A NOTE FROM THE EDITOR

I can't tell whether Winter is coming to an end or not. I do know that a lot of folks I've talked to in California sure wish El Niño would go somewhere else. I guess the only good thing about all the rain in the West is that some old telegraph and telephone artifacts will wash out of the ground!

This issue is "action packed" for

sure! In addition to great regional reports, this time we have the candidate letters for NIA president and the Eastern Region Vice President. Elections are this Spring and the winners will be announced at the NIA convention in July. VOTE! Bill Meier used his forum to provide a great tutorial on the "Internet insulator web" and Rick Soller shares the "great events in insulatordom" story. Be sure to digest both of Also, Dwayne Anthony these.

gives a rundown as to where we are on the educational displays that he's been working on.

Here's a brief word on membership: It's down a bit from this time last year. That means some folks have just plain forgotten to send in their dues. Not <u>you</u> folks (or you wouldn't be getting this issue!) - but people you know. Remind them that the

(Continued on page 2)

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NIA needs their support and encourage them to send in their dues to Joe Beres.

I'd like to welcome two new people to NIA leadership positions. Bob Willis has accepted the position of Historian and Steve Marks now brings his savvy to the group as By-Laws Chairman. Glad to have both you fellows aboard and I'm looking forward to working with you!

One of the great accomplishments of the Board this past quarter was the revision to the NIA Code of Ethics. You'll read more about this process later, but I'm also publishing the Code in this issue so you're all familiar with what we the NIA fundamentally believe is fair, honest and ethical. If we all

...a new look to

Drip Points

subscribe to our Code of Ethics, and convince our fellow hobbyists that this really is

the way to conduct our business, then this great group will be "on the map" for a long time to come!

This issue also brings a bit of a new look to Drip Points: I've decided to use more of the page with a slightly smaller type. I can still read it with my new glasses, but if you have trouble, let me know! In closing, I want to take this chance to solicit your comments via the "Letters to the Editor"

column. Since I don't get very many letters of complaint, I must be doing a <u>fantastic job!</u> (But you could write and complain

about somebody else!) If you don't have time to write to me, **do** take the time to fill out the new NIA survey at the back of this issue. This is <u>your</u> chance to make your thoughts and wishes known - and to influence the direction of this fine organization.

Tom Katonak

LETTERS TO THE EDITOR

Dear Drip Points,

I try to write in every year, but last year, I missed the deadline. Collecting was pretty slow last year. Instead of collecting insulators, I was concentrating on obtaining RR signals....And of course, I attended the Alma KS show last year and I'll try and attend this year's. As for my total number of insulators...it now stands at 1860. (It's those 42's that help the total out!) If Kansas law prevails, the abandoned right of ways will revert back to the landowners, and there's still tons of insulators left on the poles....

Good collecting to all,

Bobby Youngers

(Editor's note: Bobby has been sending in annual reports to the DripPoints from Kansas since he was 15. His letters are usually accompanied by drawings which you'll see from time to time in DripPoints!)

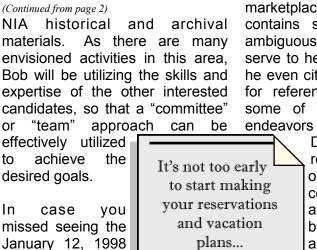
FROM THE PRESIDENT

In view of the special inclusions with this issue of *Drip Points* and the informative reports from many NIA officers and committee chairs, I will keep my remarks brief. As most of you are aware, the hobby lost another pioneer this Winter with the passing of Len Linscott. Len served as President of the NIA from 1978 to 1980. We will all miss him.

Dudley Ellis has been doing an outstanding job as the NIA's Nominations Committee Chairman during my term, and we are fortunate to have an excellent field of candidates running for the upcoming elected positions of President and Eastern Region Vice President. Please read their position statements and exercise your right to vote when you receive your ballot.

Our new By-Laws Chairperson, Steve Marks, has really had his hands full during his first quarter in office! Steve's legal expertise are a real asset to our organization, as is his persistence and enthusiasm. As he will tell you in his column, he's recently been responsible for the revision of the NIA Code of Ethics, which will be an important document for our pursuit of honest and ethical practices within our hobby. He's also been working tirelessly with other NIA members and officers to bring an end to several other unethical practices which are, unfortunately, still occurring and posing a threat to the hobby.

The NIA's newly-appointed Historian is Bob Willis of Stone Mountain, GA. Bob brings to this position a wealth of technical skills, as well as competent and professional ideas and approaches for preserving, perpetuating and disseminating



issue of Antique Week, Harry Rinker had an interesting editorial on glass color alterations and his "recent" observations of an influx of irradiated glass in the marketplace. Although the article contains several examples of ambiguous information, it does serve to heighten awareness, and he even cites Mike Guthrie's book for reference. With respect to some of the NIA's educational endeavors in this area, results of

Dwayne Anthony's research investigations on altered insulator colors will soon be available for reference by all. I'm sure that we are all aware that there are still many

"questionable" and controversial pieces currently in the marketplace, so shop wisely and intelligently! It's not too early to start making your reservations and vacation plans, so that you will not miss out on the fun and camaraderie that will be found at the 1998 NIA National Convention and the NIA Central and Western Regionals! I hope that you all will be able to attend the shows of your choice this year, make many new friends and perpetuate the wonderful, positive aspects of our great hobby! Shop wisely...and, above all, have fun!

Rick Baldwin, NIA # 336 President

A NOTE ON NIA SHOW BIDS

If you are interested in hosting the NIA eastern region, central region or national show, bid forms can be requested from the Executive Secretary, Rick Soller. You can also request a copy of the extremely useful "Comprehensive Planning Handbook for Show Hosts" which provides information on such issues as advertising, negotiating with the facility, designing a floor plan, and budgeting.

Rick Soller, NIA #2958 Executive Director

FROM THE EASTERN REGION

THE INTERNET AND THE INSULATOR COLLECTOR

More and more these days you hear about The Internet, The Web, E-Mail, The ICON Mailing List, The Insulators Web Site: What are these? What value are they to an insulator collector?

"The Internet" – This can be used as a very broad term meaning many things. Simply put, it is a network of computers around the world. You can think of it like "The Phone System"; but instead of connecting telephones around the world, it connects computers around the world. The Internet provides the means for hundreds of thousands of computers to "talk" to each other. Over the Internet, these computers can send text, data, pictures, audio, video and more to other computers. When you dial into your local Internet Service Provider (ISP) your computer becomes connected to the However, like with a Internet. telephone, nothing happens when you are connected; you have to "talk" to make something happen.

"The Web" (or "The World Wide Web") – This is a collection of specialized computers called "Web servers" that communicate over the Internet with "Web



browsers". The Web servers maintain a large amount of information, like a library. These Web browsers can ask the Web servers for this information, like you asking for books about "glass insulators" at your library. Unlike your library, since both the Web servers and the Web browsers are on the Internet, they can share information around the world. A

(Continued from page 3)

Web browser is simply an application that you can run on your computer when it is connected to the Internet. Common Web browsers include Netscape Navigator (or Netscape Communicator) and Microsoft Internet Explorer. Some online services such as America On Line (AOL) provide a Web browser "built in" to their environment.

