

# *Drip Points*



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION  
VOLUME 20 NUMBER 2 WINTER 1991

In this issue of *DRIP POINTS*:

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*Drip Points* is your NIA newsletter ... we encourage you to use this forum to publish items of specific interest to members of the NIA.

Send correspondence for publication to:

*DRIP POINTS*  
2513 Flintridge Pl.  
Ft Collins, CO 80521

**HAPPY HOLIDAYS TO ALL!!**



## FROM THE PRESIDENT

I would like to take the opportunity in this issue to discuss the purpose of *Drip Points*. This magazine is published by the N.I.A. and as such is solely responsible for its contents. Don Reinke, acting as the Information Director, assembles and edits all submissions and then starts the presses rolling to produce each issue. The N.I.A. produces *Drip Points* to help keep you informed of association matters, but it should be remembered that this is YOUR magazine. As a member of the N.I.A., you have the right and privilege of being able to raise concerns or issues that you feel are of merit, and that is the focus of these comments.

I wish to strongly encourage N.I.A. members to write letters to our editor about how they think the hobby of insulator collecting can be improved. For example, how can the N.I.A. better promote the hobby and encourage greater show participation? Some collectors are concerned about the pricing of insulators and the effect on the hobby. Are insulator prices creating a problem for you? What are your thoughts on these or any other hobby related matter? Among the many hundreds of people reading *Drip Points*, there are dozens of good ideas and suggestions waiting to be shared. So, write Don a letter and let's find out what is on your mind!

In 1992, the N.I.A. President and Eastern Region Vice-President Board of Director positions are open for nominations and elections if necessary. If you are interested or wish to nominate others (WITH THEIR CONSENT) for these positions, let me know as soon as possible and I will forward names to N.I.A. nominations chair, Duane Davenport. If you don't want to hold office, but would like to help out the N.I.A. and insulator collecting in some way, drop me a line. There are a number of exciting projects on the slate for 1992 and we can always use an extra hand.

It's hard to believe that Christmas is just around the corner. May I wish to all of you, the very best of the season and the coming year!

Happy collecting,



Eric Halpin, NIA #2768



FROM THE EASTERN REGION

The Meriden, CT Eastern Regional in August was a real winner. A sellout of good dealers with good stock, some great exhibits, good attendance, and even with the recession, good sales by most all dealers. Hats off to Kevin Lawless and Doug MacGillvary for pulling this one off. Just to mention a few of the neat pieces that made their debut (some for sale, some for show and some for bragging rights): 742 M.T. in a milky almost jade color, 719 Tillotson in sort of a bubbly teal, 134 Diamond P in deep sapphire blue, 731 Tillotson in great sapphire blue, 728 embossed Oakman, and some 140 and 269 Jumbos in the funkiest colors ever seen.

Watch for the winter and spring shows in the eastern region where insulators will abound: St.Pete FL bottle show (Jan), Baltimore Bottle show (March), Yankee Polecat (March), Deland FL (March), Rochester NY Bottle show (April), and Baltimore Insulator Club (April). All are good shows.

How about a couple of points to ponder?:

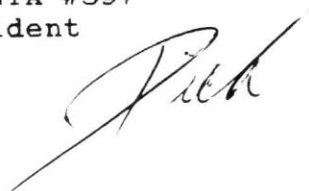
1. Don't lose sleep over not being part of the action on some of the big expensive pieces changing hands; you'll end up in the loony bin. The great thing about our hobby is the huge variety available at modest prices. You can build a beautiful and colorful collection and never spend over \$50 for a piece if you work at it.
2. Lots of new subscribers to Crown Jewels and newcomers to shows is great news. Not such great news is that I still have people asking "Do people really collect those things?" Re-read Sept.1991 Crown Jewels (pgs. 5-7; Harry Rinker's article) where he notes that our hobby has "turned inward". Our hobby has the potential of growing at a geometric rate if each reader can reach out of the established hobby through schools, collectors groups, libraries, museums, antique shows, publications and just being a good friend or mentor to new or potential collectors.

See you at the shows. Got plans for Orlando yet?

Dick Bowman

NIA #597

Eastern Region Vice-President



## FROM THE CENTRAL REGION

There were 7 good shows in the Central Region during the months of September, October, and November - Illinois (Richmond and Edwardsville), Ohio (Findley and London), Michigan (Ann Arbor), Nebraska (Nickerson) and Texas (Austin). However, not all of these had been announced in *Crown Jewels* at the time our reports went in to *Drip Points*. So I hope you were able to go to at least 1 or 2 of these shows. Your support means a great deal to the show hosts as well as to your region in general. Good attendance indicates that the hobby is active and healthy.

