

Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

VOLUME 21 NUMBER 1 FALL 1993

In this issue of *Drip Points*:

- ◆ From the President...*Dwayne Anthony*
- ◆ From the Executive Director...*Bernie Warren*
- ◆ Regional Reports...*Marilyn Albers, Dick Bowman, Steve Watkins, Grant Salzman*
- ◆ Financial Report...*Ross Huth*
- ◆ National Convention Report...*Rick Baldwin*
- ◆ From the Promotion and Education Director...*Kevin Lawless*
- ◆ Product Marketing...*Jill Meier*
- ◆ Library Donor Program...*Mike Guthrie*

A NOTE FROM THE EDITOR

To those of you I haven't met, I'm the new NIA Information Director; so this is my first attempt to publish the Drip Points. It's harder than I thought - so my hat's off to Don Reinke for the many years of hard work he put into this job before my watch.

Now, for a couple of notes:

First, back in the Spring of 1990, the Volume number for Drip Points got out of sync. Don and I both agreed to fix that problem with this issue; but you will now have to go back and fix the headings for the last couple years' issues with a red pen to get it right. Otherwise, you will have the perplexing problem of two Volume 21s!

Second, I would like to encourage any of you with the bent to see something in print to send it to me. I promise that I will apply only limited censorship and try to get it into the following Drip Points issue. The deadline for the November issue is 1 October. I would also like to publish "letters to the editor" (especially if they are complimentary!) Camera ready copy would be appreciated (I'm terrible on the keyboard!), or a computer disk (any size, any format, any word-processor) would be EVEN better.

I look forward to hearing from you.

Tom Katonak

A MESSAGE FROM THE PRESIDENT

Greetings NIA Members!

As I advance into the second year of my term as your president, I reflect back at the past year with a sense of pride. The NIA "machine" has run very smoothly; no serious ethics problems within the hobby and many new ideas have surfaced, progressed on to the planning stages, and will soon come to fruition. Despite the current recession, attendance at shows has remained stable. With careful budgeting and a degree of patience, collectors can continue to add great pieces to their collections at a nominal cost. Sure, some insulators have moved beyond reach from the budgets of many of us. Don't give up hope; beat the bushes, hit the swap meets and garage sales, run want ads, and don't overlook the possibility of a prize find at your local insulator and collectibles show. Some of the best pieces to surface this past year were acquired for little or nothing. Several desirable insulators have recently changed hands with no money involved; it's called trading. If you look at all options, you will certainly remain active in this hobby. Hopefully, by now you know the secret I'm trying to convey to you...don't give up trying!

Question No. 1: What recent event provided a non-stop blast for all insulator enthusiasts who attended? **Question No. 2:** At what site could you find one of the finest groupings of displays ever assembled under one roof? **Answer:** If you guessed the 1993 NIA National Show, Denver, Colorado, you're right on the money! The Show Hosts—members of the Triple Ridge Insulator Club—outdid themselves in all areas of the show, and I feel absolutely safe in saying no one left disappointed. Special recognition goes out to: Don Reinke; Al Perry; Mike Bliss; Jeff Powers; Mike Miller; and Bob Ryckman. These folks deserve a special "thank you" for their remarkable efforts. There were many other club members involved—including the ladies at the hospitality table—that helped make the show the huge success that it was. Our thanks to all of you for making Denver the place to be in '93!

The four hour board meeting, held on the Thursday prior to the National, went smoothly. Many issues were presented and discussed by the board and chair people present. Topics of interest to the membership include the following:

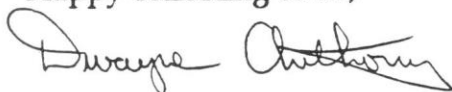
1. Pursue the possibility of the NIA offering a special individual personal property insurance plan, at a reasonable rate, tailored to cover insulator collections.

2. Make show hosts more aware that several states are cracking down on collecting sales tax from dealers and/or show hosts. Check with your local and state office for regulations before planning a show.
3. Schedule a board of director's conference call when receiving more than one bid for a national or regional show. This will permit an open discussion on the pros and cons of each bid, allowing each board member to express their opinions. The result should be beneficial to each board member when deciding on a bid choice. Of course, the best interests of the membership and general collecting public will, as always, be the priority during the discussion and selection process.
4. A detailed report was submitted by Education & Promotions Chairman, Kevin Lawless, outlining avenues for promoting our hobby and how the membership will benefit. (Details are in a separate report by Kevin.)