"E-Mail" – Electronic mail – Like the name implies, it is a way for people to send messages electronically over the Internet to other people. Each person runs an email application on their comput-

er, and other computers serve as electronic post offices to collect the mail and route it to the a p p r o p r i a t e destination. These electronic post offices

also return email that is undeliverable – when the destination person's address is unknown just like the USPS! Unlike the USPS, email is delivered in seconds, rather than days, and you can send your message to multiple people at once, without needing to make multiple copies of your message.

So, what does all this have to do with Insulator Collectors? Well... collectors can communicate with other collectors and NIA officials via E-Mail, just like they can with a phone call or a letter. They can access a wealth of information on Web servers, such as information from the Library of Congress, the Patent Office, and The Smithsonian, and thousands of other sources.

"The ICON Mailing List" – This is an electronic mailing list for Insulator <u>Collectors On</u> the <u>Net</u>. The concept of an electronic mailing list is simple; someone sets up a mailing list name, people subscribe to the mailing list, and any email messages sent to the mailing list go to all the other subscribers. There are thousands of different mailing lists on the Internet, and there could be many mailing lists for insulator collectors. At the moment, this is the only mailing list, and I am the maintainer of it. This list has about 425 people on it now, ranging from beginning collectors to experts. A mailing list is a great way to share information with others. Ask a question to the ICON mailing list about insulators, and probably within a day you will

> h a v e s e v e r a l answers. You might even get some answers in minutes! Or, you can share a new find or a story about an insulator hunt with others.

"The Insulator Web Site" – This is a web site filled with information about insulators. Its name on the Internet is www.insulators.com, and I privately maintain it. A number of other collectors have smaller sets of web pages that talk about their own collecting specialties. Like with mailing lists, many web sites about insulators could exist, but at the moment, www. insulators.com is the primary source of insulator information on the Internet.

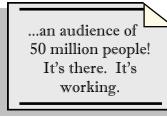
The future – Some people wonder if the Internet is "good" for our hobby. Having been involved with it for almost three years, I can answer with a resounding "**YES**"! I know personally that hundreds of people have found out about clubs in their area, joined the NIA, gotten information about insulator shows, ordered books and magazines, and have gotten their first view of some unusual and rare insulators via the Internet. Or, just gotten a better understanding of those "glass things" they have.

A web site is also a great way to archive information. Color photographs, articles, and other information can be stored for very little This material is also cost. searchable. Already there are dozens of articles, photographs and stories of glass insulators in service, and archives of all the National and Regional exhibits since 1996 (provided courtesy of Crown Jewels of the Wire) available at www.insulators.com.

Some people are also concerned that since insulators are available for sale on the Internet, that this will take away attendance from local shows. I believe the converse is true. One guickly learns that the hobby is more than just owning some insulators; it is the interaction and sharing of knowledge and personal contact with others that make this hobby great. Soon after you own a few insulators, you want more information. You want more personal involvement. So, you get some of the reference books, you join your local insulator club, and you attend local and regional shows.

I know of no better or cheaper way to reach an audience of 50 million people! It's there. <u>It's working!</u>

Bill Meier, NIA #4322 Eastern Region Vice President

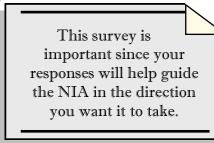


FROM THE CENTRAL REGION

[¬]his year seems to be starting L off great. Rick Soller and I just finished hosting the GCIC club's meeting in February. We had a great turn-out of over 20 people. I am sure the mild winter weather we are having had something to do with it. Included in this group were no less than four people who had heard about the meeting from the Internet. Two of them have been collecting for years, and the other two had some insulators at home and just wanted to know more about them. I would suggest that other clubs list their meetings on the web site as an opportunity to meet more collectors or even to find some collections.

The NIA Central Regional is fast approaching and is being held on March 21 and 22 in Garland, TX. Unfortunately for me, I will be unable to attend again this year. I do promise however, that I will attend it in the near future. I'll be at the 1998 Collector's Jubilee on April 3 and 4 in Wheaton, IL and it promises to be the usual fun "Chicago style" show. The Missouri Valley Insulator Club is having another show on April 18 in Alma, KS. I wonder how many colored pieces will come in at this show in the heart of signal country! The next show I'll be at is the Northwestern Insulator Club's show scheduled for April 25 in Bloomington, MN. I understand that this year's show is going to be bigger and better than last year's. Of course I'll make my annual tradition of going to Alan Stastny's Hog Roast/Swap meet on June 5 and 6 in West Manchester, OH. Dennis Stewart and Alan have been drumming up some new collectors in the Davton/Cincinnati area, so I expect that this show will be attended by quite a few this I am also planning on vear.

attending the <u>NIA National</u> on July 31 -August 2 in Williamsburg, VA. This show is close to a large number of central region members and l



By-Laws Chairman and the new Historian. In our never-ending goal of resolving the issues regarding fakes and reproductions, we have already accomplished a major goal: Rewriting the NIA Code of Ethics. Rather than spending precious time at the annual NIA meeting, the officers reviewed the existing code of ethics and made changes to it over a several month long period. During this time, several us discovered wording of problems and new categories that

were needed in this code. I'm sure that if this were to be voted on at the annual board meeting, some of these areas may h a v e b e e n overlooked. I can assure you that the

hope that means I'll see a strong showing from you.

Please make special note that in this issue is the updated **NIA SURVEY**. Matt Poage and I removed a few questions from the previous survey and added a few key new ones. Please take the time to look it over, fill it out, and return it to Matt. This survey is important since your responses will help guide the NIA in the direction you want it to take.

The NIA has also seated the new

extra time this took has really made an impact.

Please take some time to look this revised document over. The NIA will be tackling other by-laws changes in the near future, so if you have anything you would like to see addressed, please contact me.

As Always,

Bob Stahr, NIA #4186 **Central Region Vice President**

FROM THE WESTERN REGION

This issue of *Drip Points* is an especially important one as it includes the long awaited <u>Membership Survey</u>. We had originally planned this for the last issue, but it just didn't happen. In any case, you will find some important additions from the last survey - and some questions that are the same.

I'm sure some of you might think of disregarding the survey, but I urge you to lay aside any thoughts you have on that and please take the time (only a few minutes, really, and .32 postage) to respond. It will assist the NIA board immensely and it's a chance to air your comments (bad or good) so things can be changed or improved upon. Please mail your responses to: Matt Poage, 12771 Eudora Drive, Thornton, CO 80241. Note that this is a new address for me as I have just recently moved, so please disregard any lists with my old address. In advance, thanks to all those who willing respond!

