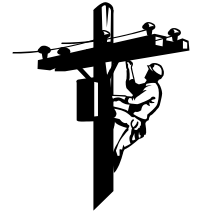




Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

<http://www.nia.org>

Available via e-mail!

In this issue of *Drip Points*:

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- ◆ Eastern Region *Doug Williams*
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A NOTE FROM THE EDITOR



As this Drip Points follows the 40th National Convention, there is a lot to report. Executive Secretary Colin Jung has provided the General Membership Meeting Minutes on pages 7 and 8.

The Central Region has a new Vice President. Bill Snell replaces outgoing VP Ross Baird.

Rick Jones, the new Philanthropy Chair, shares his thoughts on how organizations, such as the

NIA, change and grow. See page 11 for details.

Jim White, the Promotions Chair, touches on quite a number of topics. Check out his article starting on page 14.

Next year's national has been announced for July 16-18, 2010. Mark your calendars!

Arthur McConnachie, NIA #6934
Information Director

WESTERN REGION VP



I am sure there will be other reports regarding the content of the Board and general membership meetings held at this years National. The adoption of the new By-laws and the new handbook of rules and procedures that will govern the NIA encourage me.

I think the membership owes a great deal of gratitude to Kevin Jacobson for his effort and work to procure a 501(c)3 tax status for the Association.

A wonderful thing happened at the Golden State Insulator Club show in Cayucos, CA. As many of us know, Richard Dawson is downsizing his collection. At the show he graciously presented Halie Montgomery (granddaughter of Dale Morris out Coalinga, CA, way) one of his museum display poles and insulators. What a great way to welcome a young person into the hobby. Needless to say, she was thrilled!

Forty-six DAYS and 7771 MILES! That's what it took to get from Fresno, CA, to the 2009 National in Coralville, Iowa and home again. The journey started June 3 in order to participate in Tommy Bolack's second tailgater

in Farmington, New Mexico. I left Fresno with a van full of watt-hour meters, voltage and amp meters and other electrical stuff to be left with Tommy. Mission accomplished! Tommy's museums are something to behold. I recommend that you plan a trip to his tailgater that, I hear, is going to become an annual event.

Tom and Lynda Katonak invited me to continue my journey with a visit to Albuquerque, NM. While there, Tom assisted in the acquisition of a metal pole bracket I've had my eye on for three years. Truly, Tom and Lynda are great hosts!

It took quite a few days to make my way to Denver, CO. There were stops in Santa Fe and Taos, NM. A day was spent at the pueblos near Taos. I met a nice old man in a coffee shop in San Luis, CO, who insisted that he be my personal guide of the town. From

(Photo next page.)

A stop was made in Canon City, CO, to visit with Robert Gilkerson. Impressive was the fantastic motorcycle rebuild project he has going on in his garage. Next stop, Colorado Springs and a trip to the top of Pike's Peak via the cog railway. I checked out the telegraph line that ran to the top. Actually, there were only pole butts and wire along the way that could be seen from the railway car.

On to Denver! I enjoyed spending a Saturday with Mike Miller. He is quite the "Denver Glass collector and historian. I could spend days listening to his stories and adventures.

I couldn't imagine that he would dismantle, pack-up, transport and set up his awesome water-filled fish tank insulator display at the Coralville National. I owe him a big "Thank You" for hauling an



that adventure the journey took me to Walsenburg, CO. I had to stop and check out the old abandoned power generation plant.

iron pipe telegraph pole top to the National. Also, a "Thank You" to Dan Gauron for arranging the transfer of the pole to Mike.

2009 NIA General Membership Meeting Minutes July 10, 2009 - Coralville, Iowa, USA

NIA President Bob Stahr called the meeting to order at 4:23 p.m. A visual count indicated there were 82 people in the audience. He introduced the board members in attendance. He said the major issue the board was working on this past year was re-incorporating the NIA as a charitable 501(c)(3) organization. Attorneys were hired to re-draft the by-laws to qualify the NIA as a charitable organization.