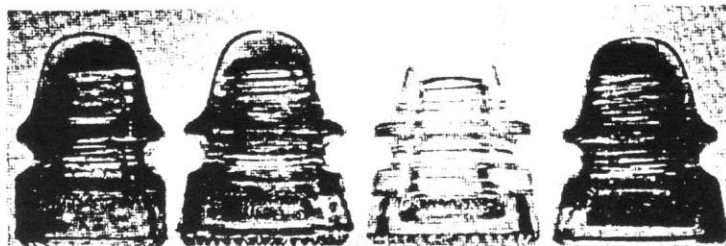
You will notice several new names listed on the board member-chair people roster. It is healthy for any organization to experience fresh new ideas from "new blood" in the ranks of its leadership. It is with great pleasure that I introduce and welcome the following: Grant Salzman, Western Region VP; Tom Katonak, Information Director; Joe Beres, Membership Director; Jill Meier, Product Marketing; and Ron Norton, Nominations Chairman. I am confident each one of these folks will serve at full capacity and I look forward to working with them. We must not forget, though, the fine job performed by those who recently completed several years of appointed service to the NIA. Many thanks to go out to: John deSousa, Don Reinke, Jacqueline Linscott, and Duane Davenport; your meritorious dedication to our hobby is commendable!

As the summer months pass, the show circuit once again becomes busy. Several local level shows are scheduled across the many regions of the country. The 1993 NIA Eastern Regional in Kulpville, PA, is coming up on Sept. 25&26; this is definitely another one of those shows you won't want to miss! Oh, by the way, if you didn't attend the Denver National, I guess you might want to know that next year's national will be in Houston, Texas! (See the Executive Directors report for more details, plus an announcement for the 1994 Regional Shows.) Hope to meet up with each of you at a show soon. Until then, keep chasing your insulator dreams; you just might have to pinch yourself someday!

Happy collecting to all,



Dwayne Anthony, NIA #3619
President, 1992-1994



Friday, July 2, 1992

**Twenty-Fourth National Insulator Convention
Minutes of the Business Meeting
Denver Tech Center Sheraton
Denver, Colorado**

The Twentieth-First General Meeting of the NIA was called to order at 5:15 PM by President Dwayne Anthony, who welcomed the more than eighty members in attendance.

Board Members and Committee Chairpersons present were introduced by the President, as were this year's National Show Hosts Mike Bliss, Al Perry, Jeff Powers, Don Reinke, and the Triple Ridge Insulator Club.

The President then announced and introduced his new appointments to the NIA Board for the 1993-94 year. These included:

Joe Beres - Membership Director
Tom Katonak - Information Director
Jill Meier - Product Marketing
Ron Norton - Nominations

Grant Salzman, newly elected Western Region Vice President was also introduced and gave a short acceptance speech.

Old Business:

1. The minutes of the Twentieth General Meeting held in Orlando, Florida and published in the August, 1992 issue of "Drip Prints" were approved.

2. Treasurer's Report: Ross Huth presented and gave a brief review of the 1992-93 NIA budget. It was noted that the June 30, 1993 closing balance of \$9,616.51 included \$1,578.00 in contributions and income for the Educational and Promotional Fund.

3. Library Book Donor Program: Mike Guthrie, Second Past President and the initiator and expeditor of this program, gave a brief report on its successful conclusion, noting that 117 copies of the McDougald's book, "Insulators," had been donated to libraries in thirty-nine different states. Special thanks were given to John and Carol McDougald, without whose assistance and financial support this program would not have been possible.

New Business:

1. 1994 NIA Shows - Executive Director Bernie Warren announced the dates and locations of the 1994 NIA Shows.

The Twenty-Fifth National Show and Convention will be held in Houston, Texas on July 1-3, 1994. Show Hosts are Marilyn Albers, Jimmy Burns, Elton Gish, John Hall and the Lone Star Insulator Club.

The Eastern Regional Show will be held in Kulpsville, PA on Sept. 24-25. Show Hosts are Stephen Bobb and Claude Wambold.

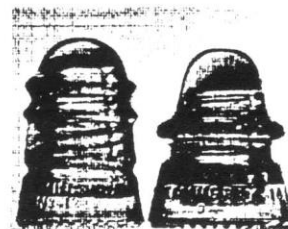
SCA and the 724 Chester in a pink clam broth color were absolutely awesome. I've also just seen a couple of 143 Standards in a green color that came out of Maine. These are not a color I've personally seen before. Keep looking; the good stuff is still out there.

