle Collectors Show and Sale, Rochester NY

and - coming up on

July 14 - 16: The NIA National in Marlborough MA. The folks from the Yankee Polecat Club have really got their act together on this one. It will truly be a winner! Not only is the show a must but the area has a lot to offer. Yours truly is familiar with the area and has survived around a dozen of the Brimfield antique markets and I strongly recommend you allow some extra time for good antiquing, Brimfield itself, some poking around and a chance to enjoy the beauty of a New England summer.

Keep in touch and support your shows.

**Dick Bowman, NIA #597**  
**Eastern Region Vice President**

*[Mr. Bowman did win this round: Even my best OCR software couldn't decipher his faxed handwriting!]*

- Ed.]

## FROM THE CENTRAL REGION

**F**irst, I hope that everyone enjoyed a safe and healthy holiday season! Unfortunately, the season was marred by sadness with the reported illnesses and/or deaths of several of our fellow collectors across the country. It reminds us that our hobby and our organization is all about **people**, and that we just happen to be brought together by a common love for certain inanimate glass objects!

The LONDON, OHIO SHOW held in November was a huge success, and the show seems to be growing in popularity every year! Rod Krupka reported that the event turned out to be one of the most active lightning rod ball shows of the year, also. There were many great displays at the show, and congratulations to Ora and Joanne Beary of Venus, PA for winning the *Crown Point* award with their exhibit of "Just Red" balls and arrows.

The GREATER CHICAGO INSULATOR CLUB (GCIC) will be subcontracting a block of tables for insulator sales at the First Chicago Antique Bottle Club's show planned for October 29, 1995 in Rosemont, IL. Prospective dealers should contact Jim Crandall for more information. The GCIC is also planning to present an award at future NIA Nationals for the best use of power insulators.

Here's a potential mechanism for stimulating interest in insulator collecting at the grade school level and, perhaps, even inducting a few new junior collectors into the hobby. Contact your local school board to see if they have a program in your area for bringing in speakers to give presentations to various elementary and/or middle school classes that would be in conjunction with their history or science

lessons. As reported in the Federation of Historical Bottle Collector's newsletter, this approach has been very successful in stimulating interest in the bottle collecting hobby.

It's come to my attention that many carnival D-510 and D-512 insulators are showing up on sales tables at shows and flea markets in the South, and there is some concern as to their authenticity. The pieces are all in mint condition, and some show signs of a sloppy coating/spraying procedure being used, with respect to nonuniformity and dripping. If these have been showing up in the Midwest and other regions also, does anyone have any factual knowledge as to their origin?

Reiterating Dick Bowman's appeal to the membership in the last issue of *Drip Points*, please give the Board your inputs and suggestions as to where the organization should be going and what directions some of our long-range planning efforts and programs should take! Also, I've yet to receive any responses from Central Region members regarding ideas for regional-level projects or activities, as I proposed in the last *Drip Points* issue.

Please refer to your *Crown Jewels* and bottle magazine calendars for dates and specifics on upcoming shows in the Central Region this Spring, as there are too many to re-list here. Two great shows are coming up in Texas in March, and from April through June, there will be major insulator shows in Illinois, Missouri, Indiana and Ohio, as well as some great bottle and advertising shows throughout the region!

**Rick Baldwin, NIA #336**  
**Central Region Vice President**

## FROM THE WESTERN REGION

**W**ith springtime about to spring, I hope that all of you will have a chance to dig out of the snow and attend some of the outstanding shows due to take place:

May 6 & 7: Things really happen at Enumclaw, Washington. For more data call Vi Brown at (206) 868-4249.

May 19 & 20: The Central and Southern Counties (California) Insulator Club puts on their 3rd Annual Show and Barbecue at the Lions Veterans Hall in Cayucos CA. Call Ron Norton at (805) 488-7445 for more information.

June 17 & 18: Denver repeats the show they sponsored in 1993. This will probably be another Triple Ridge blockbuster! Call Mike Bliss at (303) 225-0800 for more information.

July 14, 15 & 16: Don't forget the National Show in Marlborough, Mass. Steve Jones can give you additional information at (203) 623-3349.

September 9 & 10: The NIA Western Regional goes to Visalia, Calif. for the first time. Come and join us for good glass and good times. Questions can be directed to Dwayne Anthony at (909) 888-6417.

September 30: The Enchantment Insulator Club is sponsoring their 8th Annual Insulator and Collectibles Show. This fall production is always a grand gathering of some friendly folk and some great glass. Call Tom Katonak (505) 898-5592 or Mike Gay (505) 899-8755 for more information.

I hope that all of you support as many of our shows as possible.

Keep looking !

**Grant Salzman**  
**Western Region Vice President**

## The THREE C's of a TRADE

by

.Elton Gish, NIA Ethics Chairman

**A** problem has developed involving a long-time collector in the Southeast which has become so widespread that the NIA has decided to briefly discuss the facts of the case with hopes that other members can avoid being involved in a similar situation and that additional complainants, if any, can be identified. Fortunately, mediation by the NIA Ethics Chairman on behalf of the complainants has resulted in initial action by the collector to settle claims against him. Perhaps, too, you will be able to learn a valuable lesson from this situation. Efforts are still underway to resolve the matter, and it appears that everyone will get his money refunded.

