A NOTE FROM THE EDITOR

And spring is on the way (although as I write this, Boston is suffering from the worst snowstorm of the winter!) so we can get out there scouting for insulators once again. Actually, we've really been fortunate down here in the desert southwest as we have had virtually no winter. I've been able to get out and look for glass several times in the last three months without even seeing that awful white stuff! Lot's of stuff to pass on to you in this issue. We have articles from our new Show Standards Chairperson Sandy Ellison, and the new Historian, Rick Soller. Elton Gish, Ethics Chairman, gives us a rundown on buying insulators on the Internet auctions. And John McDougald reports on the testing of questionable insulators. Finally, Dudley Ellis, Nominations Chairman, fills us in on the voting procedure for the Western Region Vice President.

A note of concern: A few days ago, long-time NIA member Bob

Adams was operated on for a serious artery blockage in his neck. Most of you recall Bob (along with Phoebe) and their annual award presentations at the National Conventions. He is recuperating, but he needs our support and prayers. Send get-well cards to 707 N. E. 113th St., Miami, FL. 33161-7239.

Speaking of the National Convention, June will be here before we know it, so get your plan together for attending the 30th National Convention in

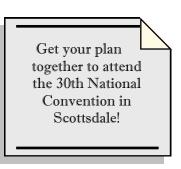
(Continued from page 1)

Scottsdale, Arizona (show flyer in the back of this issue). This is shaping up to be one of the great National shows!

Finally, Joe Beres reports that renewals are down (not uncommon for this time of the year). If you get this issue, <u>you're</u> not the problem, but please encourage your friends who haven't sent in their '99 membership bucks to do so - or they'll miss even more issues of this <u>outstanding</u> publication!

See you at the shows!

Tom Katonak



FROM THE PRESIDENT

Dear fellow NIA members:

hope the winter has been kind L to you all, with good health, happy holidays and (hopefully) not too much show/sleet/ice/mud/ flooding/nasty winter stuff! I will not be tedious and boring this month, except to report on the beginning stages of what we as an organization will be doing to improve ourselves and, we believe, the entire insulator **By-Laws** Chairman community. Steve Marks is working on the incorporation of the NIA, as well procuring liability insurance for our group. This may benefit future National and Regional Show Hosts and, perhaps, even local

clubs. We are going to also start dialogs with the Museum of American History in Washington, D.C. about giving our assistance to them. The feature article in February, 1999 Crown Jewels of the Wire magazine profiles the Museum's collection and they need our help in several ventures. When the details are worked out, we will report them to you and ask for your assistance!

I would like to also welcome two new members to our Board and Committee. Ed Peters of Savage, MN is the new Executive Director, and he is replacing Rick Soller, who is the new Historian. They will both be migrating into their new duties, so they will be up to full speed by the National. Also,

Sandy Ellison of Oklahoma City is the new Show Standards Chair. We all offer our welcome to Ed and Sandy! Thanks go to outgoing Historian Bob Willis and outgoing Show Standards Chair Patti Norton for their work and contribution to the NIA.

I intend to be at the Yankee Pole Cat Insulator Club Show in Holyoke, Massachusetts on March 28 and the North Western Region Insulator Club Show in Bloomington, Minnesota on April 24 prior to the National. Hope to see many of you there!

Good collecting,

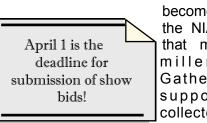
Kevin F. Lawless, NIA #1679 President

FROM THE PAST EXECUTIVE SECRETARY

Recently, Ed Peters of Savage, MN took over the NIA Executive Secretary position when I became the NIA Historian. Before this change, I was responsible for finding hosts for the year 2000 (known as Y2K to computer people) National and Regional shows.

At this point, some Central Region members are investigating the possibility of hosting the National. Bid forms, offers of help, and words of encouragement have been sent to clubs who have indicated an interest in hosting the Western and Eastern Regionals.

<u>April 1</u> is the deadline for submission of bids. As of Valentine's Day, no bids have been submitted for any of these shows. Ed Peters has his work cut out for him; so please help him out if you can. Think about whether your annual show could



become one of the NIA shows that mark the millennium. Gather the support of collectors in your area and

submit your bid this month.