Kevin Lawless, at our Board meeting, unveiled some plans for his publicity task. He is off to a good start, but a lot of what needs to be done to keep/put our hobby in the public eye must be individual efforts, so try to carry a bunch of informational material with you in your car and really consider putting on a couple of programs for appropriate groups. The article on our hobby in the 7/19 issue of Forbes magazine should net us some mileage and help upgrade the image and stature of the hobby. A few minor misquotes and things out of context, but by and large, a pretty good article.

In the last issue, I missed another type that you see at the shows and that is the "be backs". These folks will look at a piece for a long length of time, get your best and often a very good deal on it and say "well, I'll probably be back": Adios, amigo!

Ever wonder what really goes into shipping costs and occasionally get a bit irritated because the postage sticker on the box you received was a tad less than you were charged for the shipping? Well, read on. The true costs of shipping start with scrounging the proper boxes. This used to be easier, but with recycling, most establishments cut them or flatten them at the point of use and get them right in the compactor, so just chasing after these can eat up some time and gas. We then have the costs of the shipping labels and the sealing tape. Most inner packing is easy to get if you save your newspapers and raid your neighbors recycling boxes. OK, now the box is packed & sealed and we have to get it to the nearest UPS shipping counter, often a matter of 15-25 miles away. More gas and miles on the car. The alternative is a weekly UPS pickup at your home, but at last look, this was in the vicinity of \$5.00/week for 52 weeks/year if you want this service. Then there is the basic UPS rate, but they now levy a surcharge of \$.55 per package for a non-commercial address and the insurance fees are \$.30/\$100 value over \$100.00. If I'm lucky and get the right clerk at UPS, he always gives me the commercial rate, but the others play it by the book unless I fib a bit. Sure, there are a number of local establishments such as Mail Boxes who are closer and will take UPS shipments, but my local one hits you for about an additional 60% as their take on the transaction, so forget them. Just a little food for thought about hidden costs. How about a short article on how to pack & ship insulators? With so much trading and I think a growth of the hobby, it may be in order. Broken insulators do not bring smiles. How about some feedback on this one. If you want it, I can hit you with it sometime. See you at the shows & good collecting.

Dick Bowman, NIA #597
Eastern Region Vice-President



FROM THE CENTRAL REGION V.P.

The 24th National Show and Sale held in Denver over the past 4th of July weekend has come and gone, and what a magnificent production it was! It seems that these Nationals just keep getting better and better. The Denver Tech Center was the perfect facility for hosting an insulator show of this size, the weather cooperated, the Rockies were as beautiful as ever, and it was so good to meet with all our collector friends once again. Add to that the 120 sales tables filled with all types and colors of insulators and go-withs, 27 outstanding displays, the traditional Saturday evening Banquet and Awards Presentation, and many, many extra touches, well....what more could you ask? Many thanks to Show Hosts Mike and Darlene Bliss, Al and Sally Perry, Don and Donna Reinke, and to their committee chairs and volunteers for making it all possible.

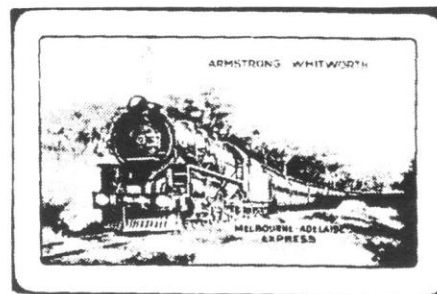
There was one negative occurrence at the show, which was, and probably always will be, beyond the control of the Show Hosts, no matter how many security measures they take. This matter concerns all of us in the hobby, and while it happens rarely, it can happen to anyone at any time, anywhere. Once again, someone stealthfully lifted a couple of insulators from a sales table and disappeared into the crowd without paying for them. No one saw this take place and the culprit is unknown. Fortunately, the insulators were not particularly rare, but that is beside the point. We all love this hobby so much and it hurts to think that anyone in that hall would do such a thing. After the theft was made known, the Hosts went to the microphone repeatedly and said to the dealers "Watch your insulators". It's really a shame because you know, I've heard it said time and time again that insulator collectors are among the nicest, most decent and honest people in the world. That's a given. It just happens to be the truth! We trust each other to the core and we always will. Unfortunately, all it takes is just one person, someone who happens to be "wired" a little different and whose conscience begins only when he/she is caught, to put us all on edge. So, be aware, but keep the faith.