Several dealers and collectors from the Houston based Lone Star Insulator club took part in the Austin, Texas show October 19-20. Lots of desirable insulators, good walk-in traffic, brisk sales and beautiful weather all made for a successful weekend, as it has been year after year.



Marilyn slips behind Woody's table at the Austin, Texas show to share a light moment just as hubby Bill snaps the shutter.

Here is something of interest to everyone! Jackie Linscott, one of the show hosts for the 1992 NIA National Show in Orlando, Florida, June 19-20, has been hard at work putting together a beautiful 90" X 90" raffle quilt in honor of that occasion. Approximately 25 18" embroidered quilt blocks will represent all of the NIA's family clubs. I understand that, even as far away as she is, Laura Monckton of Sydney, Australia has contributed one of the blocks. Many thanks to all these ladies (*and gentlemen - Ed.*) who have spent so many hours working with their needles. This lovely quilt will truly be a "one of a kind" treasure! Raffle tickets are on sale right now and you'll want to buy several. That way you've got a better chance of being the lucky winner!

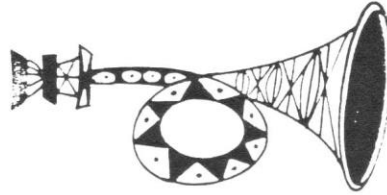
One more thing ... I want to apologize to collectors in Ohio for leaving you out of the listing of states in the Central Region that appeared in the *FALL Drip Points*. Please consider yourselves rein"stated".

Merry Christmas and Happy New Year everybody!

*Marilyn*

Marilyn Albers NIA #541  
Central Region Vice President





From The Executive Director:

Holiday greetings from the far north. I hope this message will find all NIA members and their families enjoying a great holiday season. May 1992 be a good year for you, insulator wise and otherwise.

Bids for the three major 1993 NIA shows are actively being solicited at this time. Bid packets have already been sent to two Western collectors who are interested in bidding for the 1993 Western National. I strongly urge Eastern and Central collectors to call or write for bid packets for the 1993 Eastern and 1993 Central Regional Shows. Other Western collectors interested in submitting a bid for the 1993 Western National Show and Convention are also encouraged to contact me for a bid packet.

Potential Western show hosts are reminded that should a national bid not be received from the Western Region by January 1, 1992, the NIA may then open bidding to all regions for the 1993 National Show and Convention.

*Bernie*

Bernie Warren, NIA #1828

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\*\*\* NIA WARNING \*\*\*  
MEMBERS BEWARE -- TWO ETHICS VIOLATIONS

The NIA board has decided to publish the names of two collectors that have refused to either pay for their purchases, or communicate in any way with either the seller or the NIA Ethics Chairman. Repeated, unsuccessful efforts to resolve these two unrelated complaints have resulted in this action by the NIA. Thankfully, the monetary loss was small to each individual, but that still does not erase the fact that accepted NIA ethical behavior was ignored, nor does it reduce the damage caused to our hobby. Below are the names and addresses of the two people. Beware of any dealings with them.

**Larry Church**  
Rt. 22, Box 145  
Mooers, NY 12958

**Russ Owen**  
1307 S. Joplin  
Pittsburg, KS 66762

**BUY - SELL - TRADE**  
**HOW TO REDUCE THE RISK OF SOUR DEALS AND MISUNDERSTANDINGS**  
by NIA Ethics Chairman, Elton Gish

Most of our trades conclude without a hitch and few of us ever experience a sour deal or misunderstanding. As in any hobby, there are always a couple of people from time-to-time that take advantage of the trusting nature of others. Typically, these people are not regular collectors, active in our hobby, or even well known. They are simply transient collectors, with an unstable interest in our hobby.

A few simple guidelines are suggested to reduce the risk to the seller. It is common practice to receive a letter or phone call from someone requesting that we send them insulators. Then, on arrival, the money or trade stock is sent to the seller. This is where the full risk is taken by the seller, and it is an easy way to get cheated, particularly if the buyer either runs short of cash, or purposefully want to get "something for nothing". You need to know who you are dealing with before you can feel safe with this type of transaction. Granted, you may have handled such trusting transactions dozens or even hundreds of times without getting burned, but why leave yourself open for a potential problem. Some people, wishing that you send the merchandise before receiving payment, can sound extremely friendly and trusting, but this type of transaction is not advisable until you learn more about that person. Ask for payment in advance advising that you will hold the items for a specific period, after which, you cannot guarantee they will be available.

