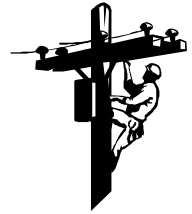




Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

drippoints@nia.org

http://www.nia.org

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A NOTE FROM THE EDITOR



Hello everyone. To my knowledge, this is the largest edition of the *Drip Points* ever. It's certainly the largest one I have put together. There is a lot of great information as always, including announcements on the new Eastern Region VP and the new NIA President.

Jack Roach has more on this and

there are Bio sheets on the two folks who were candidates included in this edition. Before you get upset that you missed an election or didn't get a chance to vote, both these candidates ran unopposed and therefore they win by acclamation and the voting process is not necessary

On a different note, there is a lot of good information from Dwayne Anthony on Altered Insulators and some corresponding photos in the Color Insert. Everyone should read this to become more aware of what is going on and to keep from wasting your hard earned dollars on altered garbage.

I was at the Quartzsite Arizona gathering twice this year. For those of you that don't know about this, it is probably the worlds largest park-and-swap that runs for

about 2 months every year. I believe it was originally started as a Gem and Mineral show, and that part of it still survives, but you can buy most anything else there as well.

This includes plenty of nuked purple insulators. Unfortunately, of all of the insulators I saw in purple, I cannot say for sure that any were real. I do know I saw a lot of garbage that I might have fallen for in my earlier collecting days, so buyer beware and buyer be educated. On the plus side, other real insulators show up there as well. This includes an EC&M a couple of years ago, one of the real ones at that !

**Kevin Jacobson, NIA #6720
Information Director**

A MESSAGE FROM THE PRESIDENT



A hearty "hello" out there to all you NIA members! I sure hope spring isn't far away! It's been pretty dismal for insulator hunting around the country with all this wintry weather! I guess it's a good time to catalog insulators and get stuff ready for the many upcoming shows this spring and summer.

Speaking of shows, we have been making progress in the selection of upcoming Regional and National shows. The 2004 Eastern National is well on track for New Kensington, PA on July 23-25th. And we are expecting bids shortly for the 2005 36th NIA Convention to be held in the West. On the 2004 Regional Show front, we have selected the bid from Mike Green for the Western Regional, to be held in Denver Colorado, August 27 – 29, 2004. Mike has secured a great venue at the Denver Marriott Southeast and table sales are moving along briskly. For detailed information, go to <http://home.earthlink.net/~n2glass/NIA2004.htm>. Be sure to check out the schedule of events: This looks like it's going to be a great show! We still don't have any bids yet from the Central Region for a 2004 event, so here's an opportunity for clubs in the CR to come up with an event to be proud of. Contact CR Vice President Ed Peters

and discuss your ideas. Further down the pike, we have a couple of folks working possibilities for the 2006 Central National.

Now to the "theme topic" for this issue. Over the past couple of years, the NIA has been putting a lot of attention on imitation insulators...particularly the fake reproductions that have appeared on the West Coast. We're happy to report that, as a result of our publicity, the sales of these items have essentially ceased. We turn our attention in this issue to a more difficult area of fraudulent activity – the continued spread of altered insulators.

First some definitions. Altered insulators are original pieces that have been intentionally changed from their originally manufactured condition. Such changes can be due to mechanical alterations, heating effects, painting or dying, reglazing for porcelain insulators, non-factory carnival coating, and irradiation. The NIA has deemed all such items to be objectionable to the best interests of the hobby. Definition details may be found in the Code of Ethics section of the *NIA Handbook*.

All of these alteration processes have been around for years. Probably the earliest alterations were mechanical in nature and consisted of grinding/polishing to change the embossing, and cutting/re-gluing to modify the shapes. Examples date back to the late '60s. Not far behind were the color changes in insulators brought about by heat-treating.

Particularly notorious examples are the WGM pieces that have turned a deep burgundy and the purple Californias that have been altered to yellow through this heat treating process. Reglazed porcelain insulators were also known as early as the mid-70's. The process involves the application of standard ceramic glazes to existing pieces that are then re-fired in a kiln. This can produce glazes of high quality, which are difficult to discern as non-authentic.

The painting or dying of insulators is also not a new phenomenon. I can recall seeing beautiful red colored Pyrex 128s when I first got into the hobby in the early '80s, and I can remember the fake carnival glass from the same era. Of major concern in this area is that stained insulators have become markedly more prevalent over the past two years, with dozens being offered for sale on eBay. The craze seems to have caught on as there are now around eight people making these things and auctioning

them (including one guy right here in my hometown of Albuquerque!) The bad news on these things is that many of these new

pieces are colored extremely well, and the stain is baked on in such a manner that they do not yield to the standard "scratch test". One would think that such a thing as a stained insulator could fool nobody, particularly when the colors are so outrageous! Not necessarily so: Last year a collector in Colorado purchased a golden amber 143 Can-Pac from a British Columbia eBay dealer for \$350 dollars and was

On the 2004 Regional Show front, we have selected the bid from Mike Green for the Western Regional, to be held in Denver Colorado, August 27 – 29, 2004.