On to a happier subject - **the 25th National Show will be held in the Central Region in Houston, Texas, July 1-3, 1994!!** Show Hosts will be John Hall, Jimmy Burns, Elton Gish, and yours truly, Marilyn Albers. The Denver National left us with some oversize shoes to fill, but we, along with all the other members of the **Lone Star Insulator Club of Houston**, intend to make a big thing of this upcoming Silver Jubilee year - the 25th Anniversary of the National Insulator Show! As of this writing, 70 of the 110 available sales tables have already been sold! And requests for display spaces are coming in, too. So mark your calendars and plan to be with us!

In the meantime, try to attend at least one of these fall shows in the Central Region: Milwaukee, WI (August 7), Houston, TX (September 11), Ann Arbor, MI (October 10) and Austin, TX (October 23). Check the 'Coming Events' section of Crown Jewels magazine for details.

Keep looking up,

Marilyn Albers NIA #541
Central Region Vice-President



FROM THE WESTERN REGION PAST V.P.

It has been three years since being elected to Western Regional V.P., and as they say, time flies when you're having fun. I thank you all for your support, and want to congratulate Grant Salzman, the new Western Regional V.P.

Your Board of Directors have been working hard to expand our hobby. Placing the McDougalds' in libraries around the U.S. has helped to provide reference material for the general public. There are plans to explain our hobby thru advertisements in major collectable magazines. In all, there are some very good people serving you and the hobby.

It was a pleasure serving with them.

See you all soon!

Steve Watkins



DENVER OR BUST

I started out after work on Tuesday with Joseph, Oregon my destination. The sun was shining brightly, which for the Northwest this year was an unexpected delight. Joseph, for those who don't know, is in Eastern Oregon and north near the Washington border. Jeanne and Joe Bridger live in Joseph and decided a quick trip to Denver would be fun too. I arrived at their house at dusk and enjoyed a bowl of ice cream before bed.

We were up and gone by 5 am the next morning to miss road construction. Once on I84, it was clear sailing to Idaho and Utah. Again the sun was shining on us and 70 mph comes easily on the freeways. I-80 was our next roadway which led us into Wyoming. About 8 at night, we made Rock Springs, and spent the night there.

Now it was Thursday - Board meeting day - the Western Regional V.P. can't miss that. So it was up at 5 am again and on our way. 34 degrees

on a summer(?) day is a bit cool. At least we knew it would be 90 degrees in Denver. We made Denver by 12:30, and I hurried to the Board meeting. Then it was time to enjoy the National.

It is always so nice to see such great people, even if it is only once a year. The show was great and the displays outstanding. Beyond this, it was a real pleasure to travel with Jeanne and Joe. We had great fun together, saw lots of antelope, and some breathtaking scenery, fantastic rock formations, green desert high country with wild flowers everywhere, and wonderful weather to boot. The mild summer was a happening we don't see often, so I was glad to be able to see all the beauty.

Another National was over, but the memories will live forever. Now I can look forward to the next one.

Steve Watkins

FROM THE WESTERN REGIONAL VICE PRESIDENT

Hi Folks!

Well, I just was put on the NIA Board in July, so there's not a lot that I have to report on. I do, however, want to remind everyone about some fine shows coming up in the Western Region.

August 7, 1993 - The Nor-Cal Club will host it's 9th Annual show in Auburn CA followed by an E.C. & M insulator dig on the next day (August 8). For information, tables, etc., contact Pat Patocka, P.O. Box 326, Penryn CA 95663 or call 916-663-3681.

September 18 & 19, 1993 - The L.A. Historical Bottle Club will hold their 27th Annual Show. for information, call Ed Kuskie (714-435-1054), or Patt Blauvelt (818-332-6751) or Esther Hinson (805-946-2051).

October 16, 1993 - The Enchantment Insulator Club will have their 6th Annual Show in Los Lunas, New Mexico. With bigger and better facilities, this show should be really worthwhile! Call Tom Katonak 505-898-5592 or Bill Ashcraft 505-865-8908.

November 13 & 14, 1993 - Bakersfield CA will see their 23rd Annual Show, which probably is the best in the West. More information can be had from John Mantz (805-397-9572).

December 4, 1993 - The 49er Bottle Club will hold their 16th Annual Show and Sale in Auburn CA - and it's great! For more information, call Pat Patocka (916-663-3681).

And don't forget that the 1994 NIA Western Regional Show will be held in Auburn CA next year! (More about that one later.)



Good Collecting!