Now, another important topic: <u>The</u> <u>1998 NIA Western Regional</u> <u>Show</u>. This notable event will be held here in Denver at the Holiday Inn on 120th and I-25 - which is easily accessible

from all the corners on the compass. It's a great hotel and it has a great show

hall room. The show will be June 5-6 (Friday and Saturday - Sunday will be a "travel day" for everyone) and it promises to be just as good as last Fall's 1997 Western Regional in Albuquerque - and for all those in attendance there - you remember what a great show that was! Any inquires for table/display information should be sent to Bob Ryckman at 2120 S Vaughn Way #201F, Aurora, CO, 80014. One interesting note here: I have contacted News 4 (one of Den-

ver's largest and best news channels) about having a segment on their evening news that Friday night. If that happens, it could have a great impact on walk in traffic for Saturday!

There are many other western shows on the schedule, of course. These are detailed in the Crown

Note that this is a new address for me...

Jewels, so I won't take up space here. Plan to attend as many as you can!

Thanks again for your assistance on the Survey and I hope to see all of you in June in Denver.

Matt Poage, NIA #3757 Western Region Vice President

...DRIP NOTES

- Dues are past due for 1998! Tell your friends to send their membership renewals to Joe Beres, Membership Director. Without an up to date membership there is **no vote** and **no Drip Points**!

- MOVING?? Please send your new address to Joe Beres: Don't risk missing your copy of the *Drip Points*!

- Elections are coming for President and Eastern VP. VOTE!

- Check out the NIA on the World Wide Web: Tune in to "http://www.insulators.com/ nia" and see what's happening!

- Need an NIA shirt? Cap? Coffee mug? Fill out the order form at the end of this issue and send to Jill Meier!

- We need your responses on the 1998 NIA Survey: You can find your copy at the end of this issue. Tear it out, fill it out, send it in!

FROM THE EXECUTIVE DIRECTOR

THE TOP TEN DEVELOPMENTS IN THE INSULATOR HOBBY

The insulator hobby is well beyond its infancy so it seems time to look back and reflect upon those developments that brought us to where we are today. Just listing these is sure to cause controversy, but here is my list of the top ten developments in the insulator hobby.

Number 1: The publication of Insulators: Crown Jewels of the Wire (Now known as Crown Jewels of The most important the Wire). need for a hobby to form is communication between its members and this magazine did and still does just that. There were some predecessor magazines that published insulator columns like the long running column by Francis Terrill in the Old Bottle Magazine but this was not our magazine and was limited in the amount of space devoted to insulators. There have also been a number of magazines since including Cross Arms, Canadian Insulator Collector, and Rainbow Riders Trading Post.

<u>Number 2</u>: The development of the Consolidated Design (CD) chart. Once collectors have a forum for communicating, they need a common language and N. R. (Woody) Woodward's CD system provided that. Since most collectors favored U.S. glass pintype insulators over other kinds, this was the most important taxonomy and, as it turns out, the earliest being introduced in the mid-1960s.

<u>Number 3</u>: The formation of the National Insulator Association (NIA). Some kind of organization was needed to regulate and promote the hobby. These are still the primary activities of the hobby and ones that many think the life or death of the hobby depends upon.

<u>Number 4</u>: The issuance of the first price guide. With a means to engage in commerce and some oversight of it, collectors, especially new collectors, next needed some idea of the relative worth of pieces.

<u>Number 5</u>: The development of the U-number chart. Collectors

also needed a common I a n g u a g e f o r identifying porcelain insulators to each other. Since the chart is so detailed that many collectors find it

laborious to use and since there are fewer porcelain collectors, it is not ranked at the same level as the development of the CD chart. Nevertheless, there is a strong and growing following of porcelain collectors.

<u>Number 6</u>: Local clubs. Clubs are essential to the promotion and operation of the hobby. They give collectors a chance to get to know a smaller group of people and yet their large numbers allow the club to handle the work of hosting a local, regional or national show. They do a lot to promote the hobby and I wish there were more of them.

<u>Number 7</u>: Auction catalogs with prices realized. Price guides can only go so far in helping set prices. One-of-a-kind pieces, unusual mixtures of colors, or pieces with rocks and nails defy rules of thumb because these pieces come up for sale so infrequently. When they do, it's nice that everyone has a chance to bid on them. Information on prices realized provides some future guidelines for prices, at least providing some kind of range for unique insulators. <u>Number 8</u>: The Internet. This is actually three things rolled into one. First there are web pages depicting various insulators and providing text to interested computer users. Second, there is a place to discuss insulator collecting. Finally, there are electronic auction locations where insulators are bought and sold. The Internet provides the most up-to-date discussion of topics, offers an easy way for interested people to find out about insulators, and gives an

...my top ten developments in the insulator hobby. additional outlet for those interested in buying and selling insulators. This is one ranking that I could see being higher as

more people get online.

<u>Number 9</u>: Commemoratives. If we think our hobby is worthwhile, our actions should reflect that. Commemoratives do that. In addition, they have become collectibles in their own right. Someday glass insulators will no longer be made anywhere in the world but as long as commemoratives are made, collectors can still get excited about a new insulator becoming part of the hobby.

<u>Number 10</u>: The Biography of Fred M. Locke. Elton Gish certainly set the standard high for future authors when he published this book. Fred Padgett followed with the story of William McLaughlin and his glass company that lived up to expectations of thoroughness. These books show insulator collectors are serious researchers as well as collectors.

<u>Runner-ups</u>: Identification guides are a must for any collectible so the M-chart deserves some recognition. Because beginning collectors may be hesitant to spend a lot of money to get started, books by (Continued on page 8)

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Terrill or by Tibbitts offered low cost (around \$3) guides to people so they could ease into the hobby. These books came at a time when the hobby was really starting to get going. Tibbitts came out with his books between 1967 and 1969 while Frances Terrill published her 6 books from 1970 to 1972.

The National Convention, Show &

FROM THE NOMINATIONS CHAIR

The winter here in Georgia has been very wet and much warmer than normal. Most of the rain came out of the Gulf just in time for the weekends. I only managed to go on two insulator digs all winter. As the spring begins, I plan on breaking the winter doldrums with two more digs, the Dixie Jewels Insulator Club swap and sale, and the Huntsville Show.

In the winter issue of *Drip Points* I solicited resumes from those of you who wanted to offer your leadership abilities to fill two

<u>Sale</u> brings collectors together from all over the world, has more dealers and more displays than any other show, is a feather in the hosts cap, and a place for the NIA to hammer out policy. As such, it is a major icon in the hobby.

The 2 volume set *Insulators: A History and Guide to North American Glass Pintype Insulators* is the bible of the hobby and would have been much higher on the list if it weren't for all the other reference books that came before it and really laid a lot of ground work.

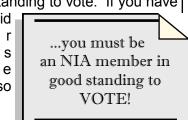
Rick Soller, NIA #2958 Executive Director

positions in the NIA that will become vacant this summer. I have had three responses from NIA members wishing to run for NIA President and two responses for Eastern Region Vice President.

The following five resumes are for your review and consideration. Please read each carefully. After April 1, 1998, I will begin preparing the ballots. If anyone else is interested in running for either of these positions, please contact me before that date to insure that your name is placed on the appropriate ballot.