(Continued on page 3)

unaware that it was bogus until I showed him. The good news about the stained stuff is that the eBay sales have dropped off dramatically in the past few months. It can't be long before the "stainers" give it up if there's not a profit to be made. Having said that though, the dozens of pieces that have been sold will be around to haunt the hobby for years to come.

Finally, let me mention the situation with irradiated insulators. Again, this is an old idea that has become much more of a threat in the past few years. The brownish amber CD 155s were some of the early "nukes" in the hobby, as well as the sapphire blue CD 145 Postals and the indigo blue CD 162.4 1678s, all done in the 1970s. Early sources of the color-changing gamma radiation were thought to be at one or more of the National Laboratories. In more modern times however, since commercial fruit and vegetable growers have accelerated the use of radiation devices to kill pathogens on fruits and vegetables, there has been a ready source of gamma radiation to discolor insulators, bottles and other glassware. Color changes due to radiation is one of the areas where the NIA has concentrated our efforts and we've methodically performed experiments on quite a number of pieces. Our rotating display on altered colors in glass insulators has now been seen at nearly 30 shows over the past five years.

Two NIA members in particular have been extremely proactive in educating the hobby about altered insulators. In the late 1980s, Mike Guthrie produced a booklet entitled "A Handbook for the Recognition and Identification of Fake, Altered and Repaired Insulators". Later, this was republished with

color photographs as part of a *Crown Jewels* issue. Dwayne Anthony followed this up some years later with a major article called "Fake and Altered Insulators, Artificially Induced Colors". Both of these documents have been major educational source for the hobby. If you've never seen them, or haven't reviewed in a while, you will find them both on our website, "nia.org". Dwayne Anthony continues to head up the NIA research effort on altered glass.

In this issue, Dwayne Anthony updates the subject of artificially induced colors with some new color photographs of more recently acquired specimens. In addition, First Past President, Steve Marks demonstrates why it's a bad idea to buy altered glass for our collections. And finally, John McDougald, Chairman of the Authentication and Classification Committee gives us an update on some of our authentication research activities.

Fortunately, our education program seems to be working – at least within the NIA. We have had relatively few cases of NIA members being "burned" by altered insulators. The majority of problems tend to be with non-NIA collectors purchasing stuff on the Internet sites without doing any homework first.

Having said all this, the perplexing problem of actually proving that an insulator has been altered due to heat or radiation is still with us. There are still many cases where we just have to say, "this piece is suspect, but we don't know for sure". This makes it quite difficult to go after those dealers committing fraud by intentionally selling altered insulators as authentic pieces. We continue our efforts in this area, but we still have a lot of work to do.

In the meantime, what can you do? First, brush up on the material we have on the NIA website...and tell your friends about it! Help out our education efforts! And when you see that beautifully colored piece for sale – the one in that weird new color that no-one has seen before...that seems just too good to be true...think twice before you buy it because it probably is!

One final comment on this topic: The NIA needs a couple of volunteers with degrees or backgrounds in the area of optical, glass, and/or solid state physics to help in the analysis of recent test results from one of the testing laboratories. If you have these credentials, give me a call and let's discuss the project.

I look forward to seeing many of you again at the NIA Shows this year. Remember, my phone is always "open" for new ideas and suggestions.

**Tom Katonak, NIA #3567
NIA President**

FROM THE FIRST PAST PRESIDENT



In my opinion, the most serious threat that imitation insulators pose to the hobby, is resale to future novice insulator collectors. Let's take the example where a well-intentioned collector irradiates some pieces with the intent of "conducting some research." Let us suppose further that the collector then shows the pieces to other collectors at shows or club meets and discloses to observers that the pieces were irradiated. However, after "the show", the collector just places them on his shelf with the collection where they remain for several years. When people visit he points out to them that the pieces were altered, but still, he does not bother to permanently mark them. Years go by and the collector passes away. The pieces pass on to his/her heirs, or are sold in an estate auction. The pieces end-up at a show or in an antique shop. They have come from "a long time and knowledgeable collector." Thus, no one suspects anything but that they are genuine. The result is a \$1 piece that was changed into a \$500 loss for the new collector, and a tragedy for the hobby in general. The NIA Code of Ethics requires that imitation or altered insulators be permanently marked.

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

The NIA's Authentication and Classification Committee conducts its research under highly controlled conditions, and only after obtaining permission from the NIA Board of Directors. Controlled testing is the only way to protect collectors and make valid comparisons with known and suspected imitation pieces. An outstanding example of controlled testing was the work done by Dwayne Anthony and Mike Guthrie on their altered insulators educational display. This display, which the NIA pays to have shipped to various shows each year, demonstrates in detail the steps taken to not only create and reverse effects on insulators, but also demonstrates the best type of permanent marking, i.e. cutting the insulators in half.