Contact Ed or myself if you have questions or need suggestions. We are very willing to help.

Rick Soller, NIA #2958 Past Executive Secretary

FROM THE EASTERN REGION

[◄] reetings, and Happy New JYear! I'm really looking forward to a new year of collecting - the shows, the lists, the thrill of the hunt. Spring is just around the corner, and with that, the start of the show season here in the East. I hope you had a chance to attend either the Eastern Regional in Huntsville, Alabama, or the Chesapeake Bay Club's show at Maryland Line, Maryland. Also coming up we have the following shows:

<u>March 19-20:</u> Deland Florida, The Deland Antique Bottle, Insulator and Collectibles Show

<u>March 28:</u> Holyoke Massachusetts, The Yankee PoleCat Show

<u>April 18:</u> Rochester New York, The Genessee Valley Bottle Collectors 30th Annual Show

<u>June?</u>: Perkiomenville Pennsylvania, Claude and Arlene Wam-bold's annual backyard gettogether

Also, be sure to read John McDougald's report on the glass testing done on behalf of the NIA. I believe this first round of tests were well worth the time and expense involved, and will help to establish a data base for glass compositions should further testing be done down the road.

That's about all I have for now. Hope to see you later this year, and Good Collecting!

Ken Willick, NIA #3709 Eastern Region Vice-President



FROM THE CENTRAL REGION

S pring is just around the corner! It's time to get out and hunt those insulators. Go find them either along the tracks before the vegetation grows back, in antique shops, flea markets or at our insulator shows. Most of us will find the best ones at the insulator shows.

The Central Region will be the location for the 2000 National and I know of a few areas of the region being considered for the show. It seems that it is getting especially hard to find affordable places now. Most of the locations are too expensive for a show that spans three days. It might be time for the hosts to start raising table rents to offset budget imbalances. The NIA and I have been encouraging a few clubs and individuals into considering hosting a National. If any of you have an idea of where to host the show, let me know. The bids are due April 1, 1999.

The upcoming show schedule is as follows:

<u>April 9 & 10</u>: Wheaton, IL -Collectorís Jubilee Show

<u>April 24</u>: Bloomington, MN -Northwestern Region Insulator Club Show

<u>April 24</u>: Bedford, TX -Metroplex Show

Aug 21: Houston, TX - Lone Star Insulator Club Show

Sept 18 & 19: Crown Point, IL - NIA Central Regional

Activity for this year's Central Regional is starting to pick up. Table sales are trickling in now and some space has been reserved for displays. If you need a show packet let me know, September 18 & 19, 1999 is coming fast.

In this issue you will find that we have received the results from insulator testing at the Winterthur Museum. If any of you are in the market to purchase or currently own any items that they tested, I suggest you request a copy.

Some clubs in the Central Region have been very successful lately with their meetings and swap meets. For example, the Feb. 6 meeting of the Northwestern Region Insulator Club turned many unusual and rare insulators. Among them were a CD 203.2 Armstrong, several CD 122 twotone Hemingray 16's, a new CD foreign glass insulator, and a Kenosha Hook. The Greater Chicago Club meeting on Jan. 23 produced a few interesting items including a CD 220 amber Hemingray 670 in mint condition. These all showed up at swap Just think what you're meets. missing at full fledged insulator shows! I hope to see you at some shows in the near future.

Bob Stahr, NIA #4186 Central Region Vice President

FROM THE WESTERN REGION

I hope everyone got a lot out of the survey results in the last *Drip Points*. I know I did, and I enjoyed working with Bob Stahr in the process. There were 134 responses (almost 10% of the membership!), it was apparent that most everyone was satisfied with the direction the NIA is going and how the hobby is going in general.

Triple Ridge

Insulator Club

ressurrected after an

eight month hiatus!