I will be mailing the ballots during the middle of May. Remember that you must be a NIA member in good standing to vote. If you have

not paid y o u r d u e s please do so



immediately.

I will announce our new President and Eastern Vice President at the NIA business meeting during the 1998 National Convention. I hope to see you in Williamsburg!

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

CANDIDATES FOR NIA PRESIDENT

JIMMY BURNS

 ${
m T}$ o the membership of the NIA;

Greetings! I, Jimmy Burns, announce my candidacy for the National Insulator Association' s position of President. I have collected insulators for twenty-nine vears and have been a member of the NIA for 11 years. Μv specialties include color porcelain, radio treated porcelain and the insulators of Jeffery-Dewitt. I am a member of the Lone Star Insulator Club. as well as the Dixie Jewels Club. I have served as an NIA national show host and also as a regional show host. Annually with John Hall, I host the LSIC show in Houston. I have served in several elected positions and committee posts with the LSIC. I am currently the President of the Lone Star Insulator Club. My wife, Vickey, and I live with our children, James and Christopher, in rural Montgomery County, near Conroe Texas. I have been employed by the Splendora Independent School District the last 17 years and also teach Freshman English at the local Junior College. I enjoy writing and have articles that were

published in Hobby literature.

I have two reasons for running for the position of president. 1) Both of my sons are interested in collecting insulators. I have a vested interest in seeing the hobby preserved. 2) I have a vision of a hobby organization that is <u>grass roots</u> driven, rather than leadership driven. To these ends, I advocate the following:

AWARDS - 1.Creation of a new category to be awarded at each National - Non-Pin Type - more

(Continued from page 8)

and more collectors are getting into this area because of cost. This would include both glass and porcelain pieces. (Examples: radio strains, neon sign insulators, non-pin type substation insulators.) 2. Study of the possibility of dividing the Junior Division into two aqe classifications. Children's (up to age 12) would have its own rules designed to allow younger children to participate. Junior (12-18) would be subject to current rules. 3. Establishment of an annual member generated process of nominations for lifetime service medals.

IMPROVED COMMUNICATIONS - As President, I will answer all correspondence sent to me by the members. I will also send out monthly reports to Local Club Presidents so that they can give NIA updates to their membership. I will also call each of these local leaders to discover their concerns about what is happening in our hobby. Also I would advocate the creation of a permanent chat room at the NIA Web Site so that members may discuss what's going on in the hobby. FAKES/ALTERED INSULATORS - In addition to the current committee, I would develop a policy that would use the full extent of the Federal Mail Fraud Laws.

ELECTIONS - 1. Establish deadlines for running for election. 2. Establish clear concise guidelines for resolving conflict in 3. Create a policy of interest. neutrality towards candidates for elected office where remarks aimed directly or indirectly at a candidate would be forbidden from publication in DRIP POINTS during the time of the election. 4. Provide for removal from office of any officer who directly or indirectly tampers with an NIA election.

A P P O I N T M E N T O F COMMITTEES - 1. Creation of a talent pool to identify those people both qualified and willing to serve. 2. Creation of term limits to allow more people to serve. 3. Creation of a waiting period of two years before a former committee member could serve again. 4. Forbid the movement of members from committee to committee. All of these would not only ensure NEW BLOOD, but would insure a more DIVERSE group that reflects the GRASS ROOTS membership.

SERVICES TO MEMBERS - 1. Study the possibilities of fringe benefits packages for members. 2. Create ethics guidelines for dealers.

EDUCATION - 1. Use the internet more effectively to reach children in public schools. 2. Develop a reproducible package of teacher materials to be used in the class room.

MEMBERSHIP - To increase the membership, I advocate the following: 1. Reduce dues to first time members to five dollars. Dues would go back to \$10 dollars the second year. 2. Reduce the dues for former members who have not been a member in five years to five dollars. Again it would go back to ten the following year.

In conclusion, I believe that it is time for a President who can foster more participation in the NIA on the part of its Grass Roots membership. I believe I am that person and I thoughtfully solicit your vote.

KEVIN LAWLESS

Dear fellow NIA members and insulator collectors:

I would like to introduce myself to those of you in the hobby that might not know me, and to reintroduce myself to those in the hobby that DO know me. My name is Kevin Lawless and I am a candidate for the office of NIA President.

I am a lifelong resident of Schenectady, New York and am a telecommunications network consultant by trade. I am currently Vice President of Wildec Technical Service, Inc., where I have been, first, an associate and then, partner, since 1983.

I have been a collector of insulators and an NIA member since the Lakeland, Florida National Show of 1977. I collect a wide variety of mostly glass threaded North American pintype insulators, with a collection of more than 1600 pieces, and maintain a substantial library of insulator books, magazines, publications and literature. I have been a participant (as seller at virtually all shows I attend and an

exhibitor at some of the larger shows) in more than 200 shows since I became a member of the hobby, including 19 National Shows and 20 Regional Shows.

As a member of the Capital District Insulator Club (CDIC), I have served as Vice President, Historian and Secretary, and have been newsletter editor of the CDIC since 1981 and show host since 1979. As a member of the Yankee Pole Cat Insulator Club, I have served as Historian for the past two years. I am also a

Continued on page 10)

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current member of the Capital Region Antique Bottle and Collectibles Association.

As a member of the NIA, I cohosted (with John deSousa and Doug MacGillvary) the 1986 National Show in Saratoga Springs, New York; the 1991 Eastern Regional Show (with Doug MacGillvary) in Meriden, Connecticut: and the 1995 National Show (with Steve Jones & Jill and Bill Meier) in Marlborough, Massachusetts. Т served four years on the NIA as Executive Director Board (during the administrations of both Marilyn Albers and Mike Bruner) and then six more years as President and Past-President following my election as NIA President in 1986. In 1992, I was appointed as the NIA's Promotions and Education Committee chair. which I held for three years. I was honored by the NIA Board with a Lifetime Membership in 1991.

Although I seemed to have achieved most of the goals that anyone might want to achieve in the hobby, goals are not the reason I am striving for this office. Our hobby is changing rapidly and there are many facets of our hobby that are not being managed carefully or, in some cases, at all.

There has been a strong push over the past several years to attempt to rid the hobby (least, the NIA ranks) of undesirable elements and questionable insulators and, in and by itself, that is an admirable goal. Certainly, where anyone, especially an NIA member, is shown to be dishonest in their dealings or consistently incorrigible and refuses to make amends, the membership should be so warned and the offender's membership should be revoked. To my knowledge, this has occurred only five or six times in 25 years. With more than 6,000 members in the NIA's history, that is a remarkably low number of problem members.

The number of "fake" and "questionable" insulators in our hobby is far less known. Rumors of early members with access to old particle accelerators "nuking" Postal beehives and Star signals and creating exotic new colors predate our organized hobby. In more recent years, questions about Hemingray (and Pyrex) carnival glass, certain lightning rod pendants. bullets, EC&M's, threadless, glass blocks, Californias, Denvers, lightning rod balls. commemoratives. blue Lynchburgs, amber Whitall Tatums and probably a whole host of other items I haven't heard about yet, have been hashed and re-hashed and re-hashed again.