Please, if you have the urge to experiment on your own, or have a genuine desire to help the NIA and/or the hobby in general with imitation insulator research, please do so in connection with the NIA's Authentication & Classification Committee.

In other news, Melanie, Sam and I will have moved to Richmond, Virginia by the time you read this! We are very excited about this change. Melanie and I had moved to Arizona in 1996 after falling in love with the desert during our

honeymoon in 1995. We had eight wonderful years in Scottsdale and Anthem. We made many new friends as Charter Members of the Grand Canyon State Insulator Club, and as hosts of the 1999 NIA Scottsdale National Show.

Our business exceeded all our expectations (ranked #4 in the country). After Melanie's knee injury we sold the business, and trained the new owner last October. We took November and December off to visit family in NJ, PA, NY, MD and VA, and to enjoy the holidays (something we had not done in years because of our business commitments).

With Sam approaching school age, we turned our attention in January to moving to an area with better schools and college options. Recently, we have also become increasingly concerned about life "in the valley" in general. In just the past eight years we saw the population go from approximately two million to five million. Housing in Scottsdale went from \$120/ sq. ft. to \$170. And, sales tax from 6% to over 8%. It is also becoming more expensive to do business there. Many people are comparing Phoenix to LA! Much of the wide-open desert we had come to love has been paved over.

We found Richmond to have a mild climate (compared to the Northeast's winters and Arizona's summers), a favorable business environment and a lower cost of living. We can't wait to set-up our new home this month and start to become involved again with our long-time east coast collector friends. We are going to miss our GCSIC "family" but look forward to seeing them again at major shows.

**Steven Marks, NIA #4951
NIA First Past President**

Altered Insulators Report

by Dwayne Anthony, NIA #3619



It is somewhat disheartening that we must provide frequent reports on the current insurgence of altered insulators in our hobby. It has been the NIA's goal to keep all collectors well informed with pertinent information as unethical individuals attempt to infiltrate our hobby with color-altered insulators. One of the ongoing concerns has been with the radiation-altered insulators appearing primarily at flea markets, antique shops, and public Internet auctions. Of more recent concern is the substantial number of color-stained insulators also bombarding Internet auctions. We also have the ongoing concern for thermally altered insulators, but they have not been as prevalent in the public marketplace as of late.

The alterations I will briefly discuss here will not include the external application of paint, stains or dyes. We will touch upon modifications that stimulate the internal chemical makeup of the glass itself, consequently producing mild to extreme color changes. There are two sources known for altering the original, integral color of glass insulators: *thermal* and *radiation*. Both can create color changes from very subtle to extremely radical. Thermal alterations, as the

term implies, are achieved by applying extreme heat to authentic, previously unaltered insulators. Alterations performed by use of radiation sources are much more complex and include high levels of *gamma rays* and *electron beams*. Such forms of radiation produce synthetic alterations, unlike the natural ultraviolet radiation from the sun that causes manganese-bearing glass to turn light to medium shades of purple over time. It is important to note that there is a third process by application of controlled heat that can provide additional color changes in irradiated glass. Some strikingly convincing colors have also been achieved with this additional process. We refer to this method as *post altered thermal reversal*. You can find the resulting examples of these three procedures on the attached color page.

Non-collectors are mostly responsible for altering insulators, and for no other reason than the opportunity to turn an extra buck. Some insulator collectors have been known to alter insulators for "fun" as novelties to add to their personal collection. This is highly discouraged as an unethical practice by the *National Insulator Association*.

Since this is a brief report, we will not get into the complexities of what causes the color transformations during the alteration process. In short, with radiation exposure, manganese is responsible for the more commonly found color transformations to purple. The selenium content in later period clear insulators will produce the brown shades. There are other chemicals introduced to raw glass that also react with varying color results. The thermal alterations rely primarily on manganese content.

One very important point to keep

in mind is that color changes are not consistently the same with any one insulator style or manufacturer. Under controlled altering methods, the slightest of color changes are possible, providing myriads of color tone variations. Reversal processes can also provide additional color shade variations, or in some situations create a completely different color from the original or formerly altered one!

Adding more confusion and frustration to the matter, collectors must also be aware that some altered colors can mimic authentic insulator colors very well. The standard remark commonly made by seasoned collectors is, "Oh, it's easy to identify an irradiated insulator because they always have that nuked or muddy hue to them". That is not always the case. Some very convincing irradiated insulators have been sold to seasoned collectors for hundreds, even thousands of dollars. Thermally altered insulators can be even more difficult to identify from their authentic counterparts.

Our intentions here are not to create collector panic. With proper education and awareness, using a keen eye and asking questions can identify most altered insulators. If the seller of a suspect insulator is not a known, reputable dealer and/or cannot provide an adequate response to your authenticity questions, you should proceed with caution. The *National Insulator Association* has adopted a set of guidelines for insulator collectors known as the "NIA Code of Ethics". These guidelines were established for members and non-members alike to set a standard for conducting all collecting and dealing activities honorably and honestly.

