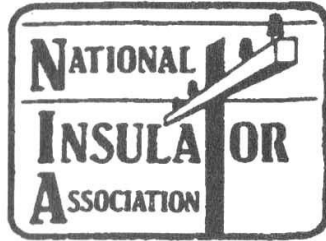


DRIP POINTS



QUARTERLY NEWSLETTER OF THE
NATIONAL INSULATOR ASSOCIATION

VOLUME 19 NUMBER 3 SPRING 1991

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If you have items of interest to NIA members,
send them to: *DRIP POINTS* c/o Don Reinke
2513 Flintridge Pl., Ft Collins, CO 80521

"MESSAGES"

● FROM THE PRESIDENT

One of the harder aspects of writing this column is trying to see several months into the future. When this *Drip Points* issue hits the streets it will be early Spring but as I am writing it I am actually wondering when I am going to be able to get my Xmas shopping completed.

There are several items that I wish to discuss this issue and the first is the timeliness of obtaining your NIA membership. Some people, for whatever reason, seem to derive some primordial pleasure in not submitting their dues until the last possible moment. This phenomena can be witnessed at the NIA table on the first morning of the National. The NIA table is staffed with harried volunteers, while excited, and impatient collectors line up and wait their turn while last minute memberships are issued. Why wait? Do it now!!! Avoid the lineup and enter the show early as soon as the doors open. A second valid reason for getting your membership in promptly is so you can be assured of receiving a ballot to vote for your region's next vice-president. Last minute and late members may not be eligible to vote due to mailing deadlines. So please....do it soon.

It is no secret that the hobby of insulator collecting benefits from the existence of the NIA. The NIA similarly benefits from several behind the scenes people who quietly and efficiently carry out their duties with little if any fanfare. In particular, the NIA committee chairs (J. Linscott-Marketing, E. Gish-Ethics, C. Hedges-Historian, J. McDougald-Bylaws, R. Baldwin>Show Standard, D. Davenport-Nominations) are the toilers behind the scenes. So many of the things we enjoy in the hobby are the results, in whole or in part, of the efforts of these people. I just want to thank them for helping the NIA organization and thus the hobby of insulator collecting.

Your NIA dues help ensure that show hosts receive hundreds of dollars in advertizing rebates plus provide ribbons and awards to displayers at NIA sanctioned shows. There is an exiting schedule of insulator shows coming up this season and I hope each of us is planning to make a real effort to attend as many shows as possible. The hosts and dealers depend on our support. If you haven't been to a show in awhile, try it again...**you'll love it.**

In case you have not done so already, please note that my home address is number 1411, not 1441 as shown on the rear of the fall *Drip Points* (Oct. *Crown Jewels*).

Best Regards,
Eric Halpin NIA #2768

● **FROM THE EXECUTIVE DIRECTOR**

This office is pleased to announce that the January 1 deadline for receiving bids was successfully met, assuring the hobby of a 1992 national Show and Convention in the East. With that hurdle now behind us, I would like to direct my comments this month to the 1992 Central and Western Regional shows.

During the last few years, an increasing number of regional shows have taken on all the aspects and glamor of mini-nationals. Attendance and participation are increasing, the number and quality of displays is up and banquets and award cermonies are becoming the norm instead of the exception.

Successfully planning and hosting these regional shows increasingly requires more lead time to get adequate facilities with favorable dates, advertising, etc. lined up. The NIA does not currently have a deadline for submitting bids for these regional shows, even though the

hobby has come to expect an announcement on the dates and locations of these shows at the Friday evening NIA meeting when the National show site and dates are announced for the following year.

To assist me in meeting these expectations, I would like to request that bids for the 1992 regional shows be sent to my Anchorage address by June 1, 1991. Bids will be compiled and forwarded to the Board of Directors shortly after that date for their consideration and action.

Please contact me at my temporary Virginia address between March 1 and May 1 for bid forms or additional information on the bidding process. Route 4, Box 26, Scottsville, VA. 24590 (804) 286-2061. I will be at my regular Anchorage address after May 5.

Happy collecting,
Bernie Warren NIA #1828

"How To Beat The High Cost Of Shipping Insulators - For Both Buyers And Sellers"

by *Kevin Lawless*

Guess what, folks - the U.S. Postal Service have raised their rates! Guess what else? United Parcel Service has, too! These constant annual increases have made shipping lower priced insulators IMPOSSIBLE for dealers and ridiculously expensive for buyers to have to pay for. There are ways to limit those costs, if you follow a few simple rules.

RULES FOR BUYERS:

1. Try to buy more than one or two pieces at once, especially if you are buying lesser priced pieces. It is cheaper for YOU, if you are paying the freight, to have one 10 pound box shipped, than two five pound boxes. For example, a 10 pound package, shipped from New York to California (zone 8) will cost \$5.64. The same merchandise, shipped in two boxes of 5 pounds each, will cost \$8.02.