Colin Jung, Executive Secretary, asked for the approval of the 2008 general membership meeting minutes. There was a motion, second and unanimous approval on the minutes. Colin reported that the annual corporation filing was completed with the State of Arizona. He then announced that the 2010 National will be held in the Eastern Region in Boxborough, Massachusetts on June 16- 18, 2010. Your hosts are Bill & Jill Meier and Dario Dimare. Bill described where Boxborough is located and some of the attractions of the region. A bus trip to Boston will be offered as part of the National. Dario invited everyone to attend. The hosts welcomed everyone to email them with any questions about places to visit.

Treasurer Jack Roach reported on a memorial benefit for Galen Howard. Galen's wife asked that donations in memory of Galen be used toward the production of a plaque. \$275 was donated and the plaque of etched glass cost \$150. Jack reported that financially the NIA had a good year. Income was \$16,066 and expenses were \$13,676. The bank balance is \$19,358. The 2009-2010 fiscal year has a projected income of \$14,400 and projected expenses of \$14,380.

Bob Berry reported on the activities of the Research and Education Committee. www.nia.org internet traffic was up some and of like websites, was second only to www.insulators.info. The North American threaded glass CD photo gallery was finished. Bob would like to expand this portion of the website by adding photos of other CD's, like battery rests, to the gallery. Bob encouraged everyone to take Drip Points electronically. He also invited NIA members to submit content for the NIA website.

Carolyn Berry reported on the Product Marketing Committee. We had record setting revenue of \$4,000 at the Portland National, despite a smaller inventory. The net profit at the National was \$1,572. Carolyn introduced the new products for the coming year: a women's shirt, and a carrying bag for groceries and other errands.

Bob Stahr, reported for Kay Bryant, Nominations Chair, who was not present. Central Region Vice-President Ross Baird will term out and be replaced by Bill Snell. A general membership vote was not taken because no one ran against Bill, and he was appointed to the position by acclamation of board members.

Gene Hawkins presented a report for the Awards and Recognition Committee. A major overhaul of the display judging was completed by the last Chair and will be applied to this National's display judging. Some tweaking of the rules may still be needed, but Gene is still evaluating the judging. It is a work in progress.

Bob Stahr reported for Rick Jones, By-laws Chair, who was not present. Two changes were approved to the operations manual. The Awards and Recognition section was corrected to prohibit current board members and committee chairs from being nominated for NIA Outstanding Service and Lifetime Membership awards. A change was also made to the Awards section. The Board recommends that awards be presented at the end of judging, but now it will be done at the discretion of show hosts in coordination with the NIA Board.

Rick Soller, NIA Historian, is seeking to get more of the personal histories of collectors into the archives. He also wanted to report on the probability that the Armstrong pedestal salesman samples were being reproduced from the original mold. A fuller account was printed in the last issue of Drip Points.

Bob reported that Paul Greaves, Authentication and Classification Chair, was absent. No report was given. Jim White, Promotions Chair, was also absent. Bob mentioned that Jim just finished a manual to help hosts promote their shows. David Wiecek, Ethics Chair, was also absent. Bob reported that four ethics cases were resolved this past year.

Don Briel, Membership Chair, reported that there were 1,634 active members, including 50 new/renewals so far. He encouraged members to update their email address, so they can continue to receive their Drip Points electronically.

Dudley Ellis, Second Past President, said he was glad to be in Coralville. He missed the Portland National due to illness.

Lou Hall, Western Regional Vice President, reported that the hobby was doing well in the West with lots of shows available to the hobbyist. Nor-Cal Insulator Club and the Central and Southern Counties Insulator Club had merged last year to form the Golden State Insulator Club.

Bob Stahr reporting for Ross Baird, Central Region Vice President, said things were strong in the Central Region and thanked the hosts for a great National.

Doug Williams, Eastern Region Vice President, mentioned that he was glad to have an Eastern National in 2010 and thanked its hosts. Doug stated his preference that members contact him by telephone, rather than, by email. Doug reported on a possible lawsuit against the Central Florida Insulator Club. Jacqueline Linscott Barnes was in the audience and corrected that report. She stated that the Florida insulator club was not sued. The lawsuit was against the local bottle club and the fairgrounds.