(Continued on page 14)

We invite you to view a much more detailed report on altered insulators, which is available at the NIA's official website: www.nia.org. From the homepage, click on the link entitled "Artificially Induced Insulators"; or for a printed copy send a SASE to: Dwayne Anthony, 28390 Saffron Ave., Highland, CA 92346. Look for the report to be updated later this year as ongoing testing results and further information becomes available. The NIA's "Altered Insulators Exhibit" continues to be available to show hosts upon request, with free roundtrip shipping to your show site. Please feel free to contact me for further information at (909) 862-9279, or email me at: insulators@open-wire.com. This exhibit will also receive revisions in late 2004.

Altered Insulators Color Photos Reference

Descriptions include the original authentic color of each specimen, the method of alteration and the resultant altered color. Color similarities are listed if the altered color is closely comparable to colors listed in current insulator publications.

1. CD 143 vertical ridged Withycombe, originally aqua. Radiation exposure result: Cornflower/sapphire blue. Similar listed colors: none.
2. CD 170.1 unembossed Penny-cuick, originally aqua. Radiation exposure result: Brilliant lavender. Similar listed colors: Lavender & light lavender.
3. CD 121 R. Good, Jr., originally aqua. Radiation exposure result: Delft blue/cornflower. Similar listed colors: none.
4. CD 134 Am. Insulator Co., originally aqua. Radiation ex-

posure result: Lavender. Partial reversal results: Two-tone lavender and aqua. Similar listed colors: none.

5. CD 102 N.E.G.M., originally aqua. Radiation exposure result: Medium/light sapphire blue. Similar listed color: Sapphire blue.
6. CD 134 unembossed Penny-cuick, originally aqua. Radiation exposure result: Brilliant sapphire blue. Similar listed color: Dark Sapphire blue.
7. CD 151 H.G. Co, originally aqua. Radiation exposure result: Steel/cornflower blue. Similar listed colors: Cornflower blue & sapphire blue.
8. CD 121 W.F.G Co, originally aqua. Radiation exposure result: "Popsicle purple". Similar listed color: Purple. Comments: An upper dome fracture was present, which allowed the top of the dome to be removed for a reversal experiment. Specimen is displayed with the reversed dome piece reattached.
9. CD 145 N.E.G.M Co., originally aqua. Radiation exposure result: Deep purple. Similar listed colors: none.
10. CD 112 O.V.G. Co. 10a: Accredited as an authentic light purple specimen. 10b: Originally aqua. Radiation exposure result: Blue purple. Similar listed color: Light purple. (*Photo courtesy of Tom Katonak*)
11. CD 203 Hemingray 56, originally clear. Radiation exposure result: Deep golden brown. Similar listed colors: none.
12. CD 260 California, originally

yellow, transformed to purple after natural sunlight exposure. Thermal alteration result: Golden yellow. Similar listed colors: Ginger ale, yellow & peach. Comments: Note the extreme slumping from excessive heat exposure. Be aware that accurately controlled heat applications will eliminate any such signs of being altered.

13. Lightning rod insulator, originally aqua. Radiation exposure result: Cornflower/sapphire blue. Similar listed colors: Cornflower blue & sapphire blue.
14. CD 106 W.G.M. Co., originally clear straw, transformed to purple after natural sunlight exposure. Thermal alteration result: Light straw. Similar listed colors: Off clear, light peach, straw, clear. Comments: Kiln rack marks are visible on the base rim of this specimen, but in many cases no such signs are apparent.
15. One of several tables full of irradiated glass at a recent swap meet in Quartzsite, AZ. Note the dark purple irradiated insulators in the foreground. They include: CD 134 W.F.G. Co; CD 121 California; CD 121 R. Good, Jr.; CD 162.4 unembossed; CD 143 Standard; CD 210 unembossed California. (*Photo courtesy of Kevin Jacobson*)
16. CD 121 R. Good, Jr., originally aqua. Paint stain result: Yellow olive green. Similar listed color: Dark yellow green.
17. CD 322 Pyrex, originally clear. Paint stain result: Blue. Similar listed colors: none. A good example of some of the outlandish extremes offered on eBay.