2. UPS is still less expensive for shipping charges than the USPS. However, UPS is imposing a \$.30 per package surcharge on residential deliveries on February 10, 1991. The best way for you to beat that surcharge is to have your packages delivered to your place of business. **MAKE SURE YOUR BOSS AND SHIPPING / RECEIVING DEPARTMENTS ARE AGREEABLE.** That will be easier to track deliveries, too, since UPS won't be able to leave deliveries on your next door neighbor's back porch anymore.

3. If the seller's ad doesn't mention anything about shipping charges, you must assume that you are going to pay actual shipping costs (to the seller). It will be your responsibility to pay them, even if you are just taking a look at a particular piece. It is **NOT** the seller's intent to ship insulators around the country for free. If the seller's ad mentions "postpaid": or free shipping over \$100, then that is exactly what that means. If there is a set fee per piece, then that is self-explanatory. Normally, anything shipped out of the continental (48) United States is on a prearranged basis and the buyer will have to pay all charges. That's unfortunate for buyers and sellers in Alaska, Hawaii, Canada and Europe. If there is anyone out there who knows how to beat those high shipping costs and/or customs problems, I'm **ALL EARS!**

RULES FOR SELLERS:

1. Make sure of what you are selling. If you are shipping items described a VNM-mint, please be sure that's what they are. (Same thing goes for buyers, too!) If a piece is inaccurately described, you are going to get it returned by the buyer and the shipping costs **IN BOTH DIRECTIONS** will be yours. Nit-picking doesn't count. **DON'T CALL ANYTHING MINT UNLESS IT IS FACTORY NEW AND COMPLETELY UNBLEMISHED.** Usually vnm-mint covers it.

2. If you are shipping merchandise worth more than \$100, pay the insurance. It is your responsibility to make sure the insulators are packed well **AND** will meet USPS or UPS standards. If they meet the standards and arrived broken, then USPS or UPS must pay the full replacement value (based on your advertised rates.) Take my word for it, from personal experience, you don't want to be short on a breakage or loss just because you didn't insure the package.

3. If you are unsure of a buyer's intent to pay, **DON'T SHIP THE PIECE AND TELL THE BUYER THAT.** If a buyer calls you on a Crown Jewels ad or your list and orders a piece, then you are obligated **ONLY** to **HOLD THE PIECE** for a **REASONABLE LENGTH** of time for payment. A week to ten days is **MORE** than sufficient time to wait for payment. What do you do if you haven't received payment in a reasonable length of time? Sell the piece to someone else and keep track of the offending buyers' name for the next time they order a piece.

4. You should expect to promptly refund in full (less shipping costs) on **ANY** piece that comes back in a reasonable length of time (**NO MORE THAN TWO WEEKS FROM YOUR DATE OF SHIPMENT.**) After that date, the buyer will own it. That will prevent dawdling on the part of you both. (**NOTE:** repeated nitpicking on the part of a buyer will result in the seller growing tired of you quickly. He won't sell you anything more and certainly won't give you a shot at something better that may come along.)

Hopefully, these helpful hints will keep the shipping costs down, the ordering up and the buyer/seller conflicts at a bare minimum.

I plan to attend all of the following shows this year and look forward to seeing many of you there:

Yankee Polecat Insulator Club (Enfield, CT - March 24)
Chesapeake Bay Insulator Club (Towson, MD - April 13)
Genesee Valley Bottle Collectors (Rochester, NY - April 21)
Columbia City, IN Insulator Show (May 18-19)
Springfield, MA Bottle Extravaganza (June 7-8)
NIA Western Regional (San Luis Obispo, CA - June 29-30)
22nd NIA National Show (Cedar Rapids, IA - July 26-28)
NIA Eastern Regional (Meriden, CT - August 24-25)

Good collecting,
Kevin F. Lawless NIA #1679

● **RENEW YOUR MEMBERSHIP**

CURRENT MEMBERSHIP STATUS:

598 Voting Members
9 Junior Voting Members
31 Life Members
3 Supporting Clubs
458 Non-Voting Family Members
3678 Inactive Members

=====
REGULAR: Regular adult member: **\$10.00**
FAMILY: Regular membership including other family
members residing at the same mailing address **\$10.00**
PROXY: Proxy ballot for a family member **\$1.00**
JUNIOR: A member under 18 years of age **\$4.00**

Use this form and send to:
National Insulator Association
5 Brownstone Road
East Granby, CT 06026

This is a () NEW () RENEWAL Membership

NAME _____ NIA# _____

STREET _____

CITY _____ STATE _____ ZIP _____

PHONE (OPNL) _____ DATE _____

Good Collecting,
John deSousa