Kevin Jacobson, First Past President, discuss with the audience the benefits of a charitable 501(c)(3) designation for the NIA. The organization will be able to more effectively solicit donations because the donors will get tax deductions. Eventually the NIA will have more funds to do things, like finance authentication of insulators, or even host a National if a bid is not received. He introduced Rick Jones as the NIA's potential Donations Chair. Rick has over 30 years of experience working with 501(c)(3) organizations. Rick briefly described his work and mentioned that in the state he works in, the merits of 501(c)(3) boards voting on the by-laws, not the membership. In his experience, it was a much more efficient means of governance.

Bob Stahr asked for a motion to approve the revised articles of incorporation and the revised by-laws as noticed in the last issue of Drip Points. Rick Soller moved to approve and was seconded. NIA member Andrew Gibson called for a discussion of the proposed by-law revision that would make any future by-law changes subject to the approval of the board and not the membership. Mr. Gibson was concerned about the loss of checks and balances between the membership and the board, and the possibility of the board increasing its powers against the wishes of the membership.

Individual board members pointed out that there has not been a by-laws change since the NIA applied for non-profit status a decade ago. Charitable 501(c)(3) status will make it even more difficult for the board to change the by-laws since any change must be reviewed by the Internal Revenue Service. Most of the membership is more concerned with the convention rules, display judging and ethical issues involving buying and selling insulators. These policies and rules are not part of the by-laws, but part of the operations manual and are not even voted on by the membership. With the change in the by-laws the number of elected positions, that is, positions voted on by the membership, jumps from six to ten. It was noted that there has not been a membership vote on a new president for a long, long time. It was pointed out that it was not a problem with the by-laws, but the lack of interest in the general membership to field more than one candidate for the position.

The revised articles of incorporation and revised by-laws were approved on a 51-5 vote by eligible NIA members and demonstrated by a raising of hands. Meeting attendees were asked to sign in and the Membership Chair verified all memberships prior to any voting. After the vote, one member in the audience asked publicly how many members printed out the revised by-laws from the website. Thirty persons raised their hands.

The meeting was adjourned at 5:26 p.m.

Respectfully submitted,

**Colin Jung, NIA #7055
Executive Secretary**



MEMBERSHIP DIRECTOR



Jeanne and I turned our trip to the Coralville NIA National show into our summer vacation. We had a great time on our trip to the show, at the show, and our touring of Church history sites throughout Iowa, Illinois, and Missouri after the show. It was two weeks of pure pleasure.

Many thanks go to Pat & Larry Whitlock, Dennis & Jeanne Weber, Bill & Linda Connell and all the others that helped to make the Coralville show a huge success. Once again, I added a few nice insulators to my collection, but the best part was visiting with old friends and making new ones. Jeanne and I are now looking forward to the Boxborough show next year.

While our trip to and from the National was very enjoyable, we did have one experience that we'll

remember for some time. As we were heading home and traveling through western Kansas we encountered a hail storm. After stopping on the side of the road to allow it to pass, we watched our car get severely damaged from golf ball sized hail. We were expecting it to come through the windshield, but we were blessed with safety and able to drive the car the rest of the way home.

Our insurance company did total the car and we spent a few days looking for a replacement. All went well and I wouldn't hesitate to make the same trip again.

Progress on the new insulator room has slowed due to traveling to shows and other summer chores, but it is still progressing. The track for the moveable backlit shelves is built and in place, the shelf carriages are built, and the shelves are underway. I'll attempt some more pictures next time.

Last year was a record year for NIA membership with 1719 members in good standing. As of this writing we have 1652 members in good standing which makes this our second best year. A few renewals continue to come in and we are still seeing new member applications arrive.

As a reminder, October 1st is when membership renewals are credited to 2010 (*or later if you are already paid through 2010*), unless you request otherwise. The 1st of October is also when reminder notices go out for 2010 membership dues.

Paying your dues in advance of October 1st saves the NIA the cost of printing and mailing your reminder and helps keep your dues down. Please consider paying your 2010 dues prior to mid September. You may also pay multiple years if that is more convenient.

Thanks for your continued support of the NIA and the insulator collecting hobby!