Grant Salzman

REPORT ON THE AWARDS PROGRAM AT THE 24TH ANNUAL NIA CONVENTION

If you were able to attend the 24th Annual NIA Convention held in Denver, CO on July 2 - 4, 1993, then you were treated to some outstanding exhibits of glass, porcelain, brackets, signs, historical and educational information, and loads of color! A total of twenty-seven exhibits captured the attention of all and helped to educate beginning and advanced collectors alike. This could be a NIA show record for quantity, and from feedback I've received, the quality was there also! The NIA would like to sincerely thank all of the exhibitors who made the time and effort to promote our hobby by sharing their collections and their creativity with others. Sincere thanks is also extended to the show hosts for their efforts which were necessary to made the display portion of the show into a reality.

Award winners for the competitive displays were as follows:

Color: *Cecil Boos*

Foreign: *Caleb Thimell*

General: *Mike Bliss*

Go-withs: *Don Reinke*

Junior: *Christie Merritt*

Lightning Rod Equipment: *Paul Ickes*

Porcelain: *Mark Miner*

Specialty: *Mike Swanson*

Threaded Glass: *John Milek*

Threadless (Dr. Frederick L. Griffin Memorial Award): *Al Perry*

In addition to the display awards listed above, a number of special awards were also presented to the following exhibitors and others for their contributions to the hobby:

The Milholland Educational Award (presented by the NIA): *Mike Miller*

Bob and Phoebe Adams Showmanship Award: *Mike Bliss*



The Capital District Insulator Club Award (for the best use of Eastern insulators): *Don Bayes*

The Nor-Cal Insulator Club Award (for the best use of Western insulators): *Pat and Shirley Patocka*

Central Florida Insulator Club Award (for the best first time display at a National): *Bob Ryckman*

The Crown Point Award: *Paul Ickes*

The Crown Jewels of the Wire Ribbon: *Jimmy Burns*

The Crown Jewels of the Wire Plaque: *Bill and Jill Meier*

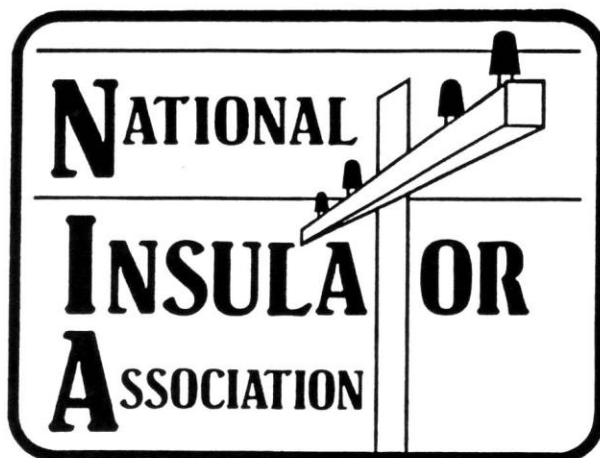
The N.R. Woodward Literary Award (for the best research article published during the year): *Marilyn Albers*

The NIA Outstanding Service Award: *Patti Norton*

The Southern California Award: *Dave Hall*

Thanks again to all who helped make the show a success and to the exhibitors whose efforts lead to a greater understanding and appreciation of our hobby!

Rick Baldwin, NIA #336
Show Standards Committee Chairman



FROM THE PROMOTION AND EDUCATION DIRECTOR

Dear friends,

We are finally beginning to see light at the end of some of our long tunnels! First, we are in the process of working on the development of at least one 18-20 minute long video, which can be used for club meetings, educational presentations, etc. Stay tuned!

We have developed a sample press release which can be used as a master for ANY show host. It also includes tips on what kind of information to include for YOUR SPECIFIC show AND who to send it to. We are working on collecting negatives of good, usable promotional photos for shows, which can be sent with your press release. SHOW HOSTS TAKE NOTE: We are going to have these sample press releases available FREE of charge and one copy of these will be AUTOMATICALLY SENT to you with your NIA show ribbon, by the Show Standards Chairman. All you have to do is ASK!

Eastern Regional Vice President Dick Bowman has developed a VERY nice guideline for making an educational presentation about insulators, including a handout master. Public presentations are EXTREMELY valuable for gaining both new membership AND new insulators into the mainstream. Who can these public presentations be given to? Schools, senior citizens groups, service organizations, libraries, museums, historical societies, collecting groups (like telephone or railroad collectors!), only your imagination can hold you back!