With the lack of substantiating evidence to condemn any of these, or any other item, however, we are reducing the NIA to policing sales tables to remove offending items, am firm in my stand that this is not the NIA's responsibility, nor SHOULD it be. We do not have the expertise to ANY ascertain insulator's authentication. similar to the manner that professional organizations such as the American Numismatic Association (ANA) can, nor can the scientific community at a reasonable cost associated with it. I am certainly not the first to say that I am SICK TO DEATH of listening about fakes and what to do about them. The NIA, however, cannot and should not put itself in a position of judgment. It is the onus of a buver to research a potential purchase. (LET THE BUYER BEWARE: If it sounds too good to be true, it

probably IS too good to be true.) Worse, the NIA risks ignoring the needs of the core of the hobby and spending too much time on just one topic is neither admirable nor constructive.

As a collector. I have been a strong proponent of educating novice collectors about HOW to collect insulators and what can be done to get more collectors INVOLVED in the hobby, in the hopes of replenishing the leadership needs in our hobby. I have been pleased with the number of clubs that have sprouted and prospered, many of them, seemingly, overnight. have attempted to help many of them by sharing opinions, club bylaws, suggestions and, when possible, by supporting their shows.

There is a rapidly growing element in the hobby who are participating over the Internet and, specifically, with ICON and auction services such as E-BAY. While the Internet has grown, the NIA's participation has been very small, as we have not attracted significant new membership or participation in the NIA. It is time for the NIA to come up with a comprehensive plan to make use of the Internet, without disrupting more traditional forums. which currently include local clubs and shows, Crown Jewels and the various mail order auction houses. Keep in mind that there have been a handful of exciting new finds that have crept into our hobby through the Internet.

I propose, should I be elected as President, to drastically increase the activities of the NIA in the area of promotion and education. We need to be more than a support group for the hobby. We need to be proactive within the (Continued on page 11)

(Continued from page 10)

communities. To help achieve that goal, I will suggest that significant assistance be given to the local clubs and individuals in the area of public presentations: at schools, libraries, antique shows fairs, with live talks about public safety and question and answer sessions, wherever a public forum exists where insulator collecting and history might be promoted. Further, we want to publicize the good work the membership does in promoting our hobby. Let us know what you or your fellow collectors have done - the positive publicity spin will help create MORE good publicity. I also want to do more to help promote local shows, and work with the local show hosts to avoid scheduling conflicts, improve their advertising and promotional work and to help get new collectors and insulators into our hobby.

NIA needs The a strong leadership push towards reestablishing the hobby of insulator collecting - as a hobby, not as a growth industry. Our focus needs to be on bringing in new collectors and families who want to share some of their recreation time with We have had more than a US. handful of collectors who, guite frankly, have left our hobby because "there is too much concern about squeezing the last buck out of every piece" and "too much negativity and bickering" and "it isn't fun anymore". (Sound familiar?) Sooner or later, if we keep up with our current trends, there will be no magazines, no local shows, few dealers to man tables at the shows that remain

and a raft of uninteresting material being paraded in auction catalogues and on the Internet. That is not the vision I have for my hobby. If the vision you have for your hobby is one that is entertaining and informative, where we invite new participants and new ideas, where everyone with an opinion can voice that opinion and where we act as a support groupfor local clubs and shows, then I would greatly appreciate your vote of support.

Thank you. Look for me at Garland, Denver and Williamsburg in 1998!

Kevin Lawless, NIA #1679

BILL MEIER

im sure most of you have heard L of me. Or maybe you haven't been involved with the hobby since I started collecting in 1989. Or maybe you aren't a member of the Yankee Pole Cat Insulator Club; the largest insulator club in the country – a club my wife and I have been running for several years. Or maybe you didn't attend the 1995 National Convention in Marlboro, MA that I co-hosted. Or maybe you haven't been at a National since 1992 when I began displaying award winning exhibits. Or maybe you weren't at the 1997 National Convention banquet where I was awarded the 1997 NIA Outstanding Service Award. Or maybe you never sold me, or bought from me, a Hemingray insulator. Or maybe you have never seen or read about our collection of Hemingray insulators; one of the largest and most complete in the world. Or maybe you aren't in the Eastern Region, where I have been Vice President for the past three years. Or maybe you don't know "The Webmaster" of the largest and most complete Web site devoted to insulators on the Internet, about which Harry Rinker commented "This site sets a standard by which to judge all other antiques and collectibles sites on the Web." Or maybe you don't know the manager of the ICON mailing list. Or maybe you haven't read the special acknowledgement sections of most of price guides and books published in the last decade and seen the contributions I have made to those publications. Or maybe you haven't been one of the hundreds of collectors that have personally contacted me by email, phone or letters. Or maybe you didn't read the Side Pin Profile in February's CJ about my wife and me where the author

c o m m e n t e d "... t h e i r accomplishments are nothing short of amazing." Or maybe you never ordered an NIA logo item from my wife, who is the NIA Product Marketing Chairman. Or maybe ... you just don't know me [yet] !

Vital Statistics

If you need some "vital statistics", I'm 42, have been married for eight years to Jill, and have no children. I graduated from Tufts University summa cum laude with a BS in Computer Science, and have worked at Digital Equipment Corporation as a Principal Software Engineer for almost twenty years. Now I am starting my own consulting company "Creative Computer Consultants." I started collecting in 1969, had a long hiatus when I went to college several years later, and resumed

(Continued from page 11)

in 1989. I just received my NIA ten year membership in 1998.

"Been There, Done That!"

Yup, I've "been there, done that!" I believe I bring a special combination of knowledge and experience to the position of President. I am young enough to remember what it was like starting out as a new collector with "every possible Hemingray" (Hemi-42's Hemi-16's, Hemi-40's, Hemi-9's) "every possible in color" (Hemingray Blue, Agua, and Clear), and the thrill of attending my first insulator show - The 1989 Allentown National! But, being very actively involved in the hobby for almost ten years, I am also experienced in nearly every facet of the hobby.

The Past and the Future

That is all in the past now, what about the future? The hobby is entering its second generation; some old timers are no longer with us, and newer collectors are entering the hobby. A number of the early collectors were related to the utility industry; today we have collectors of all ages from all walks The hobby is also of life. going through maturing, and "growing pains." Now. some people buy insulators as investments, and others try to capitalize on unknowing collectors with the introduction of fake and altered insulators into the hobby.

Promotion and Education – The Key

I believe that promotion and education is the key to the future of this hobby. I take a very broad view of each of those words, such that together they encompass nearly every formal aspect of the hobby. Magazines, books, web sites, clubs, shows, the NIA and its committees, all are part of this. So is the individual collector who shows an insulator to his friend, or explains the difference between "Hemingray Blue" and "Aqua" to a new collector.

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I truthfully don't see that the hobby needs radical changes. I see that some refinements, improvements and some change of focus are needed.

