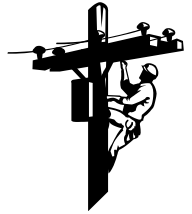


# Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

<http://www.nia.org>

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## A NOTE FROM THE EDITOR



This is my last issue as *Drip Points* editor. I have enjoyed working with both the NIA Board members and the Committee

chairs over the past four years. I would also like to express my gratitude to those NIA members who have taken the time to write me thanks as well as constructive criticism. I have tried to serve the hobby, which has brought me so much joy, to the best of my ability.

My wife and I have already booked our flight to Boston, made hotel arrangements at the Holiday Inn using the NIA group code, and sent in a check for the banquet. Have you? The sooner you do, the easier it will be for the show hosts, so don't wait until the last minute. I can hardly wait!

Highlights of this issues are Kevin

Jacobson's good news (p. 3), Lou Hall's ideas on communication (p. 6), and Rick Jones' thoughts on philanthropy (p. 10).

On a sad note, former NIA President Jerry Turner recently passed away. See Rick Soller's tribute on page 11.

Have a wonderful summer. I hope to see all of my insulator friends in Boxborough and make some new ones, too.

Good collecting,

**Arthur McConnachie**, NIA #6934  
**Information Director**

**FROM THE PRESIDENT**



As I write this I realize I am tardy with this report to the editor. Arthur will have to forgive me, but this is for several good reasons. First of all, the Friday before the NIA Central Region Show in Columbia City, IN, I received a phone call from Kevin Jacobson about the NIA's 501c3 submission to the IRS. Now, Kevin and I have been working on this since October with answers to various questions from the IRS about our operations and the intent of our organization. At various times, the task seemed insurmountable. Kevin and I persevered and had hopes that soon we would have a positive answer.

That day finally came and I am proud to announce that the NIA is now a 501c3 charitable organization effective October 16, 2009. You can read more about this in Kevin's article. Kevin, we couldn't have done it without you!

Secondly, it is with sadness that I report on the recent passing of past NIA President Jerry Turner. Jerry was a fixture at many Mid-western shows and will be sorely missed. Many will remember his 42 awards at the past NIA show banquets. I was the fortunate recipient of one of Jerry's crazy awards myself. Jerry's obituary can be found elsewhere in this issue.

The Columbia City Central Region show was well attended by dealers and I understand that the Friday night seminars were a great success. I showed up Saturday morning to set up my tables. The walk in crowd was a little lean, but I guess that is to be expected in this economy. If you are able to make a local show, please go and

support them. The hosts put a lot of work and effort into hosting these shows and generally don't receive any benefit.

Speaking of supporting shows, it's now time to turn our focus onto the NIA National show in Boxborough, MA. Last time I was up in that neck of the woods was for the 1995 Marlborough, MA, show. That show was one of my favorites and was well attended. I hope to see many of you there again this year. I know the show hosts have a lot of activities planned. The show is July 16-18.

This will be my last Drip Points as NIA President. My how time flies by! Lou Hall will be taking office of the president of the NIA at the Boxborough National along with a replacement Western VP, new Eastern VP, and a couple committee chairs. I have had fun being president and now get to be first past president, so you will still be hearing from me.

**Bob Stahr, NIA #4186  
President**

**41st National Insulator Association Annual Convention**

**Thursday, July 15**

10:00 AM – 4:00 PM NIA Board of Directors Meeting, Director's Room  
5:00 PM – 10:00 PM Dealer Unloading and Exhibitor set-up, Exhibit Hall  
Early bird show packet pickup, Exhibit Hall

**Friday, July 16**

6:00 AM – 9:00 AM Dealer and Exhibitor unloading and set-up, Exhibit Hall  
9:00 AM – 4:00 PM Show hours—NIA Members Only, Exhibit Hall  
4:15 PM – 5:15 PM NIA General Membership meeting, Cotillion Room

**Saturday, July 17**

7:00 AM – 9:00 AM Dealer set-up and Exhibit judging, Exhibit Hall  
9:00 AM – 4:00 PM Show hours—General Admission, Exhibit Hall  
9:00 AM – 3:30 PM Tour bus to Boston, Hotel Lobby  
5:30 PM – 6:30 PM Reception / Cash Bar, Grand Ballroom  
6:30 PM – 9:00 PM NIA Awards Banquet, Grand Ballroom

**Sunday, July 18**

8:00 AM – 9:00 AM Dealers and Exhibitors only, Exhibit Hall  
9:00 AM – 2:00 PM Show hours—General Admission, Exhibit Hall  
2:00 PM – 5:00 PM Dealer and Exhibitor teardown, Exhibit Hall

**1st PAST PRESIDENT**



Hello everyone,

I have some good news that our President Bob Stahr has probably already told you in his article, but hopefully I can add a little to the good news.

As many of you know from my past posts and announcements, the NIA has been working towards becoming a Tax Exempt organization. We have been a Non-Profit organization since 1999 when then President Steve Marks first had the NIA incorporated.