Here in Denver, we are trying to get the Triple Ridge Insulator Club resurrected after an 8 month hiatus. We are having a

meeting on February 20th to see how many people are still interested in maintaining the club and having get-togethers and putting on shows. Needless to say, if we don't have too much interest then the club may very well dissolve. I bring this up because clubs can often be taken for granted and eventually may die because of lack of interest. We've had our club here since 1992 and have always had a good time, but recently it seems that members (including sometimes myself) have lost interest in getting together; or perhaps they're just tired of the official business and would rather concentrate on having fun and just talking about glass. I don't know if other clubs have had problems in member attendance or getting out newsletters, but ours has and I hope to see this turn around at the next meeting. Remember to

support the clubs if you can and attend the gettogethers if at all possible.

Assuming we do continue as a club (it looks like we will!), I

know we'd like to be setting a date to meet with the Enchantment Insulator Club for our annual get together on the Colorado/New Mexico border. Last year it was held in a very scenic spot northeast of Raton, New Mexico. We've had several tailgaters before in Trinidad at a lovely park setting but the wind has been a negative factor at several of those outings. Hopefully we can talk with the New Mexico folks and set another date and get a good meeting place for another exchange of glass and fun.

In late-breaking news, I just received the information on the 12Th Annual Enchantment Insulator Club fall show. It will be held on September 25th in Albuquerque, New Mexico. Watch for details in the *Crown Jewels*.

This issue also contains information about the upcoming National in Phoenix as well as current issues that the NIA has been working on. If anyone has any questions, please don't hesitate to call or write your regional VP. See you next time!

Matt Poage, NIA #3757 Western Region Vice President

FROM THE HISTORIAN

UNUSUAL ITEMS IN THE NIA ARCHIVES

I was delighted to become the NIA Historian recently because I enjoy libraries, history and the hobby and this is the one position that involves all three.

One of the biggest surprises that I had when I got the archives was that there were more than books, magazines and photos. Some of the more interesting items were several trophies from various shows.

The earliest trophy was awarded

in 1975 with the latest dated 1987. Trophies sure have changed since then. The ones in the archives mark some of these changes very Remember when the NIA well. logo contained an image of a CD 201? A medallion on top of several trophies has this logo. Remember when bottle shows used to be more important to the hobby? One trophy consists of a wooden bottle with a paper label reading "1981 BBC DISPLAY AWARD." an honor from the Bidwell Bottle Club in Chico. California. Remember Bob Fast's miniature resin insulators? One trophy has two blue Brookfield beehive-shaped insulators glued to the base, the kind of miniature

that Bob gave away at shows or sold inexpensively in the 1970s.

At first I thought these must have been trophies that weren't awarded at the particular show but the variety dispelled that notion so I started to investigate. First on my list was an Ohio Valley Insulator Club Showmanship award from the 1976 7th NIA Convention. I found the show report for this show in the November 1976 CJ and found Wes Gordon holding the trophy in a picture on page 5. A quick call to Clarice revealed that she and Wes had donated several trophies

(Continued on page 5)

(Continued from page 4)

to the archives in the 1980s.

Another trophy I tracked down was for 1st place Specialty at the 1979 Denver 10th National Convention.

Searching through the CJs of 1979, I finally found the show report in the December issue and there on page 12 was Paul Ickes holding the trophy for his display of Fred M. Locke & Company insulators. I

...pictures of trophies in the archives...posted at the NIA website!

this trophy might have ended up in the archives but she did not know.

There is more to investigate but, so far, some of the more unusual items in the archives have

> reminded me of some very special people in the hobby. If you would like to

see better pictures of trophies in the archives, they are

posted at the NIA web site. If you have items like this to donate to

the archives, please let me know.

Rick Soller, NIA #2958 Historian

FROM THE NOMINATIONS CHAIR

talked to Carol Ickes about how

hope that everyone has had a f L good winter and that the "insulator Gods" have been good to you. The insulator digs here in Georgia have been disappointing so far this year. I was lucky enough to pick up a few nice carnival pieces at a local antique market. The NIA Eastern Region in Huntsville, Alabama is early this year and gives us the opportunity to begin the year with a great show and a chance to add to our collections.