The problem involves five collectors who received telephone calls from the same individual over a several month period. He offered medium to high value glass insulators at prices significantly below market value. Each of the buyers trusted the person's long-time standing in the hobby and agreed to send him a check for the total amount. No insulators were ever received. Repeated calls and letters went unanswered (the seller worked nights), so the buyers naturally thought the worst. When I became involved, I also tried many different times to call the individual but was not successful in reaching him. I finally located a relative, and the individual returned my call. He claimed that all five packages were lost by UPS, was very apologetic for the situation, and stated he would begin refunding each person's money. One person recently received nearly all of his money, and two other people just received partial refunds. There is some

progress to date on refunds, but still a very large sum remains outstanding.

Preventing this type of problem is very difficult. You expect the other person to treat deals with openness and honesty, and to be easily contacted in case the insulators do not arrive when expected or

if there is a question or problem with what you have ordered. This matter highlights the necessity of the

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...COURTESY,

CONSIDERATION

and COMMUNICATION

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buyer to either send a note or call the seller to let him know that the package has arrived. If notice is not given, the seller should not wait too long before checking to see that the package has been received. Hold on to the shipping receipt until the deal has been completed to the satisfaction of all involved. The seller and buyer are each responsible for maintaining communications. If one party knows that it will be difficult to reach him, tell the other person and make special arrangements to maintain communications until the trade has been completed to everyone's satisfaction.

Lost packages are very rare. UPS has an excellent package tracking system which is offered free in many areas of the country while other areas still charge a small fee. This is the best way to determine where the package is at a specific time and when it was delivered.

The potential for fraud exists in any transaction and is difficult to prevent.

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## RESUME FOR EASTERN REGIONAL VICE PRESIDENT

**H**ello, my name is Bill Meier and I am a candidate for the position of Eastern Regional Vice President. Many of you probably know me, and those that don't probably have seen my name mentioned in *Crown Jewels*, either associated with a Hemingray display described in a show report or mentioned in "Mac's Believe it or Not" column. Or, turn to the back pages, and you will see I'm a co-host for the 1995 National Show.

I started collecting insulators as a teenager in 1969, and remember the days when I bought Stuart's and Tibbitts' books locally. Unfortunately, I just missed the startup of the hobby: the shows, clubs, magazine, etc. However, my interest was rapidly rekindled 20 years later in 1989 after returning to my hometown and visiting a local collector. He showed me an unbelievable collection of insulators; but more importantly, he gave me information about *Crown Jewels of the Wire* and the NIA. There was no turning back now! Six years later, I consider my collection of Hemingrays to be one of the largest and most complete in the country.

One of the NIA's most important jobs is to promote education and research. I have dedicated hundreds of hours of my time, and have made contributions to every book published in this decade, from John and Carol's reference book, to Marilyn's foreign insulator book, to Elton's history of Fred Locke, and finally, major contributions to John's new *1995 Price Guide*. I have created award-winning Hemingray displays at numerous shows at the local, regional and national level, combining "nice insulators" with a wealth of educational information to create an

informative and eye-catching display for both the novice and advanced collector to enjoy.

My wife Jill is no "Insulator Widow"; she is the Product Marketing Chairman for the NIA and brings you those great mugs and tee-shirts! Both of us attend over a half dozen shows a year: the National, the Eastern Regional, London, OH, and several local shows.

We are quite involved at the local level as well. I am Treasurer of the Yankee Pole Cat Insulator Club, and my wife is Membership Chairman. When we hear of new collectors, we invite them to come over and visit us and our collection. We encourage them to join the NIA and a local club, get in touch with the people and publications in the hobby, and support local shows! I believe this effort is critical to the health and success of the hobby.

An area of change I would work towards is the greater use of computers in the hobby. Would you believe the stamp hobby has a large special interest group in this area, and they have a CD ROM with a stamp database and pictures? I believe this could be possible for the insulator hobby as well, towards the end of the decade. But, right now, I would like to see the NIA keep more documents on-line. Standard documents such as the NIA renewal form, NIA show rules and template show contracts would be available either "camera ready" or on

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...GREATER USE OF  
COMPUTERS IN  
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was learned from the results of the first batch, but a few lingering questions require further testing. Other interesting experiments are in progress and the results are forthcoming. In addition, I'm also researching the CD 102 VTS Industrial ponies (fakes) and obtaining some very interesting information on their true origin. Rumors that these were manufactured for actual industrial use are erroneous. Details are forthcoming.

Rest assured, the NIA will eventually have vital information available in the fake, altered, and reproduction arena. Be aware that much time is required to provide you with complete and accurate facts, so please bear with us while awaiting the results. I assure you, it will be worth the wait!