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10 a



10 b



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From the Treasurer

**2003-2004 FINANCIAL REPORT
NATIONAL INSULATOR ASSOCIATION
SECOND QUARTER ENDING 12/31/2003**

**Dudley Ellis, NIA #5085
Treasurer**

Beginning Balance-General Fund	10/1/2003	9478.42
Museum Exploratory Committee		972.01
Authentication/Ethics Account		2196.75

Revenues

Donations	100.00 *	
Membership Dues	2593.00	
Miscellaneous Income	160.00	
Product Sales	299.55	
Total Revenues:		3152.55

General Fund Expenses

Advertising	40.00	
Bank Charges/Taxes	0.00	
Marketing Products	429.44	
Misc. Postage	408.78	
Misc. Printing	632.78	
Misc. Supplies	269.87	
Misc. Professional Services	60.00	
Crown Jewels Rebates	0.00	
Drip Points Printing	809.81	
Drip Points Postage	253.32	
Show Advertising Subsidy	0.00	
Show Awards	10.80	
Stationery Supplies	0.00	
Telephone	21.15	
Special Projects	0.00	
Education Disp Postage	0.00	
Total Expenses:		2935.95

Closing Balance, General Fund:		9695.02
Museum Exploratory Committee Expenditures	0.00	
Museum Exploratory Committee Balance		972.01
Authentication/Ethics Account Expenditures	0.00	
Authentication/Ethics Account Balance		2196.75
Total Balance on Hand January 1, 2004		12863.78

Letter to the Editor

Dear Editor,

The purpose of writing this letter is to provide insight into some troubling ideas concerning altered insulators and offer some ideas as to how a collector can respond.

Why do people alter insulators?

1. Legitimately, it is done for the purpose of research and education. Legitimately, it is done by an individual to make a profit from people who want rare or scarce colored insulators and do not care about owning genuine pieces AKA. selling a product illegitimately, it is done to fool people into thinking they are getting a genuinely 'better colored' insulator and to take advantage of the buyer; AKA 'making a fast buck' (through deceit).

Writing this letter, I am aware that most people will agree with point 1 as being legitimate. However, there is little doubt that point 2 will be a cause for concern and will make tempers rise (unless they finish reading the whole story!). I am certain anyone with a sense of moral decency will agree with point 3.

Point 2 is one of the main issues I wish to discuss. Before the emotions start welling up inside and you decide to find an incinerator to burn this document, please read the remainder or you will not get the true meaning of this essay. I **am not** in favor of deliberately altering insulators and will share the reasons later.

Returning to point 2, we need, as insulator savvy people, to understand the majority of people in the world do not have a fascination with insulators (it may be difficult for us to understand, but nonetheless, it is so!). If we speak of Mr. Joe Mostmen, a good representative of the general populace, we find a man who sees (if he even knows what it is), an insulator as 'simply a piece of glass'. To this individual, the insulator is no different than a drinking glass, old shoe, tin can, or rock he kicks on the street. When Joe finds out there are people

who are willing to 'fork out' cash for these hunks of glass, his first reaction (well – after he deals with wondering about our sanity – be honest -- you've experienced the normal reaction when people find out about your hobby... *you collect WHAT?!?*) is in keeping with one of the great freedoms of our country -- Mr. Honest Joe sees a market for a product and plans a business. Free enterprise is a blessing that all Americans should cherish! Joe has no more of a moral problem with altering a piece of glass than he would with painting a house, staining a piece of wood, or painting his fingernails pink (well, let's hope its his wife's fingernails instead!) Although none of us may like it, he sees what he is doing as legitimate. It is normally only we in the hobby who have a problem with his actions.

So does this make altering the color of an insulator right or wrong? Yes! What? Yes! Huh?

Why do collectors not like insulators to be altered?

The obvious reasons are not to be elaborated on, just enumerated (and there are probably more you could think of). Some reasons (in no specific order): We do not like the idea of finding out our hard-earned cash has been spent on a 'fake'. We do not like the idea that a bunch of undetected fakes will devalue the rare, authentic gems in the hobby. We do not like that a newcomer to the hobby may be taken by some slick shyster seeking to deceive. (Say that one 10 times rapidly!). We do not like one of a kind pieces becoming 10,000 of a kind pieces!

We appreciate the historical value of these pieces and do not like to see the individual heritage of a piece be lost forever. (write your own!)

The point of discussion here is item 5. Each of these insulators we have, no matter how common, was put into use as a part of our Nation's communication and power network. Some of the pieces in collections have had transmitted through their wires events such as the assassination of President Lin-

coln, the end of the Civil War, and other major happenings in the 1800's. Later the threaded pieces (and probably a specific piece in your collection – if only our collections could talk to us!) held the wires transmitting news about other events concerning famous people such as the assassinations of President's Garfield and McKinley and Queen Victoria's death. Other noted information that they dutifully aided passage of was the flight of the Wright Brothers and the start and end of World Wars I & II. Some of our pieces may have still been in use while the wires they held reported J.F.K.'s assassination and the first words Neil Armstrong spoke on the moon. A rare few go even farther into the ringing in of the new millennium, as I personally know of glass insulators still in use on local phone lines as of the writing of this letter!

When an insulator is altered, its true identity can be lost forever. A piece like a CD143 Can. Pac. that is altered to purple has ripped from it the record of its true nature (era of manufacture, usage, and region of the country where it may have been in service can all be lost and untraceable). In effect, it has lost all of the history associated with it that made it an object of historical desire. This may not seem like a 'big deal' if it is something as common as a Brookfield CD162 that is altered, but nonetheless, the historical value has been erased. A small part of our American Heritage and witness to the ingenuity of our forefathers is gone forever.