It is not necessary for the two of you to meet in order to build a trusting relationship. Nearly all of us have dealt with other collectors for many years without ever meeting. Just be cautious initially, in the first few transactions, making sure that you receive payment before sending the insulators. Look for signs to build trust in him. Does he communicate freely and timely? Are his letters specific and clear? **AND**, do not forget to do the same with him. He may be wishing that he could trust you more, too. If you receive a telephone order, ask that he send you a letter with his payment detailing exactly what he wants from you.

I have made several trades over the years with one specific collector who will exchange several letters with me, which are very specific and descriptive, in an effort to clarify the trade on both sides. I have always felt extremely comfortable with him, and I have never been disappointed with the deal. There simply was never any room for misinterpretation on either side, as long as I, too, followed his example; after all, a good deal is when both parties know what to expect.

These guidelines highlight primarily one side of the transaction, namely, the seller. While this has been the bulk of the ethics complaints, we should not ignore the buyer's potential liability when he sends money or insulators to initiate the deal. Start with small trades if you feel uncomfortable with the other person, until mutual trust can be built. Always spell out in detail the description (style #, color, markings), condition, and value of the trade, **AND** what you intend or want to receive in return before initiating the deal. This will eliminate confusion on both sides. Always keep a Xerox copy of your letter with the date it was sent, and give a timely reply to his letters. Keep the shipping receipt until both parties are satisfied.

**HAPPY COLLECTING!!**



## FROM THE MEMBERSHIP DIRECTOR

Our membership has grown to 603 active members and another 346 family members. 3 Clubs and 7 new Junior members are among the ranks. We still have a large number of inactive members, and we need your help to gain back their support.

The Eastern Regional was a success and was well supported by NIA members, collectors and dealers from all over the country. Friday started out with the show hosts, Kevin Lawless and Doug MacGillvary, greeting arriving collectors with a hospitality suite. The show was packed with tables of unbelievable quantities and quality of insulators, lightning rod, and related items. Highlight of the show was the professionally done displays that featured some of the rarest glass and some insulators never displayed before.

To list a few:

- Early colored threadless insulators in colors that I've never seen before.
- Variety of colored American's that always sparks an interest.
- Well done exhibit on the "History of the Telephone from 1875-1930's.
- An exhibit of very rare colors, some unknown ...
- Display of all the known Boston Bottle Works. WOW!!
- Exotic pieces that everyone dreams of having. (Emminger, Crown, Fisher, Miller Twin Pin to mention a few)
- Group of CD 164's, never knew there were so many...
- The display that won best of show was 22 different JUMBO's. Colors from clear to purple, olive to yellow, blue to green, and unusual embossings.

Door prizes were being announced throughout the show. One of the prizes was membership to the NIA. I was happy to see that the show host did so much to support the NIA and the hobby. A guest speaker from the Connecticut Trolley Museum entertained at the Banquet while eating good food. It was enjoyable meeting new collectors and visiting with old friends from all over the country.

Good collecting,



John de Sousa





## GOOD GLASS CAN STILL BE FOUND

by Bernie Warren

Early September found me making a return visit to the Canadian Maritime Provinces of New Brunswick, Nova Scotia and Newfoundland. My wife and I had taken her parents up into the provinces for a two week vacation tour in August, between the Cedar Rapids National and the Meridan Regional. We had found the people to be very friendly and the area so lovely that I decided a two week insulator dig in the area would be very enjoyable before flying back to Alaska for a long, cold winter.

One morning as the trip was winding down, I decided to check out a more remote area of a railroad signal line I had been having fair success on the previous day. Parking by a line storage shed where the tracks left the road for many miles, I grabbed my small pack, trusty potato fork and started working my way down the line. Working the line consisted of digging and scratching around the base of the poles and surrounding brush for better insulators that had been tossed from the poles in previous line upgrades.

Two miles or so down the tracks, just as I was deciding I had more than enough keepers placed along the rails to fill my small pack on the return trip, I came across poles with a side peg below the crossarms and mostly common CD 152's on them without a wire. Further down the line, I noticed two poles that had smaller, darker green insulators on them and decided to check them out. As I approached the first pole, it became apparent the two insulators were CD 143's, but in a rich green,...what could they be?

Focusing my 8 power Minoltas on the first insulator revealed a strong STANDARD with no other visible embossing. The second insulator was identical. With three hundred or so CD 143's in my collection and nothing in my STANDARDS approaching this color, the temptation to try shimmying up one of the poles to retrieve one was great. The height of the poles, plus the roughness and profusion of splinters, caused better judgement to prevail so I retreated down the tracks, picking up my finds as I went.