By the way, public exhibitions can be very beneficial, too. Don't bring your most valuable pieces, but don't bring all junk, either. Make sure plenty of handouts are available, like "Insulator Silhouettes", "Understanding Your Insulator", NIA Information Guides, your local club's handouts, show fliers, whatever! If you DO make a public presentation, PLEASE let me know the particulars. I really want to hear about it! Also, let your local newspaper know about it in advance, perhaps they'd like to do a feature article on your favorite hobby! By the way, Mark Foster, NIA # 5045, of Rocky Point, NY, recently did a very favorably accepted insulator exhibit at a Long Island library. Keep up the good work!

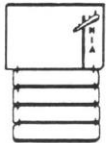
The NIA is going to start advertising the existence of both insulator collecting AND the NIA in several nationally distributed antiques magazines. Here's hoping for a flood of new collectors and quality insulators!





Jill Meier, NIA # 4323
 Product Marketing
 103 Canterbury Court
 Carlisle, MA 01741-1860
 (508) 369-0208

NIA LOGO ITEM ORDER FORM



Quantity		Price	Amount
_____	T-Shirts light blue, 100% cotton		
	Sm____ Med____ Lg____ XLg____	\$14.00	_____
	XXLg____ (Please note: \$1.00 extra for XXLg)	\$15.00	_____
_____	NIA Mugs white w/ 5-color logo	\$8.00	_____
_____	Patches light blue w/ 5-color logo (3½" x 2½")	\$3.50	_____
_____	Decals light blue w/ 3-color logo (2" x 1¾")	\$1.00	_____
_____	Name Badges white with blue letters, green and brown logo	\$11.00	_____
_____	Bars hook onto name badges	\$3.00	_____
	Total enclosed		_____

*(Make check or money order in U.S. funds payable to
 National Insulator Association)*

Name _____
 Address _____
 City/State/Zip _____
 Telephone No. _____

* * * * *

Name Badge/Bar Customization Information

Please complete the relevant information below. Please use the back of this order form for additional badges.

Name _____ NIA # _____
 City _____ State _____

(State/Province will be abbreviated appropriately. No changes will be made after the order has been sent to engraving.)

Bars: Please list accomplishments and years, if applicable, below:

 (years) _____ (years)

 (years) _____ (years)

LIBRARY DONOR PROGRAM CONCLUDED

On June 22, 1993 the last shipment of the McDougald's hardbound insulator books was made to libraries in the northeastern and southeastern United States as a result of the generous contributions of the Dixie Jewels and Yankee Pole Cat insulator clubs. In the sixteen months since the Library Book Donation Program was started, 113 books were donated to libraries in 39 states. An additional 85 books were acquired by collectors for their personal libraries.

A great vote of thanks is due to John and Carol McDougald whose generosity made the program possible. John and Carol discounted each donated book \$10.00 below retail and included a free price guide with each donation. This is equivalent to a \$25.00 donation per book made by the authors.

Reports have already been received about donors receiving phone calls from interested persons who found the donor's phone number in one of the donated books !

I am confident that the generosity of all those who donated books will result in education and enjoyment for countless collectors in the years to come. On behalf of the NIA, thank you all for your book donations.

Sincerely,

Mike Guthrie,
Program Coordinator

Donors since the last Drip Points include:

<u>Name</u>	<u>Library location</u>	<u>State</u>
DOUG WILLIAMS	SHALLOTTE	NC
DOUG WILLIAMS	NEW WINDSOR	NY
FRED PADGETT	SUNBURY	PA
ROGER HURLBUT	MURPHYS	CA
DIXIE JEWELS INSULATOR CLUB	GEORGIA TECH, ATLANTA	GA
DIXIE JEWELS INSULATOR CLUB	ATLANTA	GA
DIXIE JEWELS INSULATOR CLUB	COLUMBIA	SC
DIXIE JEWELS INSULATOR CLUB	RALEIGH	NC
DIXIE JEWELS INSULATOR CLUB	MONTGOMERY	AL
DIXIE JEWELS INSULATOR CLUB	U OF ALA. TUSCALOOSA	AL
JIMMY BRAY	OGLETHORPE	GA
DAVID WIECEK	EAST BRUNSWICK	NJ
EUGENE CONDON	CHARLESTON	SC
WARD & EVA LINDSTROM	MADISON	SD
YANKEE POLE CAT INSUL. CLUB	PORTLAND	ME
YANKEE POLE CAT INSUL. CLUB	KEENE	NH
YANKEE POLE CAT INSUL. CLUB	PROVIDENCE	RI
YANKEE POLE CAT INSUL. CLUB	MONTPELIER	VT

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