What is the future impact these pieces will have on the hobby and what can we do about it now?

Since this is a question about the future, and the crystal ball dome of my magic CD 145 CREB is not working while I write this, I am not able to say exactly what will come from the invasion of these pieces into our hobby. However, there are clues left from a similar experience involving other hobbies.

Some people may think there is no

(Continued on page 19)

way to tell a fake-a-later from a real insulator. This is not always the case. For example, painted ones are easy – scrape it off! (At least the history of the piece is not lost as the piece can be restored as opposed to permanently altered pieces.) Some of the known irradiated fakes do not fluoresce brightly when exposed to a black light as the “real McCoy’s” do (irradiated purple Hemingray pieces for example). Some of the colors are a different shade than a legitimate piece (some irradiated purple pieces are the color of grape soda pop rather than a legitimate looking royal, or regular purple). Some heated examples are different colors than actual pieces. Does this cover all possibilities? No, or course not. Education is going to be the only safeguard we have from getting fooled by a bogus piece.

As to the impact the pieces will have on truly rare items, we already have had a fully legitimate; within NIA guidelines; NIA approved; and honestly made example (sort of) in the hobby already. Most of us who have been to a show have seen the so-called ‘Impostulators’. The purpose of this writing is not to endorse or ‘throw stones at’ the Impostulators and regardless of personal desire to own or not own one, they are very good copies of the original pieces and look totally legitimate sitting in a display case. Anyone who wants a peacock blue CD151 can have a great looking Impostulator for a mere fraction of the cost. What has been their impact so far on genuine insulators? Since these pieces hit the market, have any legitimate pieces suffered a loss in dollar value? Check the current and past price guides!

But the new pieces are real glass and are not so easily spotted! This is a true statement that merits discussion.

An analogy comes from the world of the numismatists (coin collectors sure have a sophisticated sounding name - and all they do is collect round bits of metal!). In 1909 the designer of the first Lincoln penny engraved his initials, V.D.B. on the front of the penny on the bottom edge of the bust of

President Lincoln. At the San Francisco mint, they put the letter ‘S’ for San Francisco below the date of 1909. Therefore an example of this penny is now known as a ‘1909 S VDB.’ These are the rarest of the Lincoln penny set and command a price in the hundreds of dollars. Currently, there have been counterfeits made by a process known as spin casting in which the fake is the same weight and identical to the original as it is made from a casting of an original. Although there have been some counterfeits that are probably not identified for what they are, the value of the genuine cents has not suffered. Although the introduction of fake pieces might have an impact on genuine articles, a lot of the time the genuine articles are actually seen as more desirable and more precious as time goes on.

Does this mean the value of higher price insulators will stay unaffected? No. There is no guarantee to this effect. However, the world of coins, stamps, bottles, musical instruments, and I am sure others, have had their genuine articles become more valuable with time. As an example, would you rather own a real \$20.00 gold piece (rather than a gold plated one), a real Stradivarius violin (rather than a copy), or a real Booze Bottle (rather than the – ironically – now-seen-as-a-valid-collectible) reproduction Booze Bottle (note in the latter case these are not counterfeits)?

Summary:

Remember that everyone who alters an insulator may not have bad intentions, and indeed, may think you crazy that we find it a horrible thing to do. No matter who does it, though, it should be discouraged and the people, kindly, should be informed as to why.

Don’t panic! We may get flooded with 42 thousand milk glass CD 145 H.G.CO PETTICOAT beehives. However, the concept of owning the only known example of this insulator will be just as cherished then as it is today (assuming of course we can differentiate the real one from the bogus

ones).

We all need to be educated and be on our guard. The NIA is doing its best to help in this area and even people who do not subscribe to the NIA have free access to this information. Also, through the NIA, is available a collection of legitimately altered pieces (see point 1) that can be borrowed and displayed by show hosts thus making available a personal, first-hand look at altered pieces to anyone who desires it. The hard work of the board members has been effective in positively identifying fake pieces. They more than anyone are aware this overall problem is not going to vanish. We must face it head on. They are working hard to find new ways of distinguishing altered pieces. Visit the NIA website to find out more about the altered pieces to keep abreast of current research..

Lee Brewer
NIA #6695

-----Spring Specials*-----

NEW ITEM!! *Get your local club bar (ie.) YPCIC, JCIC, CSCIC..... all clubs available! \$3.00*

Most bars list both club name and the acronym
(note: these attach to your engraved NIA name badge)

NIA Gray Cap - \$8.00 2 left!

NIA Sweatshirts (screen-printed only!) - \$1.00 off per shirt (S / M / L only!)

NIA T-shirts (screen-printed only!) - \$1.00 off per shirt (L & 2X only!)