Nuts & Bolts

To produce a booklet designed specifically for the new collector. Something in between the current *"What Are Insulators?"* and a complete reference set such as the *McDougalds' Volume I&II.*

- To develop a nationwide "mentoring network" where new and beginning collectors can locate, access, and visit more knowledgeable collectors in their geographical area. Local insulator clubs can help serve this function in some areas.
- Recognize that "a successful show" involves four parts: 1) Planning, organization and advertising by the show host, 2) having enough dealers with saleable items, 3) having enough collectors attend, and 4) having enough "walk through" attendance to help promote the hobby.
- To vigorously support the activities of the Research and Authentication committee, and the four subcommittees, with one goal being to produce a guide for collectors.
- To maintain more written documents accessible to the collector about the activities of the NIA board.

- For the first time in years, I believe we now have a Historian that will be able to make progress. Goals would be to begin sorting through the massive amount of archive material, and producing scrap books and other material available at Regional and National shows, and on the Internet. In addition, the Historian would provide a quarterly column in *Drip Points.*
- Work with the Historian and that committee to collect, record, and archive information from older collectors that is not written down and may be lost forever. This would include historically significant information, as well as the stories and anecdotes that are verbally passed around.
- Refocus the Promotion and Education Committee's goal of producing a video, to producing a slide show or multimedia presentation, which could be transferred to video later.
- To create and organize standardized forms and templates for common purposes; especially to assist National and Regional show hosts.
- Encourage the promotion of the hobby at the local level by collectors. Develop a "program guide" to assist those giving talks or setting up displays at libraries, schools or clubs.
- Continue to use the NIA web site on the Internet to promote the hobby.

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To use the NIA web site as

(Continued from page 12)

a place to archive material for viewing and distribution.

• Maintain the personal, friendly nature of the hobby.

In summary

Kevin Lawless is a friend of mine, and I believe he is a competent person. As you know, he already was the President for the 1986-1987 term. Why not give the "new guy" a shot? I ask that you judge me by what I have done, and what I can do, and my demonstrated commitment and passion for the insulator hobby.

Respectfully submitted,

Bill Meier, NIA #4322

CANDIDATES FOR NIA EASTERN REGION VICE PRESIDENT

LARRY NOVAK

o the Eastern Region:

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

In my work life, I am a Senior Project Manager for a small company that develops computer I have a BS in software. Mathematics from Penn State and Masters of Engineering а Administration from the George Washington University. I spent 18 years working for NASA before coming to work for my present company. At NASA I was involved in the Apollo program as well as many unmanned scientific satellites. I now manage software development projects, mostly for scientific or engineering applications.

I have been collecting insulators for about three years and have been quite active in the hobby. I specialize in Lynchburg insulators and also collect telegraph-related insulators and go-withs. I have been to most of the Chesapeake Bay (CBIC), Kulpsville and London shows since I started collecting. For the past two years I have been on the show committee for the CBIC show. My duties have been to coordinate dealer contracts and also to help with the advertising of the show.

If I have any agenda for the NIA, it is education. I feel strongly that our National Shows should have some educational content and I am working with Mark Becher to line up some educational seminars at the 1998 National in Williamsburg. I hope these will be popular and that they will become part of every National.

Otherwise. I don't have a particular agenda. 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 that everyone needs to be aware of. 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.

I learned about the NIA and Crown Jewels from Bill Meier's Web page on the Internet. I think Bill has done a tremendous service to us all by building and maintaining one of the Web's best sites, regardless of content. One concern I have is keeping a flow of new members coming into the NIA and I'm sure Bill's Web page has brought in a number of new collectors who stumbled across this great site looking for information about one or two insulators that they happened to have. For those of us who are on-line, this is a tremendous resource.

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 many people with a deep knowledge of insulators and related technology and I would be happy to represent your views to the NIA. l will appreciate your vote.

Larry Novak, NIA #5889.

KENNETH A. WILLICK

I would like to submit my name as a candidate for the office of NIA Eastern Region Vice President. Please accept this letter as my biographical resume and application.

I am 42 years old and reside in the village of Lima, NY with my wife of 11 years, Denise, and two children, Robin (age 4) and Kevin (age 2). I have been employed by General Motors for 17 years as a millwright.

I started out collecting insulators in the early 1970's. Like many other collectors, my primary interest as a kid was shooting them off the pole. Someone later told us that some were valuable and my buddies and I had many youthful adventures acquiring them. After a few years I ended up selling my collection as other interest took over. It wasn't until 1983, when I happened to drive by the Rochester National and decided to stop in, that my interest in collecting was again piqued. A table at the Kulpsville, PA show followed, and I haven't looked back since. I have been a member of the NIA for the last 14 years, and the Yankee Polecat and Capital District insulator clubs for several years.

A lot of people ask me why I collect Insulators. I collect for many reasons, some easy to explain, others a little harder. First of all, I just like them. I like the way they look on the shelf or in the window. I like the history. There's more to my hobby than getting a piece on the shelf and dusting it occasionally. I like learning about

the piece, where it came from, who made it, who used it and what happened to it. I enjoy researching the railroad and telegraph lines and I like digging in the dirt. I feel that insulator collecting is one of the few hobbies where an individual can still go out and find pieces for his collection. Scenery, wildlife, towns, people, and shops to explore are all part of the insulator collecting experience.

It is my goal as Eastern Region Vice President, to promote growth and camaraderie within the hobby, support local club events, share my experience with new collectors and act as a liaison for eastern collectors and the NIA.

Respectfully submitted,

Kenneth A. Willick, NIA #3709

A NOTE ON NIA PRODUCTS

I 'd like to take this opportunity to tell our new members, and remind our old members, about the wide variety of products we sell that carry the NIA logo. These items make great gifts, and they let people know you collect insulators. Who knows what may happen when you wear an NIA Tshirt to a flea market? I have worked to get us high quality merchandise at low prices, and your cost is only slightly higher to cover our overhead expenses.

When you order by mail, shipping charges are added to reflect actual costs as closely as possible without overly complicating matters. The only items for which you need to pay shipping are Tshirts, sweatshirts, mugs, and caps. If you didn't order any of these, you're all set. Otherwise, your shipping charge is \$3.00 for the first one and \$1.00 for each additional one. The order form included in every issue of Drip Points lists all items we have available as well as the shipping charge.

Look for our NIA items at the National show in Williamsburg, Virginia this summer!

Jill Meier, NIA #4323 Product Marketing Chair

FROM THE HISTORIAN

Hi folks, my name is Bob Willis.

I have been newly appointed as <u>your</u> NIA Historian. I have been casually involved in the insulator

collecting hobby since 1971. Most of that time, unfortunately, was spent in relative inactivity. About two years ago, I re-discovered the hobby, when I went "surfing" for insulators on the Internet, and found Bill Meier's "Insulators. com" Website. I soon came to realize what a truly wonderful hobby insulator collecting had become. I have been a collector of "stuff" for more years than I care to admit, but I can say without reservation, that insulator collecting is the most organized,

(Continued from page 14)

most ethical. and best documented specialty collecting hobby that I have encountered. This has been accomplished only through the unselfish efforts and involvement by many wonderful people. I have been extremely impressed by the NIA's efforts to keep the hobby on track. I have seen a number of collecting hobbies literally ruined by lack of standards and ethics and proper promotion. As long as the NIA stays on track, and has the support of the collecting community, I believe that our hobby is relatively safe from such destruction.