**Donald Briel, NIA #7218
Membership Director**





From the Treasurer

Jack Roach, NIA #4156, Treasurer

**NATIONAL INSULATOR ASSOCIATION
2008-2009 FINANCIAL STATEMENT
TWELVE MONTHS ENDING JUNE 30, 2009**

Beginning Balance – General Funds	\$13,574
Museum Exploratory Committee	972
Authentication/Ethics Account	2,297

Revenues

Donations		
Membership Dues	\$11,219	
Miscellaneous Income	550	
Product Sales	4,022	
Galen Howard Donations	275	
Total Revenues		16,066

General Fund Expenses

Advertising	479	
Taxes and Fees and Insurance	930	
Marketing Product	3,394	
Postage	1,662	
Printing	498	
Supplies		
Educational Expense	395	
Crown Jewels Rebate	460	
Drip Points	4,480	
Show Advertising Rebate	728	
National Show Awards	500	
Galen Howard Memorial	150	
Special Projects		
Total Expenses		13,676

Closing Balance – General Fund	\$15,964
Museum Exploratory Committee	972
Authentication/Ethics Account	2,297
Galen Howard Fund	125

Total Balance on Hand June 30, 2009	\$19,358
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PHILANTHROPY CHAIR



Organizational Growth

An organization typically begins its life in a grassroots effort led by a group of people who want to make some sort of difference. As I write this, there's a group of people somewhere sitting around someone's kitchen table discussing a problem and desiring to fix it. That discussion will pick up momentum and grow - not by organizing a convention - but by networking the plan, marketing the plan, adding members to the cause, and nurturing this process quietly for a year and usually much longer. Eventually, some association or organization emerges from this process.

For the most part, the USA emerged from the same type of process just as most every NPO has. The NIA is no exception. As the association or organization grows, people talk about the good 'ol days when the organizers enjoyed inside information and had an in on access, acquiring objects that were the subject of the birth of the organization, had a part in creating the organization - whatever.

Those early days of development - which many groups will try and make last as long as possible, sometimes to the detriment of the organization's growth - were the really fun days that people like to remember. 'Whatever happened to the good 'ol days?'

Change happens. Organizations that survive must change. They soon grow to the point that they want to acquire certain advantages, so these grassroots efforts file the paper work to become full-fledged NPOs. This usually happens in the first year. Sometime later, organizations begin to see the advantage of accepting donations, but need a carrot to help draw and grow those donations. So, they file for tax exemption status - usually the federal classification of 501(c)(3). This is the status that allows tax deductions for donors to that organization. It also allows that group to now apply for grants and have an opportunity to acquire sponsors for events. All of this can fuel growth and sometimes quickly.

My point of all of this is that when an organization opts to become a 501(c)(3) as the NIA has, members should find this largely comforting. Not because it will break up or prevent cliques - as long as there are groups, there will be the Ups and Downs. But because with this classification comes a whole new set of rules requiring transparent accountability, more formal accounting procedures, the submission of an IRS Form 990 that is newer and tougher each year, and other rules to now guide the legal and accounting activities of the organization. In fact, each board member will now be required to annually sign a Conflict of Interest declaration letting future auditors know that they have had no financial gain from having influence on the board.

This does not mean that members of the organization are any more exposed or will have any additional burdens. In fact, nothing changes for them but the opportunity to contribute with the additional advantage that it will now come right off your taxes as a donation. More burden on the board of the NIA, nothing but advantage to the members.

My point of all of this is that when an organization opts to become a 501(c)3 as the NIA has, members should find this largely comforting.

This should also be comforting to anyone considering running for a board seat. The NIA will now be an organization with several new safety mechanisms for the board to hold oversight on and ensure that everything is above board - so to speak. Will the board still have access to some information regarding the hobby that general members of the organization will not? Of course. There will always be some advantage like this to serving on any board. It just gets tricky when that information can lead to financial advantage and the board will need to monitor such activity among board members closely.

A lot of this type of touchy area can be controlled through board policy. If a board member realizes that the board should only speak with one voice and not as individuals when it comes to decision-making for the organization, mistakes can be avoided. It can be understood by thinking of hats. In the boardroom, board members wear their board hats and as a

HISTORIAN CHAIR



Treasure Magazine Stories About Insulators

Many collectors consider searching for insulators along lines a kind of treasure hunt, so it should be no surprise that many treasure hunting magazines published an article on insulators at one time. Just searching for these articles is quite a hunt by itself, but with mixed rewards.