In my last report I stated that glass does not retain radiation. This statement was in direct reference to cobalt 60 radiation only. There are certain sources of radiation that can impart radioactivity to glass as well as other materials. If you're not sure what source was used on a suspected irradiated insulator, you may want to stay clear of it! (Many thanks to Rick Baldwin for pointing out the need for this clarification.)

As always, I encourage and request input from YOU, the membership. I would especially like to hear from those of you who may have documentation, or at least some form of solid information on any previously altered or reproduced insulators. Many thanks to those who have contacted me thus far with helpful information.

I'm looking forward to seeing and talking with all of you at the national and regional shows this year. I hope you've made your plans to attend one, if not all, of these great shows. Of course, don't forget to support your local shows, too. This is an extraordinary hobby, and I see a tremendous increase in new interest here in the Western Region. I'm sure this is also the case throughout the country. If you're a seasoned collector and currently in an idle mode with the hobby, get out to the shows, there are plenty of new collectors that would enjoy meeting you and reaping from your knowledge and experience with of hobby. The worst that could happen is you very well could establish new friendships! See you all soon!

**Dwayne Anthony, NIA #3619**  
**First Past President**

## FROM THE MEMBERSHIP DIRECTOR

**W**ell we are off to another year. Each year that goes by I think that, well there can't be any more new finds out there; but each year I am proven wrong. Just as there are new finds there are also new members. Over the past few years the new memberships to the Association have been on the increase. Many of the people that have been joining the ranks have been collecting insulators for years but never realized there was an Association for collectors or that there were books and magazines on the subject.

Toward the end of last year, Anita Gold, a syndicated antiques columnist, published a short article on the hobby and the Association. I received literally hundreds of letters requesting information on how to join. Since then many of these "closet collectors", as I call them, are members. I wonder how many more collectors there are out there that are still unaware of the NIA or even other collectors in their own town. Moreover, I wonder how many new finds are sitting on shelves of collectors unaware of their value due to lack of knowledge of the hobby!

To give you some stats on this year so far, there have been 142 new members and 978 total paid members.

If you have not noticed, at the bottom left corner of your membership card are your years of service. I added this a few years ago to let everyone know where they stand without having to call or write to find out their years of service. If you are eligible for a 10, 15 or 20 year bar and have not received one, please let me know and I'll be glad to send it.



On one of the back pages of this issue there is a NIA Renewal form. If you are reading this issue, you have already paid for 1995. Use this form to pass it along to a prospective member or if there are any changes to be made pertaining to your membership, i.e. address, phone number or name changes.

Good Collecting

**Joe J. Beres**  
**Membership Director**



PLACEHOLDER FOR FINACIAL REPORT

## THE GREAT INSULATORS FOR STAMPS TRADE

by Al Way

**O**f all the trades I've had the pleasure of being part of, this trade has been the most special. It was as though it was just supposed to be. But in order to explain, I have to give you a little history about the famous Graf Zeppelin airmail stamps.

My father was quite the stamp collector. About the same time I became aware of insulators, my dad made me aware of the Graf Zeppelins. They were issued for mail on the first Europe - Pan American round-trip flight of the Graf Zeppelin in May 1930. Dad once had the chance to obtain these truly desirable stamps at a price that only happens once in a lifetime. Unfortunately, he was a young father then - with four boys to worry about - and decided to wait until he might better afford them. As stories frequently go, he never was able to find them later at a price he could afford. Whenever my dad was trying to convince us to do something really important while the opportunity was there, this story always found its way into the conversation.

It was about nine years ago that I learned that my father had cancer and didn't have long to live. I had just received my first profit sharing check. With this money I was lucky enough to procure a set of these truly special stamps as a present from his four sons. I can still remember the expression on my father's face as he opened them that Christmas morning. It was the only time I ever saw my father cry.

Well, the stamps sat in my safe deposit box for almost eight years before I decided that something had to be done; those stamps were meant to make someone happy. During our *Great Signal Tour* last year, I realized the perfect solution might just be possible if I found a dedicated signal collector interested in trading some serious signals for some serious stamps. One more factor was perhaps the most important: This had to be a real collector who would truly enjoy these stamps as I know my father did.

I added the stamps to our *Rainbow Riders* ad and also to our Wish Brochure, and just after the Houston National, we got a call from Tom Katonak in New Mexico. Not only does Tom collect signals, he also collects early U.S. stamps. The best part? He has never been able to come across the Graf Zeppelins. It was almost too good to be true. We had found a candidate for our very special trade. After a couple of phone conversations, the signals arrived. From our first review we knew there was easily a worthy combination. Immediately we sent the Zeps out to Tom so he could see what we had to offer.

I know my dad would be very proud. Not only did I manage to get those stamps out of the dark and into the light where they could be enjoyed, but I also know that I made at least four people extremely happy. Tom's happy with his set of the Graf Zeppelins. Ginny and I are overjoyed to add new colors, new shades, and new

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