The other collecting hobbies with which I have been involved, either had no central organizational structure, or one which was very loose or weak - or else had professional organizations which mainly served the business needs of the dealer. The NIA serves the whole community. You folks who have not been involved in other collecting areas don't know how lucky you are to have such a great organization as the NIA and all the local/regional clubs. It is for these reasons that I got back into the insulator collecting hobby.

I don't have a great collection and probably won't ever have one. Guess what? I don't care! I am having fun and enjoying the hobby for what it is and the friendship of my fellow collectors. I don't have as much insulator knowledge at my beck-and-call as most of you. What I do bring to the table is the ability to manage and document information. I have considerable computer skills and ready access to high-powered equipment which will allow me to bring the Historian position into the 21st. century. Like it or not, computers are entrenched into our everyday lives. Those of you who do not have ready access to one are missing out on some great fun and instant access to a wealth of information. As I move forward in the Historian position, my priorities are:

2. Document the history of the NIA and hobby as it continues to evolve

3. Make historical information more readily available by use of the Internet or other electronic distribution 4. Document the history and use of insulators and allied products

This is going to take quite some time and effort to accomplish. I cannot do this alone, and solicit your help. I will be putting the committee together very soon and seek volunteers who would like to be involved. If you would like to volunteer, it would be helpful if you have access to email, but don't let that stop you. I need all the help I can get. (Some of my friends have recommended a certain institution here in Georgia!)

Folks, a hobby is what you make of it. <u>Take time</u> or <u>make time</u> to get involved. You will have more fun, make many new friends...and your knowledge of the hobby will increase many fold.

I openly and sincerely welcome your comments ideas and suggestions.

Bob Willis, NIA #6158 Historian

FROM THE SECOND PAST PRESIDENT

G reetings fellow collectors, The NIA sponsored "Altered Insulators" project that I have been involved with is continually progressing. For those of you that are new members, this project was launched about three years ago to gather and disseminate the effects of radiation and thermal exposure on insulator colors. Amazing new revelations are appearing as each experiment is conducted. Although these experiments could continue on for an indefinite period of time with

almost endless results, I feel that the primary objective could and should be completed by the end of this Summer.

Many of you have seen some of the current results

in the "Altered Insulators" exhibit that debuted at the Visalia Western Regional and the Long Beach National. A few specimens were also displayed on my table at last year's national in Chicago. I am now pleased to announce that an informative full color report will



soon be appearing on the Internet! This will be found on the NIA pages under Bill Meier's web site: "www. insulators.

com". Bill has been working closely with me on this and his expertise in the computer field will ensure impressive results. These pages will contain current

(Continued from page 15)

information and act as а compilation site as new and more extensive information arrives. That's the beauty of this format compared to hard copy materials information can be added, corrected or deleted at any time! Once I am comfortable with the precision of the presentation, it will be printed up and passed on to all NIA members via Drip Points or a separate mailing. I have been promising this for some time now, but IT WILL be happening soon. Accurate information is at the utmost importance, thus the delay. In the meantime, please contact me if you have any questions regarding suspected altered insulators.

Almost six years has now passed since the Orlando, Florida national show. This was a very special time for me in my collecting career. As the newly appointed NIA President, I began my combined six year term on the NIA Board. This will all come to a conclusion at this year's national show in Virginia as I relinguish my second past president's position. I wish to thank the NIA membership, the board and committee members for their support and friendship. It has been a thoroughly enjoyable experience for me and I truly hope that my NIA associated accomplishments during this six year period have, in some way, made the hobby a touch more pleasant for you.

I am very proud of the involvement the NIA has had in guiding our hobby through its many growing We must understand, pains. though, that simple solutions to problems are not always possible. However, uphill battles are more easily fought when forces unite. This is where, as individuals in this hobby, we must each realize that "armchair grumbling" does not accomplish anything. Get up, get out there, help your fellow collectors guide the future of our hobby! If you don't like seeing

fake insulators on the market, do something! If you have ideas for improving our hobby, do something! The following may be overly quoted, but carefully interpret its powerful meaning: "ACTION SPEAKS LOUDER THAN WORDS".

I must acknowledge that a recent and uplifting trend of collector involvement is occurring. Impressive numbers of volunteers have stepped forward for NIA committee and chair positions. However, there is still much more work to be done on current concerns and we will likely face many new challenges in the future. I may be retiring as an NIA official, but you can be assured that as a committee member, you haven't heard the last from me! (No comments from the balcony, please!)

Happy collecting to all!

Dwayne Anthony, NIA #3619 Second Past President

A NOTE FROM THE PROMOTION & EDUCATION CHAIRS

 \mathbf{I} aren and I have held the **I D** position of Education and Promotion chairpersons for three years. When we accepted the position, it was our primary task to create an educational video on the subject of insulator collecting. We knew the task was going to be a challenge, but we approached it enthusiastically and came up with some good ideas and created what we think was a good script. Along our journey, we faced some obstacles. One was that we didn't, and still don't, have any hands on video experience. After long consideration, we have decided to step down from our

position at the end of its term. We hope that someone will be willing to continue the work we have started.

As we look back on and reflect upon the past 3 years, some thoughts come to mind. We realize that there exist many educational vehicles in the hobby of insulator collecting today. These are the result of dedicated people who have volunteered their time and effort. A number of wellwritten books cover various aspects of collecting. Until recently. several quality magazines existed as well. Now there is only one. All these printed media provide access to historical information, entertaining stories, resources, sales lists, etc. In

addition, the Internet provides alternative access to some of the same types of information. It also provides access to insulator auctions and the daily exchange of ideas and answers to questions. Other vehicles, such as insulator shows, displays in public places, features on local cable TV stations, articles in antiques and collectibles newspapers, presentations at local club meetings, books donated to a local library, etc, all serve to help educate and promote the hobby of insulator collecting.

I have participated in all these activities over the past 15 years and I know others have as well. I know that the work I have done (Continued on page 17)

(Continued from page 16)

has inspired some budding new collectors and the work has inspired me as a collector as well. I thank all those who contribute so positively to help promote the hobby of insulator collecting and educate others.

As I view it, promotion and education is something that really isn't confined to a position on an NIA committee. How we all participate as collectors and how we interact and deal with others helps to serve as an example to others as to what insulator collecting and what our organization is all about. I hope that everyone can be part of the promotion and education team by presenting an image that is reflective of the kind of organization we want to be.

As collectors, we all have a role in

promotion and education. Our experience in this position has been a positive one and we look forward to continue to participate in the hobby in the future.

Wishing you all the joys of collecting.