The first problem in finding articles on insulators in treasure hunting (TH'ing) magazines is that these articles are not indexed in references such as the Readers Guide to Periodical Index. The magazines are not found at bookstores like Borders or Barnes & Noble and, even if they were, they would only contain an article on insulators every few years resulting in monthly frustration. Kevin Lawless was passionate about compiling a listing of all hobby insulator books, publications, and articles, but in his 1994 list, included only one magazine (Relics) that was close to being a treasure hunting magazine. I have since added to this list with the help of eBay sellers who mention an article on insulators in TH'ing magazines they list. Once I was aware of these articles, I've spent hours in cramped, smelly antique stores and at flea markets paging through stacks of magazines to find a few more.

The discoveries are a mixed reward. There is a lot of hyperbole in the articles; much more than in insulator publications or in newspaper reports. There are also a number of inaccuracies in the articles. Since these articles were generally published in the early years of the hobby, perhaps these errors can be overlooked or at least they may no longer matter. Below are a few of the whoppers.

In the earliest articles, insulators were priced between \$1 and \$100. In later articles, a thousand dollars was considered the top price. These prices are accurate for the time. A couple prices made me chuckle. According to an article in *Western Treasures*, "none are worth less than a dollar...." ("The Latest Fad 1969, 27). A later article lists a price of "...\$90 for the extremely rare ruby-red glass insulator" (Watson 1985, 44).

There were also a couple surprising colors mentioned. Besides the reference by Watson to a red insulator, Schember also refers to red although calling it "less commonly seen" much like purple, blue, and milk glass (1990, 63). For two insulators described in one article, it was interesting to read the colors listed for these insulators. "For positive identification, look for the words Hemingray – 60 embossed on the shirt [sic] of a 'Mickey Mouse' insulator. Another insulator that looks similar is the Oakman-Mfg. Insulator which is dated August 19, 1890. This insulator is only known in green, while the Hemingray are usually purple or clear in color" (Taylor 1975, 15).

The articles list a number of companies that made insulators. Some of these names contained typographical errors (e.g., Malaughlin, H.C. Co., Whitehall

Tatum, Hemmingray) but one article listed Westcoast as an insulator company (Taylor 1975, 16) and I have little idea of what the author meant.

Some information found in different articles was contradictory. Gerald T. Ahnert states that "bottle dumps are also a good source of insulators" (1981, 48). In an earlier article, the author writes that "bottle hunters with experience going back 15 years report that insulators are rare occurrence in any bottle dump" ("The Latest Fad" 1969, 26).

Some information was just downright wrong. According to Schember, "up until the mid-1860s, insulators were threadless and often made of ceramics" (1990, 63). In Bill Schember's article, he reported finding a threadless insulator and that he checked it out later at the library and "found out that it was a threadless insulator, probably made in the 1860s" (1990, 63). The description and picture included in the article, however, clearly identified it as a porcelain guy strain from about the 1940s. A Western Treasures article stated that one of the major problems facing collectors "is the amount of burglaries that have occurred as criminals learn the value of insulators" ("Insulators a Sky High Hobby" 1975, 17) Frank Taylor claimed that "because they are glass, insulators are frequently chipped or damaged in some way, so it is very difficult to find perfect specimens..." (1971, 9).

These articles are not without merit, however. The article by T.W. Paterson provides a nice profile of Colin McIntosh and Canadian insulator history. The 1971 article by Ahnert describes insulators he found on the Richardson Highway in Alaska north and

Show Host Promotion Help

As a reminder, I recently posted to ICON that we have available a recently drafted document which seeks to assist show hosts with additional ideas to help them on the promotional side of hosting a show. This is available upon request (Indyblanc@aol.com). As a result of that recent posting I had three show hosts ask for a copy. I am also looking for feedback and additional ideas to enhance the document.