While many people use the terms "non-profit" and "tax-exempt" interchangeably, they are not the same thing. Nonprofit status is decided by state law, while tax-exempt status is based on the Internal Revenue Code.. Not all nonprofits are tax-exempt, and not all tax-exempt organizations need be nonprofits.

There are many different types of tax-exempt organizations with varying degrees of exemption from taxes. The NIA has been classified as a 501(C)(3) Public Charity. This status was granted due to our educational and scientific purpose. So what does it all mean? Well for one, donations to the NIA are tax deductible for the donator. The donations do not have to be strictly cash. Donations

of tangible property are also deductible at fair market value. There are limits to what the NIA can accept as non-cash donations and guidelines are being put together right now for non-cash donations.

You may or may not be aware that a new committee was formed a year ago. The **Philanthropic Committee that is chaired by Rick Jones**, NIA #201, 405 Oakwood Drive, Hamilton, OH 45013  
Email: [donations@nia.org](mailto:donations@nia.org)

More information will be available on the NIA website, at the National show in July, and in future editions of *Drip Points*, but Rick can be contacted directly as well from the information given above.

**Time is Getting Short. Book your reservations for the National if you haven't already. The 41st Annual National Insulator Association's Show & Convention, will be July 16th, 17th and 18th in Boxborough, Massachusetts.**

Speaking of the National. It's getting close. If you have been on the fence about attending I would like to recommend that you attend.

Attending a National show really is an exceptionally fun event. With this year's show in Boxborough, MA' just on the outskirts of Boston there will be many opportunities to make a vacation out of attending

the show and visiting a very historic area of the nation. So if you can make it happen, I would like to highly recommend that you attend.

At last word there were still some sales tables available as well. Contact the show hosts and get setup to attend. See the show information below.

**2010 NIA National Show  
July 16 - 18 (Friday - Sunday)  
Boxborough, MA**

Book your reservations for the National if you haven't already. The 41st Annual National Insulator Association's Show & Convention, will be July 16th, 17th and 18th in Boxborough Massachusetts about 25 miles Northwest of downtown Boston.

There will be plenty to do and see for the insulator collector and the non-collector alike. he show will be at :

Holiday Inn Boxborough, 242 Adams Place, Boxborough, MA 01719; Phone: (978) 263-8701.

Rooms are \$95/night; use conference code NIA. Show hours: Friday 9am-4pm (NIA members only); Saturday 9am-4pm; Sunday 9am-2pm.

For more information see [www.nia.org/shows/national](http://www.nia.org/shows/national) or contact BILL & JILL MEIER at (978) 369-0208 or [national@insulators.info](mailto:national@insulators.info), or DARIO DIMARE at (508) 877-4444 or [dario@dariodesigns.com](mailto:dario@dariodesigns.com) .

Best of luck collecting,

Kevin

**Kevin Jacobson, NIA #6720  
First Past President**

**2nd PAST PRESIDENT**

The last fourteen years have gone by much too fast. I volunteered to be your Nominations Chair in 1996, your Treasurer in 2000, was elected NIA President in 2004, and have served you in the Past President's positions since the summer of 2006. There have been others that served you as an officer or committee member in the NIA for many years and there will be others that do the same. You may ask, why does anyone volunteer their services to an organization for all those years? Most have and will continue to serve you because that, in part, is how they pay their dues to the hobby they love. There are many ways to pay your dues to the hobby but serving your fellow collectors as a NIA officer or on a committee is one of the most rewarding. Reap the rewards by saying yes the next time you are asked to volunteer to serve.

If you have read my *Drip Points*

articles over the years and listened to some of my presentations, you may recall that I have continually expressed to you that volunteering to serve the NIA was a good way to help pay your dues to your hobby. I hope I have set a good example by practicing what I have preached.

Another project of mine over the years has been to continue to stress the importance of getting and keeping the youth interested in our hobby. Not because of anything I've done or said, I believe I have seen the hobby become more youth friendly. I see more collectors passing out free insulators to children at shows and I have noticed more youngsters at the shows I've attended. Some kids may be playing with their Game Boys behind a table or running up and down the aisles or playing with their friends but they are there and their interest in what's going on around them may peak someday. We have seen Howard Bank's Insulators for Children Program grow over the years and the development of the Kids Korner in the *Crown Jewels of the Wire*, edited by Howard. The NIA judging rules for displays was changed giving more opportunities for young displayers to express themselves and compete. We have even seen a young lady elected President of a regional Club. Let's keep pushing the idea of encouraging and involving our

youth's participation in our hobby. Without the youth of today, our hobby will wither on the vine tomorrow.

At first when I sat down to write this article, I wondered how I was going to say goodbye but it dawned on me I didn't have to. I wasn't going anywhere. I've just served my term of office and it is now time for me to move on and make room for new officers with new and better ideas. I'll still attend shows and swaps, hunt insulators, spend hours in antique shops, do research, finish my Canadian pony book and, most importantly, share time with my insulator friends.