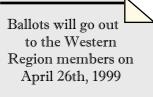
The Nominations Committee has taken some hints from NIA members this past year concerning past elections. Previously, we have been printing the candidate's resumes in the spring issue of *Drip Points* and mailing the ballots out later. Members were then given 60 days to get the ballots back. Some of us over 50 years of age have had a hard time remembering the candidate's positions on various issues when we got ready to vote. I know some of you younger folks don't understand but you will someday. Anyway, we are going to give anyone wanting to be a candidate for the Western Region Vice President the opportunity to send me their resume by April 17, 1999 and I will send out all resumes with the ballots. That way you will have the resumes at hand when you get ready to vote. Makes sense to me!

I will mail the ballots out on April 26, 1999. You will have until June 11, 1999 to mail your ballots back to me. I will report the results at the NIA business meeting at the National in Scottsdale.

Please remember that each family membership gets only one vote unless proxy ballots were purchased for family members when membership dues were paid. Also, each Life Member will receive a ballot. If you have not paid your dues, you should do so immediately. If your dues are not paid by the time ballot labels are printed we can not send you a ballot.

So far I have one candidate for the Western Region Vice President. We have many capable leaders in the Western Region. Please step forward and say that you want to

make a difference in our hobby and serve the region on the NIA Board. We



need your leadership and new ideas. If you do not think you can serve, you owe it to yourself and the hobby to encourage someone you know who is a leader, a doer, and a thinker to run for this important position.

Dudley Ellis, NIA #5085 Nominations Chairman

FROM THE RESEARCH AND ANALYSIS CHAIR

To the NIA Membership.

[•]he following information is to I update you on the chemical analysis that was done on seven groups of insulators and lightningrod balls that were submitted for testing following the NIA Board meeting at the Williamsburg National this past summer. The testing was authorized by the NIA Board in response to increased concern by the membership of the number of specimens that have been introduced into the hobby in the past several years that are believed by many to be imitation The insulators and insulators. lightning-rod balls were delivered to the Winterthur Museum Analytical Laboratory in Wilmington, The Delaware. Winterthur Museum has been heavily involved in the analysis of antiques, glass items in particular, with an emphasis on exposing imitations and fakes. Winterthur did not (and was not expected to) declare any particular item as "real" or "fake". What they have done is provide us with a detailed chemical analysis of the pieces that were submitted. They also indicated, in their professional significant opinion. where differences occurred between the control pieces (those that are believed be to original manufacture) and the sample pieces (those that were being submitted for authentication) that were to be tested.

The NIA Board received the report in late December 1998. After reviewing the results, the Board decided that the best course of action was to release the Winterthur Report in

its entirety to those members of the NIA who would like to have a copy. It is somewhat technical in nature, but it is quite readable, and if you have an interest in the testing that was done, please via contact me E-mail (CPAMCD@AOL.COM),telephone, (630-513-1544) or letter to request a copy of the report. We will be posting pictures of the insulators and lightning rod balls that were tested on the NIA Website in the very near future.

In general, the NIA Board feels that the testing was worthwhile, and further testing may be authorized in the future. Since this testing was completed, several other resources regarding the analysis of suspected imitation insulators and lightning rod balls have been made available to the

The Winterthur Laboratory has provided us with a detailed chemical analysis of the pieces. R&A Committee. We are currently investigating the discovery of imitation insulators and lightning rod balls in some new and promising ways. I will keep the membership

apprised of these new activities, as details become available. In the mean time, if you have any questions about this report, please feel free to contact me or any member of the NIA Board.

John McDougald, NIA #689 R&A Chairman

AS ALWAYS: BUYER BEWARE

With more and more people buying insulators on the eBay Internet auction site, it may be time to discuss a few important issues. Bill Meier recently sent a few suggestions to the ICON mailing list that I hope he will not mind that I copied much of what he wrote and added a few things of my own.

Many of you remember that the NIA revoked the membership of Larry Richards (Mobile, AL) in 1996. He took money from many

different people in payment for insulators he apparently did not Most of the money was have. recovered, but Larry later used several aliases in an effort to hide his continued efforts. Now Larry has held three auctions on eBay that prompted me to send this warning. In all three auctions, he did not include a photograph of the insulator he was selling, the insulator description was brief. there was no 'feedback' listed for the seller, and his 'location' was given as Mobile, AL.