NIA Lapel (Tack) Pin - \$4.50 (shown above)

Embroidered Shirts in Ash Gray or Sea foam Green

Ash Gray t-shirts with pocket - embroidered logo above pocket – (all sizes orderable!)

Seafoam Green t-shirts - no pocket - embroidered logo: left front only! (all sizes orderable!)

Ash Gray sweatshirt - embroidered logo: left front only! – (all sizes orderable!)

Men's golf/polo (short sleeve) shirts

1. **Putty (beige) with herringbone putty/black** knit band on collar and cuffs. Side vents at bottom sides. Nice waffle cotton pique! This style has a 3-button tab front and the NIA logo on left front. No pocket.
2. **Taupe with herringbone black/taupe** knit band on collar, side vents at bottom sides and a drop tail. Cotton pique fabric. This style has a 2-button tab, reinforced pocket with NIA logo above it.
3. **Oatmeal with navy/natural** knit band on collar and cuffs. Side vents at bottom sides and a drop tail. A cotton, pique fabric. This style has a 2 button front tab and the NIA logo on front side. No pocket.

Ladies golf/polo short sleeve shirt

This new style is in **butter yellow with a black/royal blue** trim; knit band collar and cuffs. The embroidered NIA logo is on the left of button front placket. There are 4 buttons on the front tab and side vents at the bottom sides. Very nice! Sells for \$38.00

Please refer to the Spring Order Form, on the last page of this DP



As always, please call or email me with your questions.

Support the insulator hobby!

Carolyn Berry

NIA# 4336

Product Marketing Chairman

* Specials available while supplies last &/or the next Drip Points, June '04 issue

2003 NATIONAL INSULATOR ASSOCIATION

BOARD OF DIRECTORS

Tom Katonak, NIA #3567 **President**
1024 Camino de Lucia Corrales, NM 87048
505-898-5592
tkatonak@comcast.net

Ken Willick, NIA #3709 **Eastern Region VP**
7349 Seneca Avenue Lima, NY 14485
585-624-3007
limaporc@yahoo.com

Ed Peters, NIA #6300 **Central Region VP**
5424 Dufferin Drive Savage, MN 55378
952-447-2422
edpeters@wamnet.com

Howard Banks, NIA #900 **Western Region VP**
1560 Hugo Road Merlin, OR. 97532
541-479-8348
hbanks@grantspass.com

Dudley Ellis, NIA #5085 **Treasurer**
131 Plantation Way Stockbridge, GA 30281
770-957-9928
pony102@bellsouth.net

Bob Stahr, NIA #4186 **Executive Secretary**
515 Carriage Drive, 2D West Chicago, IL 60185
630-231-4171
bob@heminggray.com

Joe Beres, NIA #563 **Membership Director**
1315 Old Mill Path Broadview Heights, OH 44147
440-526-3478
jjjb@aol.com

Kevin Jacobson, NIA #6720 **Information Director**
1102 West Aster Drive Phoenix, AZ 85029-2808
602-564-0815
kwjacob@icsaero.com

Steve Marks, NIA #4951 **First Past President**
3655 West Anthem Way, Suite A-109, PMB 413
Anthem, AZ 85086
623-551-0873
samsbusiness@qwest.net

Kevin Lawless, NIA #1679 **Second Past President**
3363 Guilderland Avenue Schenectady, NY 12306
518-357-2333
kflbostons@aol.com

STANDING COMMITTEE CHAIRPERSONS

Charles Bibb, NIA #6097 **Ethics**
P.O. Box 1 Inverness, MS 38753-0001
662-265-5134
zedkay@bellsouth.net

Rick Soller, NIA #2958 **Historian**
4086 Blackstone Avenue Gurnee, IL 60031
847-782-8602
com574@clc.cc.il.us

Bill Rohde, NIA #1219 **By-Laws**
Post Office Box 1008 Williams, CA 95987
530-473-2461
mudman@colusanet.com

Jack Roach, NIA #4156 **Nominations**
8 Tremont Trace Wimberly, TX 78676
512-847-7302
jackroach@email.msn.com

John McDougald, NIA #689 **Authentication & Classification**
P.O. Box 21157, Sedona, AZ 86341
928-284-3628
cpamcd@aol.com

Bill Meier, NIA #4322 **Awards & Recognition**
103 Canterbury Court, Carlisle, MA 01741-1860
978-369-0208
bill@insulators.com

Carolyn Berry, NIA #4336 **Product Marketing**
1010 Wren Court Round Rock, TX 78681
512-255-2006
pyrex553@aol.com

Bob Berry, NIA #1203 **Research & Education**
1010 Wren Court Round Rock, TX 78681
512-255-2006
pyrex553@aol.com

Bob Merzoian, NIA#3941 **Promotions**
1080 N. Scenic Drive
Porterville, CA 93257-1637
559-781-6319
bobmerzoian@mac.com

2004 NIA MEMBERSHIP NEW/RENEWAL FORM

Submit: **(In U.S.funds) To:**
(Payable to the NIA)

Joe J. Beres
NIA Membership Director
1315 Old Mill Path
Broadview Hts., Ohio 44147-3276
E-MAIL: JJJB@AOL.COM



Note New Dues Schedule!