NIA Badges

In speaking with Carolyn Berry recently, I discovered that she is producing "bars" which are "add ons" to our main NIA name badge. She indicated that she can produce a bar for the "2009 Convention" and also one for your respective club. I have ordered one for myself to denote the 2009 convention attendance. I was most impressed during the National Convention Banquet how many collectors had attended the various Nationals. We had one gentleman who attended the first insulator convention held in New Castle, Indiana. WOW! Possibly we can start a tradition of NIA members publicizing their Convention attendance on their

badges? OH... bars are \$4.00 each plus \$.50 postage.

CD 102 Combined Display

As my wife reminds me, I can never seem to say NO. So I find myself coordinating a combined display of CD 102s for Springfield (Mid-Ohio) show this year. Two new backlit light cases are being produced and this will kick off an on-going combined display each year. For many of our collector friends who fly, it is literally physically difficult to display on any large scale but they could, and would, contribute to a larger display where several collectors bring their best gems in that theme. The theme this year will be CD 102 Ponies.

I will be photographing all the entries. These will be posted to an album set-up by Bill Meier on ICON. That way everyone can easily access the images.

All entries will be tagged with owner's name. Displayers will register their pieces at a registration table set up on the stage area of the show. Additionally, there will be two tables devoted to the two backlit display cases. The display cases will house approximately 280 pieces.

Please contact me for the details if interested in participating so I can understand how many pieces we will have coming.

Jim White:

Tel. 317-710-6135

Email: Indyblanc@aol.com

At 3:30 PM on Saturday we will have an informal discussion regarding CD 102s. All displayers, as well as dealers and general public, are encouraged to participate. This is not a seminar format but a chance for open discussion, questions and answers regarding the theme.

Volunteers at Springfield

If you would like to help with registration, check-in or check-out of display and/or security, let me know as I am looking for volunteers to serve for one-hour increments so it does not encroach on your having fun.

My email: Indyblanc@aol.com or 317-710-6135 (cell). Your help is appreciated.

Jim White, NIA #1127 Promotions

2009 NATIONAL INSULATOR ASSOCIATION

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Membership Application/Renewal Form

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

**Donald R. Briel
NIA Membership Director
P. O. Box 188
Providence, UT 84332
don.briel@comcast.net**

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 Legibly

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** _____

I would like to receive Drip Points in the following format **Paper** _____ **Electronic** _____
 (Check only one choice) (An E-Mail address is required for electronic)

Additional Family Members Residing in the Same Household

Name _____ **NIA # (if renewal)** _____

1. _____

2. _____

3. _____

4. _____

5. _____

Signed _____

Date _____

Amount Enclosed \$ _____

Many thanks to the
Whitlock's, Weber's
& Connell's
for hosting a terrific central
National show for the hobby!



Show pre-sales & show sales topped \$2600 !

New item debuted and well received at the National....

• **“BIG THUNDER” tote**

Made of 100% recycled materials, reinforced 20" carrying handles and cardboard bottom insert, 13"w x 10" x 15h", embroidered with large NIA logo, hunter green, reusable and hand washable

\$15.00



Are you attending an upcoming local swap or show?

Do you need a name **BADGE?**



An engraved NIA badge & club bar is a great resource to identify yourself as a NIA member / club member to others - \$13.00

All club bars are available for purchase.....

If you see someone wearing a sweatshirt, polo, t-shirt, cap or holding a mug you would like to have, just give me a call or send me an email....we will work out the details.

Our NIA website, www.nia.org/product.htm, depicts products currently being sold by NIA Product Marketing and a **printable order form!**

Fall is coming! Enjoy the local swaps/shows and the great community of collectors in this hobby!



Carolyn Berry
Product Marketing Chairman – NIA # 4336
Email: pyrex553@aol.com



Fall 2009

www.nia.org/products



Men's Golf / Polo Shirts or Button-front Sport Shirt **Price** **Quantity** **Total**

Color Choice: _____

Please call or email me for available colors! All with embroidered logo; some with pockets

(Size chart on back) (*note: pockets, \$3.00 extra) \$38.00 _____ _____



Ladies' Polo/Golf style shirts -

Please call or email me for available colors! All with embroidered logo (no pockets)

\$38.00 _____ _____

(Size chart on back) Color choice: _____

Denim Shirt - (*ladies order comparable men's size, see chart)

Nicely weighted denim, pre-shrunk cotton -- stonewash blue or natural; left-side pocket