If you bid on an insulator on eBay, please read the following guidelines and suggestions that could help you to avoid a bad experience. It is rare to have a bad experience on Internet auctions. Now that there is one person with a history of fraud involved in eBay auctions, you should take extra precautions when bidding on insulators.

Many people are selling insulators on eBay. Most are established collectors, dealers, and people who have found an insulator in their attic. This is not a recommendation of eBay. I simply offer these suggestions to help you avoid a rare, yet possible bad (Continued from page 6) experience.

 Do you know the seller? Are they known in the insulator hobby? Check the seller's 'feedback' rating and view the seller's 'feedback' that was left by people who have dealt with the seller in the recent past. If the seller has no 'feedback'or

he has one or more negative feedback comments, check with

...guidelines... could help you to avoid a bad experience.

knowledgeable collectors or send a message to the ICON mailing list asking if anyone knows this person. You may also wish to send email to people who left the seller 'feedback' to check further.

- 2) Is the insulator described well? Do they adequately state the color and the details on the embossing, condition, etc. so you know exactly what you are about to bid on? If not, ask the seller for clarification BEFORE you bid! He should respond quickly and answer all your questions to your satisfaction.
- Is a picture available? Does it look realistic? Colors can get very distorted from digital cameras, and from computer monitors. Don't always believe what you see in the photo as the real color. Ask the seller if have doubt! vou any Sometimes the seller will have other photographs or he will be willing to take another one for you. If the seller did not post a picture, ask him to send you If he did not post a one. picture in the auction and/or cannot send you а photograph, it may be a good

idea to avoid the auction.

 4) If the insulator is being sold by (what you believe to be) an insulator collector or dealer, is the opening price reasonable? A knowledgeable collector or dealer will not usually offer an insulator far below a reasonable price unless he has set a higher reserve price.

5) Remember, offering an item for sale on eBay is a binding legal action to sell, and also being the high bidder on an item is a binding legal action for you to carry through with your purchase. See the eBay rules and terms for more details.

- 6) If you do not know the seller, cannot find others who know him, and/or he doesn't have adequate favorable 'feedback' comments, you may want to avoid sending him a large sum of money. Consider using eBav's SafeHarbor Escrow Services. Information about Escrow Services (such as I-Trade and TradeSafe) can be found at: http://pages.ebay. com/aw/life-pageB1.html This service will ensure the safety of your money and the honesty of the transaction (guarantees the seller has the item).
- 7) If you have entered into a transaction where the buyer or seller doesn't "follow up" as expected, make several attempts to contact them via If your attempts fail, email. sometimes the person is out of town or may have severe problems with his computer. I have seen this a couple of times and it has even You can happened to me. also obtain the seller's address and phone number at: http:// pages.ebay.com/aw/user-

<u>query.html.</u> eBay also provides forums to help resolve problems, although, as you read in the fine print, they are only "agents" and not responsible to see that the transaction concludes successfully! They do offer additional avenues of help to resolve complaints at: <u>http://</u> <u>pages.ebay.com/aw/</u> <u>complaints.html</u>

Another point should be made again. If someone you <u>do not</u> <u>know</u> contacts you <u>first</u> and offers to sell or trade an insulator, you are <u>not</u> obligated to send payment without seeing the insulator he is offering. In this case, you should expect the seller to send you the insulator first. In these cases, it is always best to ask other collectors if they know this person.

The best advice when purchasing insulators from someone you do not know is "Buyer Beware". Our hobby of insulator collectors is small and many people know each other from trading or face-to-face meetings at various shows. Ask your collecting buddy about the person you do not know. If he doesn't know them, he will have a circle of collector friends he can ask. Know whom you are dealing with!

Happy Collecting!!