Regular Membership----- \$ 12.00
 Family Membership----- \$ 12.00
 Junior Membership (under 18)---- \$ 5.00
 Club or Organization----- \$ 12.00

=====
 (Check appropriate Class) Regular_____ Family_____ Junior_____ Club/Org._____

(Check Years of Payment) Single year_____ Multi-year_____

Please Print

Name _____

NIA # (If Renewal) _____

Address _____

City _____

State/Province _____

Zip/Postal Code _____ (+4) _____

Country (If Non U.S.) _____

Telephone Number _____

E-Mail Address _____

Please include me in the Annual NIA/Crown Jewels Directory **Yes**_____ **No**_____

Please include my Telephone Number **Yes**_____ **No**_____

Please include my E-Mail Address **Yes**_____ **No**_____

Note: I Would like to Receive Drip Points in the Following Format. **Paper**_____ **Electronic**_____

(Check Only One Choice) (Need E-Mail Address for Electronic)

Additional Family Members

Name _____ **Nia# (If Renewal)** _____

1. _____

2. _____

3. _____

4. _____

Signed _____

Date _____ Amount Enclosed \$ _____



Carolyn Berry, NIA # 4336
 1010 Wren Court
 Round Rock, TX 78681- 2741
 (512) 255-2006 -- pyrex553@aol.com

NIA – Spring 2004
ORDER FORM
 Website: www.nia.org



Men's Golf/Polo Shirts* embroidered logo; some with pockets
*Please call or email me for color/styles available - \$30/\$38

Women's golf/polo shirts -- embroidered logo
 *Sleeveless- white pique / navy collar (\$32)
 *S/S golf - butter yellow pique with navy/black collar/sleeveband (\$38)



Denim Shirt -- (other sizes available, if not listed)
 Women's - stonewash blue denim - sleeveless L ___ XL ___ (\$32)

Men's - med. wt. pre-shrunk cotton -- stonewash blue -- left-side pocket
 Embroidered logo S ___ M ___ L ___ XL ___ \$32.00
 *S/S ___ *L/S ___ 2X ___ \$35.00



T-Shirt -- Hanes Beefy 'T' - Ash gray - Screen-printed logo (front & back)
 L ___ XL ___ (\$15) 2X ___ (\$16)
 Hanes Beefy 'T' - Heavy weight - Ash Gray: embroidered logo on left front only!

M ___ L ___ XL ___ 2X ___ (\$20) L ___ XL ___ 2X ___ (\$22 w/-pocket)
 ==>**NEW**Seafoam Green: embroidered; M ___ L ___ XL ___ (\$20) 2X ___ (\$22)**
 NIA Lapel Pin - etched enamel tack pin with NIA logo \$5.00



Sweatshirts -- Heavy weight -- Birch gray -- Screen-printed logo
 S ___ M ___ (\$16.00) L ___ XL ___ (\$20.00)
 ==>**NEW** Embroidered logo (front only) M ___ L ___ XL ___ (\$25) 2X ___ 3X ___ (\$30)**



Embroidered Cap -- Stone/Navy, low-rise, embroidered logo \$16.00
Denim Cap -- blue denim, low-rise, embroidered logo \$16.00
Mug -- 10 oz. - white ceramic w/s screen-printed logo \$7.00
Patch -- light blue back w/ embroidered logo/red embroidered edge \$4.00

Koozie™ -- The original Koozie™ fits any standard beer or soda can;
 Silver screened NIA logo on: NIA blue ___ red ___ green ___ \$2.25

Decal -- light blue w/ logo- red border; for inside car window \$1.00
Name Badge -- white badge engraved w/blue letters - screen-printed logo epoxy pin back, beveled edges (**fill in form below**) \$12.00

Badge Bar -- white w/ engraved blue letters (ie. NIA position) \$4.00

Subtotal _____
U.S. Postage _____
Total Enclosed _____

Women's Size Chart:
 S (28-30) M (32-34) L (36-38) XL (40-42)

Men's Size Chart:
 S (32-34) M (36-38) L (40-42) XL (44-46)
 2X (48-50) 3X (52-54)

Name _____
 Address _____
 City/State/Zip _____
 Telephone _____
 Email address _____

****U.S. Postage: \$5.00 for the first item & \$15.00 for each additional item ordered. Postage for Patches, Decals, Pins or Name Badges/Bars are \$0.50 per item. **for non-US postage, AK & HI, please contact me for an exact postage quote!!**

Please make check or money order in U.S. funds payable to: National Insulator Association or NIA

Name Badge Engraving Information (must be a current NIA member!)

Name _____ NIA # _____ City _____ State _____
 Name _____ NIA # _____ City _____ State _____

Bar: _____