Embroidered logo S ___ M ___ L ___ XL ___ \$35.00 _____

*S/Sleeve ___ *L/Sleeve ___ 2X ___ 3X ___ \$38.00 _____



T-Shirts - Hanes Heavyweight - 6.1 oz. cotton - Pre-shrunk

Screen-printed logo (front & back) S ___ M ___ L ___ XL ___ (\$20) _____
 2X ___ (\$22) _____

Colors: Stonewash Green, Stonewash Med. Blue, Pebble (sand), Lt. Steel Gray



Embroidered logo (front only!) (**NOTE: I have a limited number of t-shirts with pockets, call for details)
 S ___ M ___ L ___ XL ___ (\$20) _____

(*note: pockets, \$2.00 additional on all sizes) 2X ___ (\$22) _____

Colors: Sand, Golden Yellow, Ecrú, Ash Gray, White, Royal, Red, Burgundy, Lt. Blue, Lt. Steel Gray, Stonewash Green



Crewneck Sweatshirts - Heavy weight - 100% Cotton/polyester blend - Pre-shrunk

Colors: Burgundy, Lt. Steel Gray, Steel Gray - **Embroidered logo**

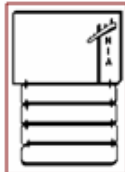
M ___ L ___ XL ___ (\$25) 2X ___ 3X ___ (\$30) _____

Hooded Sweatshirt w/ full front zipper/muff pocket/drawstring hood -embroidered logo-

Color: Lt. Steel Gray M ___ L ___ XL ___ (\$35) 2X ___ 3X ___ (\$40) _____

Embroidered Cap -- low-rise, embroidered logo (\$16.00)

Circle color choice: Stone/Navy bill, Khaki/ Green bill, or all Denim _____



13 oz. Clear Glass Mug with etched NIA Logo \$2.00 _____

Ceramic Mug - 10 oz. white mug with logo \$7.00 _____

Patch - embroidered logo / red embroidered edge \$4.00 _____

Koozie™ - The original beverage Koozie™ fits any standard beer/ soda can/ 12 oz. water bottle !!

Silver screened NIA logo on: NIA blue ___ red ___ green ___ \$1.50 _____

NIA Hat/Lapel Pin - enamel tack pin with NIA logo \$4.00 _____

NIA Decal - for inside car window \$0.50 _____

NIA Name Badge - engraved; beveled edges (fill in form on page 2)

NEW OPTION: Pin back (free) OR Magnetic back (add \$1.00) \$13.00 _____

Badge Bar - (ie. NIA position or Local Club) \$4.00 _____

NEW "Big Thunder" Tote bag - sturdy tote w/ NIA logo \$15.00 _____

NOTE:

All sizes, styles & colors of shirts are available by special order



Subtotal _____

U.S. Postage (see back) _____

Total Enclosed _____

Adult/Men's Size Chart:

S (32-34) M (36-38) L (40-42)
XL (44-46) 2X (48-50) 3X (52-54)

***Ladies Size Chart:**

S (28-30) M (32-34) L (36-38) XL (40-42)

***Ladies order comparable adult/men's size for most shirts, unless specifically noted as a ladies shirt**

****U.S. Postage:** \$6.00 for the first item & \$1.45 for each additional item ordered.
Postage for Patches, Decals is \$0.45. Pins or Name Badges/Bars are \$0.85 per item. ****for non-US postage, AK & HI, or, for an exact postage quote, please contact me.**

Please make check or money order in U.S. funds payable to:

National Insulator Association or NIA

Order / Shipping Information

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

Name Badge Engraving Information (current NIA member) *Circle back style (pins are free)!!*

Name _____ NIA # _____ City _____ State _____ Pin / Magnet
Name _____ NIA # _____ City _____ State _____ Pin / Magnet
Name _____ NIA # _____ City _____ State _____ Pin / Magnet
Name _____ NIA # _____ City _____ State _____ Pin / Magnet

Club Bar: _____ (qty needed) _____
Club Bar: _____ (qty needed) _____
Club Bar: _____ (qty needed) _____
Club Bar: _____ (qty needed) _____

Thanks for your support of the NIA!

Contact Information:

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