Elton Gish, NIA #41 Ethics Chairman

FROM THE BY-LAWS CHAIR

I n early December I presented L the Board with two proposals. am pleased to report that the Board has approved both. The first proposal concerned the incorporation of the NIA. To date, the NIA has operated as an unregistered, unincorporated, nonprofit association. There is nothing wrong or improper with operating in that manner. However, operating in that manner has prevented the NIA from availing itself to special benefits that registered non-profit corporations have. Some examples of non-profit organizations are the American Red Cross, Salvation Army, Sierra Club, National Geographic Society, American Numismatic Association and Star Trek Fan Club.

Clearly, one of the benefits of incorporation would be that the NIA would no longer have to pay sales tax on the items that it purchases for fundraising. Typically this would save the NIA about \$100 a year. Another benefit would be with the publishing of Drip Points. Editor Tom Katonak has determined that having a federal tax exemption number would allow us to apply for state gross receipts tax exemption. Tom estimates that the savings alone on publishing Points would be Drip approximately \$400 per year!

Incorporating will require a significant amount of work. John McDougald is going to prepare the necessary paperwork to register the NIA with the IRS as a taxexempt organization. It is our belief that the NIA will qualify under Internal Revenue Code Section 501(c)(3) for this status, as the NIA (as noted in our bylaws), is a corporation organized

operated exclusively for and scientific and/or educational Once John has purposes. completed our registration with the IRS, he will turn the matter over to my wife. Melanie, who will register the NIA as a non-profit corporation. The IRS process will take approximately 60 days and may very well cost about \$750. Filing the Articles of Incorporation will take another 30 days and cost about \$75. These are one-time fees.

The NIA by-laws will have to be amended to include the required

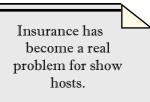
definitions legal like "duration." "purpose of organization," "character of affairs," "registered agent," "number and duties of directors," etc. If my timing estimates are correct. over the some time summer (after the National for obvious reasons), I will begin the long and tedious process of updating our bv-laws and membership handbook.

Once incorporated, there will be requirements. annual Corporations are required to have a "statutory or registered agent." There are companies available for this that act as a corporation's registered agent and file the corporation's annual report. А typical fee is \$120 a year. This would be the only ongoing cost. We would also be required to file a non-profit corporation income tax return with the IRS each year. This is a relatively simple form, and the responsibility would most likely fall on the shoulders of the NIA's Treasurer.

The second proposal that I submitted was on the purchase of liability insurance for activities at shows. A \$1,000,000 policy costs about \$500 per year. There is no deductible. Such a policy would

cover bodily injury and property damage, and indemnify the show hosts, and the NIA. Most hotels, convention centers, etc., now require that the host carry an insurance policy. For \$500 per year, the NIA could cover all of the activities at all NIA Class A, B & C shows (National, Regional and local).

Insurance has become a real problem for individuals and/or local clubs looking to host shows, because of its expense. Over the last five years, clubs and show hosts have been forced to pay an



average cost of \$300 per day for I i a b i I i t y insurance. This is quite a bit of money for an individual host or local club to

come-up with. It has, in fact, had two significant impacts on shows. First, show hosts have to work harder to find a facility that does not require insurance (if they don't want to pay for insurance, or simply can't afford it). Second, show facilities not requiring insurance are often of a lesser quality than show facilities that do require insurance.

Local clubs and individuals, looking to host a show, would have to become members of the NIA in order to take advantage of the NIA's insurance policy. Currently the NIA by-laws contain a provision, which allows for local clubs to join the NIA. A club can become affiliated with the NIA upon payment of annual dues and approval of the club's by-laws (Article II, Paragraph 3). By-laws are of course "my turf." I would like to see the local clubs retain as much of their informality and independence as they want to. Currently my thoughts (and what I

(Continued from page 8)

would recommend to the Board to use as a basis for approval), with respect to "local club by-law criteria," would be the club's written acceptance to abide by the NIA's Code of Ethics, General Show Rules, and Position Statements on Fakes and Grading.

As a model, I would be willing to provide a copy of the Grand Canyon State Insulator Club's bylaws to other local club presidents. Under my proposal, if a local club in good standing with the NIA were to decide to hold a show,

and it wanted to take advantage of the NIA's insurance policy, it would merely have to contact the Executive Director and submit a processing fee to the NIA in the amount of say \$25. The processing fee would help defray the NIA's cost to purchase the insurance. The NIA would then contact their insurance agent, provide the required information on behalf of the show host/club, and secure written acknowledgement that that specific event was covered by the NIA's insurance policy. A copy of the acknowledgement would then be provided to the show host.