As I rounded the last bend, I was startled to see one of the rail wheel equipped pickups sitting on the tracks in front of the line shed. A crew of three linesmen were enjoying their lunch and watching me with interest as I struggled down the tracks with my heavy pack. After introductions, telling them about my hobby, sharing a few pictures and some of my mornings finds with them, I mentioned the two CD 143's down the tracks.

"Would you really like to have those two", one of the linesmen asked? He explained that he knew where and which two insulators I was talking about. Shocked but not speechless, I soon found myself sailing down the tracks in the specially equipped pickup, a very enjoyable first ride of that type for me.

At the poles, the linesman strapped on his spikes, climbed up both poles and tossed down the green jewels to me. Close inspection revealed both CD 143's to be embossed STANDARD over a blotted out CANADIAN PACIFIC RY CO with no other embossing.

The longest reverse drive I have ever experienced quickly

found us back at the line shack. After sharing more insulator stories with the three men and offering prolonged thanks for their help and kindness, I turned for my car to leave.

"Would you like a wooden telephone to go with those two insulators", my newly found friend asked? That got my attention real fast and I could only turn and nod affirmatively as I watched him remove a large metal box from the back of the pickup. Unlocking the box, he carefully unscrewed a small, square telephone and handed it to me. It was a very old, Northern Electric call-in telephone in near mint condition. I asked about a price for the telephone but the linesman flatly refused any payment, saying they already had more units and he wanted me to have it.

That sun filled day proved to be the highlight of my two week northern adventure. My friend and CD 143 authority, Eric Halpin, confirmed that the rich green STANDARDS were indeed very good CD 143 items. This just proves there are lots of real jewels still out there waiting to be found. You may be the lucky finder on your next trip. Keep searching, and good luck.

FIRST QUARTER (1991-1992) FINANCIAL REPORT  
NATIONAL INSULATOR ASSOCIATION

BEGINNING BALANCE	7-1-91		\$9513.85
REVENUE			\$1650.80
MEMBERSHIP DUES	-	1138.00	
INTEREST	-	100.80	
NIA SALES PRODUCTS	-	412.00	
EXPENDITURES			\$4734.35
DRIP POINTS	-	178.00	
POSTAGE	-	382.88	
TELEPHONE	-	1.19	
SUPPLIES	-	128.31	
AWARDS	-	151.15	
SHOW HOST ADVERTISING	-	750.00	
MEMBERSHIP DIRECTORY	-	850.00	
MEMBERSHIP (COMPUTER)	-	1995.82	
NIA SALES PRODUCTS	-	297.00	
BALANCE	9-30-91		\$6430.30



RESPECTFULLY SUBMITTED,

*Ross E. Huth*

ROSS E. HUTH, TREAS.



Jacqueline Linscott, NIA #1380  
 Director of Product Marketing  
 3557 Nicklaus Drive  
 Titusville, Florida 32780  
 (407) 267-9170

## NIA LOGO ITEM ORDER FORM

(Make check payable to National Insulator Association)



NIA  
 LOGO  
 Lg Logo  
 on back

Quantity		Amount
_____	<b>T-Shirts</b> (50/50 Cotton Poly) Lt. Blue _____ @ \$12.00 .....	_____
	Sm_____ Med._____ Lg._____ XLg._____ XXLg._____	



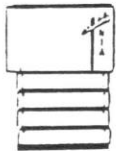
_____	<b>NIA MUGS</b> _____ @ \$8.00 .....	_____
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_____	<b>PATCHES</b> (3½" x 2½") @ \$3.50 .....	_____
	(Send SASE)	

_____	<b>DECALS</b> (2" x 1¾") @ \$1.00 ea. ....	_____
	(Send SASE)	

\* \* \* \* \*



_____	<b>NAME BADGES</b> @ \$11.00/Badge .....	_____
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Complete information below

Name \_\_\_\_\_  
 (No Middle Initials)

NIA# \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

(States will be Postal abbrev. Provinces will be 2 or 3 letter abbrev.  
 This is your final proof. No changes will be made after the order has been sent  
 to engraving.)

Bars denoting the following accomplishments and years are available at \$3.00 ea. \_\_\_\_\_

Present & Past board members (Pres., W.V.P., C.V.P., E.V.P., Executive Director, Treasurer, Information Director), **Nat'l**  
 Show Hosts, Outstanding Service, and Lifetime Membership.

Please List: \_\_\_\_\_ (Yrs.) \_\_\_\_\_ (Yrs.) \_\_\_\_\_ (Yrs.)

and add \$3.00/bar \_\_\_\_\_ (Yrs.) \_\_\_\_\_ (Yrs.) \_\_\_\_\_ (Yrs.)