David R. Wiecek, NIA #3225 Karen M. Wiecek, NIA #4672 Promotion & Education Chairpersons

FROM THE BY-LAWS CHAIRMAN

started collecting insulators Lafter a 1991 trip to Sedona. guickly learned about Crown Jewels and the NIA and joined both. In March of 1992 I attended the Chesapeake Bay Show. Like most people, I was absolutely blown away by the different shapes and colors! I met Dick Bowman and spent most of the day with him. He was verv encouraging, and I knew that if this was any indication of the type of people in this hobby, that this was the hobby for me. He and I have stayed in touch ever since. From 1992 until 1996 I attended all of the local and regional shows at Kulpsville, PA; Perkiomenville, PA; London, OH; and Chesapeake Bay/Hereford, MD. I also attended the National in Massachusetts. Because of my background (] have been working as a paralegal now for ten years, specializing in complex litigation and working on criminal, anti-trust and environmental matters), I offered my assistance to the NIA in 1995 and 1996, on some matters involving fraud and theft.

In June of 1997, with the assistance of John and Carol McDougald, I started the Grand

Canyon State Insulator Club. We have 30 members now. Already we have had a couple of insulator hunts and meetings. We are planning a show for February 1999. I was selected as the NIA's new By-Laws Chairman in October, and am a member of the Research & Authentication Committee. I am very enthusiastic about working on issues that concern our hobby. To that end, I started with an ambitious project: a complete revision of the NIA's Code of Ethics. After several months, and some invaluable comments from John McDougald, Bill Meier, Dwayne Anthony, Tom Katonak, Bob Stahr, and Mike Guthrie, I presented a final draft to Rick Baldwin so that he could present it to the Board of Directors for a vote. I am pleased to report that the proposal passed. The revised Code of Ethics is included in this issue of *Drip Points* and can be seen at "www.insulators.com/ nia/handbook/index.htm" as well.

I view the revision of the Code as an important step in addressing the concerns that many of us have, with respect to the authenticity of insulators and the NIA's ability to present meaningful information to collectors. One of the key components in the revision is the listing of definitions. These definitions attempt to categorize all "original", insulators into; "imitation", "commemorative", "altered", "restored", "salesman samples", and "miniature". There are also definitions for the terms "objectionable to the best interests of the hobby", "NIA approved", "manufactured in accordance with NIA guidelines", and "permanently marked". It is my understanding that these changes are to have immediate effect and will be applied at all NIA sanctioned events this year.

I am looking forward to my work as an NIA Chairman and member of the R&A Committee. I intend to submit additional proposals throughout the year in an attempt to revise additional sections of the NIA Handbook. Your comments and suggestions are always appreciated

Steve Marks, NIA #4951 By-Laws Chairman

NIA CODE OF ETHICS

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

Definitions:

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

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

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

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

"Restored Insulators" 5. original insulators. are commemorative insulators or salesman samples, that at some point-in-time have been subjected to some type of physical damage such as chipping, bruising, or complete breakage, but have been repaired in some way to make them appear as near to their original factory intended appearance as possible. This may be accomplished by the use of various methods such as regluing, fill-in, fracture sealing, extensive tumbling, etc. Restored insulators are not required to be permanently marked as is the case with imitation insulators. The NIA does however require that any repair to an insulator be disclosed to a potential buyer. It is important to note that for an insulator to be deemed "restored", the repair must not enhance the insulator beyond what would have been its original factory intended appearance (i.e. removal of drip points or threads, change in color, etc.): To do so would make it an altered insulator.

6. "Salesman Samples" are models of insulators carried by salesmen, originally manufactured by insulator companies to promote the sale of their insulators to commercial customers. Salesman samples were often produced in a smaller scale for ease of transportation by the salesmen. 7. "Miniature Insulators" are scale reproductions or replicas of full size insulators, and are imitation insulators. Miniature insulators which were produced to commemorate a specific event, promotion, or other purpose, usually related to the insulator collecting hobby or telephone/ telegraph industry, are commemorative insulators.

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

9. "NIA Approved" is a term reserved for use by the NIA Board of Directors pursuant to the authority granted to it in Article II, Sec. 5.0 of the NIA By-Laws. Upon application to the Board of Directors, an NIA member may apply for use of the term "NIA Approved" in conjunction with the manufacture and sale of commemorative insulators.

10. "Manufactured in Accordance with NIA Guidelines" is a term reserved for use by the NIA Board of Directors pursuant to the authority granted to it in Article II, Sec. 5.0 of the NIA By-Laws. Upon application to the Board of Directors, an NIA member may apply for use of the term "Manufactured in Accordance with NIA Guidelines" in conjunction with the manufacture and sale of

(Continued from page 18)

imitation insulators. Use of this term means that those engaged in the manufacturing of this particular insulator, have agreed to mark the imitation in a manner acceptable to the NIA to minimize the possibility that the item may be mistaken for, or misrepresented as, an original insulator.

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

NIA Members:

1. shall not make or manufacture any commemorative or imitation insulator, or related item without first clearing the design with the NIA to make certain that the item produced will not be objectionable to the best interests of the hobby.

2. shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any imitation insulator which is not plainly and permanently marked "reproduction" with the calendar year in which such item was manufactured. Where the physical size limitation of an insulator prohibits such a marking (as in the case of miniature imitation insulators), the calendar

year will suffice.

3. shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any imitation insulator or related item deemed by the NIA to be objectionable to the best interests of the hobby, unless pre-approved by the NIA for educational purposes.

4. shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any altered insulator or related item which is not plainly and permanently marked "fake", unless preapproved by the NIA for educational purposes.

5. shall make every effort to comply with standards established by the NIA for accurate description of the type and condition of insulators.

6. shall carry out trade and sale transactions expeditiously and fairly to the satisfaction of all parties involved. The NIA recommends that transactions be completed to the satisfaction of all parties involved within 30 days. This allows collectors to pursue "second opinions" if they so desire, as to the authenticity of a piece, (i.e. original, restored or It also protects the imitation). seller by defining a time period of reasonable expectation for closure on a deal. However, buyers and sellers are free to structure their own approval terms and conditions to govern their transactions.

7. shall conduct their collecting activities in a lawful manner.

8. shall refrain from inferring to the public that the NIA or its members condone any harmful or unlawful practices in the pursuit of the hobby.

9. shall not knowingly misrepresent the rarity or value of insulators or related items they offer for sale or trade.

10. shall not make public accusations to fellow collectors about the possible misconduct of any collector or club, and shall refer such matters to the NIA Board of Directors for investigation, and if necessary, arbitration.

11. shall not use any NIA emblems, insignia or credentials in any manner detrimental to the interests of the NIA, and shall report to the NIA any such use by others.

12. shall abide by all rules and policies established by the NIA and not be a disruptive or disturbing influence at any NIA meetings or insulator shows. FINANCIAL REPORT GOES HERE

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1997-1998 NATIONAL INSULATOR ASSOCIATION

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PRODUCT MARKETING FORM GOES HERE (SINGLE SIDED)