The specific details on club requirements are still being formed. As such, and as always, I welcome your comments and feedback.



Steve Marks, NIA #4951 By-Laws Chairman

FROM THE PROMOTION & EDUCATION COMMITTEE:

It is hard to believe that another three months have passed! My activity over the last months has centered on refining the NIA Website (<u>http://www.nia.org</u>). The following items have been added:

- Contact list of NIA board and Committee members
- Listing of the National Shows (location, show hosts, etc.)
- A review of the first National show in 1970 with pictures (Thanks Kevin & Carol!)

I'd like to eventually have a review of all the Nationals/Regionals with pictures. If anyone can help with pictures and information, please contact me! I'm also looking for information on very early shows (1960's). As time allows, I plan on adding new content over the next few months including:

- Summary of NIA historical archives
- "What members are doing to promote the hobby!"
- Show Host Handbook "on-line"
- National/Regional show submission form
- Additional National/Regional Reviews

I'm looking for input for the new section on things NIA members have done, or are doing to promote the hobby. These could be setting up а display, presentations at bottle club а

meeting, or other activity to promote the hobby. The idea here is to show some nice information on insulators and to offer some ideas on things that collectors can do to promote the hobby in their area. Don't hesitate to write, E- mail, or call me!

In addition to the Website, there is some exciting work possible involving a new project initiated by Kevin Lawless. Please let me know any ideas on ways we can better promote the hobby and educate the public. I look forward to seeing many of you at the local shows here in Texas as well as

I'm looking for input...on things NIA members have done to promote the hobby. the National! With so much focus on the on-line part of our hobby, it is easy to lose the face-toface interaction that is the mainstay of our great hobby. Please try to make it

to shows if they are in your area!! Good Collecting,

Bob Berry, NIA #1203 **Promotion and Education Committee**

SHOW STANDARDS REPORT

The American Heritage Dictionary defines DISPLAY this way: To hold up to view; to make visible; exhibit. To make noticeable; show evidence. To exhibit prominently; show off. To DISPLAY usually suggests an attempt to present something to best advantage.

Yes, our insulator shows are a time to purchase new goodies for our collections, to see friends and fellow collectors and share stories of great finds, but for me, one of the best parts of each show is the <u>displays</u>.

Although I am new to the hobby and have not attended very many shows, I have seen displays featuring: a wide range of amber colors; unusual shapes and the nicknames that go with them; insulators and bottles made by the same company both in a great variety of shades; documentation and pictures from local clubs' digs; and foreign pieces of glass. I've been impressed by the glass, the handouts, and the folks who put these displays together.

Hi, I'm Sandy Ellison. I have just been appointed as the Show Standards Chairperson for NIA. It is a great honor and I'm looking forward to working with the NIA. The Show Standards Committee has the responsibility to supply plaques recognizing outstanding displays for the National and Regional Shows. It also will supply the NIA "BEST OF SHOW - INSULATORS" blue ribbons to local shows, when requested by the local show host (of course, there have to be insulator displays at the show).

The National and Regional shows have a built-in set of guidelines for the Show Standards Committee to honor the displays. If you are planning a local show and there will be insulator displays, I should be hearing from you so NIA can supply these blue ribbons.

I recently did a display of insulators for a local public library. I don't have a large collection, but was able to pull together a display that was attractive, informative and educational. I am currently working to improve a display I exhibited at last fall's EIC show.

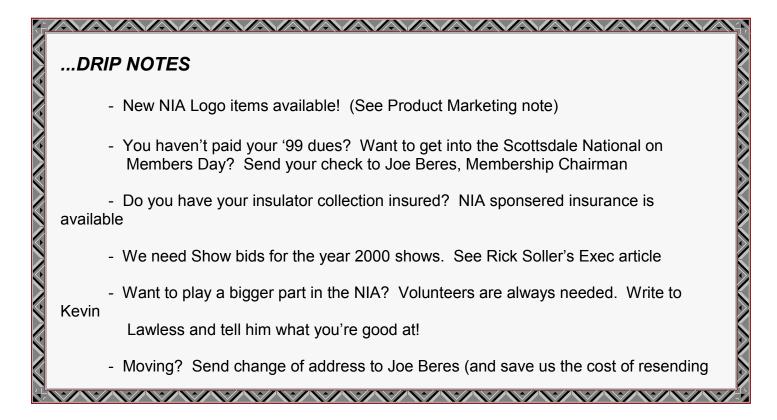


Working with my collection, I am learning more about

the insulators I already own and am finding other insulators I want to own in the future. Displays tell stories and are a great way to participate in the NIA and local shows.

If you are thinking about doing a display at a local show or NIA Show, my advice is: **Go for it!**

Sandy Ellison, NIA #6154 Show Standards Chair



FROM THE PRODUCT MARKETING CHAIR

We have made several strides to making our logo products better and order filling more efficient. As of January, I am in receipt of all t-shirt and sweatshirt stock. It became too difficult to fill orders I received via USPS or email, with product not solely in my possession. The www.nia.org website has been updated to have the <u>actual</u> <u>pictures of our products</u>, please take a look if you have access.

<u>New Product Update!</u> The ash gray logo t-shirts are here!!!! They look GREAT! The coloring is the same as the sweatshirts. T-shirts are of Hanes "Beefy-T" quality. Sizes available in <u>ash gray</u> are: L XL XXL XXXL.. We still have the blue shirts in several sizes. The price for the new shirts will be: \$14.00 for L & XL, \$15.00 for XXL & XXXL. Please see the new order form in back of this *Drip Points* or

on the website.

New Badge Engraver! Effective January, we have changed badge and bar engravers. The order processing with the old company was taking 4-5 weeks to process...some longer than that. The new engraver is here in Round Rock and will have orders processed in one week. The badges will have beveled edges and pin backing will be permanently attached. We should be engraving the new badges by March 1st. The cost per badge/bar will remain the same - \$11.00/ For these custom \$4.00. engraved badges, please allow a turn-around time of two weeks.

Product Sample packages are also in circulation, and will be at these March shows: Chesapeake Bay Show (Larry Novack), the Dixie Jewels Club Regional in Alabama (Dudley Ellis) & the Yankee Pole Cat show (Kevin Lawless). Please stop by their tables to see the new products! Order forms will be available. If anyone would be interested in displaying a sample of our NIA products in April or May, please contact me.

I will be contacting the show hosts to ask f o r volunteers to promote this effort.



Thanks to Larry, Dudley and Kevin for their help.

If you have any questions and/or suggestions about our products, pick-up a suggestion sheet at the NIA Product's table at the shows listed above, email me or send me a note in the mail.

Carolyn Berry, NIA #4336 Product Marketing Chairman

HISTORY OF THE ICON

In response to a question from one of the *Insulator Collectors on the Net* (ICON) a few days ago, I offer the following brief history of the ICON. Starting backwards in time:

Feb 99: 642 current subscriptions.

July 97: ICON logo appeared (designed by Gus Stafford).

Aug 96: 213 subscribers - mailing list server moved to insulaors@ list.best.com (ICON as we know it today).

Oct 95: *Crown Jewels of the Wire* agrees to list email addresses in the annual subscriber directory.

Every issue since has continued this listing.

Sept 95: Mailing list named "*Insulator <u>Collectors On the Net</u>*". (Bob Stahr submitted the winning entry in the "name-the-Internet-club" contest).

March 95: 40 subscribers. Mailing list automated by *majordomo* at <u>insulators@resilience.com.</u>

Sept 94: Keith Roloson creates and manually updates a list of insulator Collectors' email addresses.

Bill Meier, NIA # 4322 ICON WebMaster FINANCIAL REPORT GOES HERE

1999 NATIONAL INSULATOR ASSOCIATION

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NATIONAL SHOW FLYER GOES HERE

PRODUCT MARKETING FORM GOES HERE