During my tenure I tried to do what I thought was right for you and the hobby. I think anyone who served with me knows that I didn't mind standing up for what I thought was right and the best for our great hobby. I hope I served you well!!

Remember to tell someone about your hobby, take a child with you to an insulator show or hunt and by all means support your local clubs and shows.

**Dudley Ellis, NIA #5085**  
**2nd Past President**

**The National Insulator Association's  
41st Annual Show & Convention  
Boxborough, MA**

**July 16-18th, 2010**

**<http://www.nia.org/shows/national/index.htm>**

## CENTRAL REGION VP



At last the spring weather is here and the shows have begun! We saw a thinner crowd at the MVIC St Joseph show in Missouri in March, but the show featured some great glass – along with

signs, telephones, advertising, and bottles -- and more than a few surprises. Special thanks to show hosts Dennis and Jeanne Weber – who not only host the St Joe show every March, but managed to squeeze in hosting a National last summer, too!

A prior commitment here in Kansas City kept me from attending the Central Regional in Columbia City, Indiana, a few weeks ago, but I've been hearing it was quite a show. I'm sorry to have missed it. Thanks to hosts Chuck Dittmar and Gene Hawkins for all their effort in making a Central Regional show happen. It's been a while since we've had a Regional here in the Central states, so I'm hoping this will be the start of some renewed interest. If you're interested in hosting next year's Regional, I'm all ears. I'll do all I

can to help.

We're also looking for hosts in the Central Region to submit bids for the 2012 National. Now is not too early to be making plans! If you have questions, please contact me or any board member.

I'll be getting out to some shows this summer, including a trip "back east" to the National in July. Supporting our shows with our participation is the backbone of the hobby – there are some things that just can't be done over the internet or through e-mail. I hope to see you all at a show soon!

**Bill Snell, NIA # 2624  
Central Region VP**

### NIA 41st Annual Show & Convention Information

**Holiday Inn Boxborough  
242 Adams Place  
Boxborough, MA 01719  
(978) 263-8701**

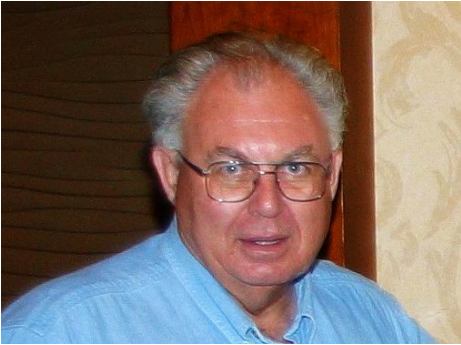
The Holiday Inn Boxborough is located at exit 28 off I-495, a short drive from the Mass Pike (I-90). Go east on RT 111 and turn right on Adams Place (less than 0.2 miles).

**HOTEL RESERVATIONS:** Single and double rooms are available at \$95/night; Junior suites (limited availability) are \$145/night; Suites (limited availability) are \$195/night. The NIA rate will be available for three days prior and three days after the show. Please mention the National Insulator Association Show and call the local number above to get the discounted rate. See [www.holidayinn.com/boxboroughma](http://www.holidayinn.com/boxboroughma) for more information. Use Group Code NIA when making your reservations on-line.

**AIR TRAVEL:** The Holiday Inn Boxborough is 45 minutes from Logan International Airport (BOS) in Boston. Take the Mass Pike (I-90) west for about 30 miles to I-495. See directions above.

**PACKAGE SHIPMENT:** Packages less than 50 pounds may be shipped to the Holiday Inn Boxborough at the above address. Plan for your packages to arrive no earlier than Monday, July 12. Note that there is a charge of \$5 per package. If you plan to ship any packages, please contact Bill Meier for forms and other information. If needed, we will assist you in shipping your packages home.

## WESTERN REGION VP



The past couple of months have given me much more time to do some thinking as well as do some reflecting. Recovering from recent back surgery, the impact of the economic slump, and the personal desire to become more “retired” has provided me the time to give consideration to new thoughts and goals.

During this time I have given a lot of thought to what benefits we have by being members of the NIA. I know we can all point out the obvious: receipt of the Drip Points newsletter, member day at the NIA National Show and Convention, the NIA web site filled with resource information, and carrying a membership card.

Many of the people that I have met at shows and tailgaters always mention that they go to these events to be with the people. It's the interaction with these other people who share a common interest that brings them to the various events. I have tried to condense this concept down to a single descriptive word. I came to realize that what I was searching for is as old as civilization itself. It's the art of VISITING.

I believe that a benefit to NIA membership is the opportunity to visit with others.

In this day and age, what with cell phone texting, computer tweeting,

Facebook, and e-mail we have found ways to communicate without personal interaction. We can pass along information without ever having the ability to “get to know” one another. Our parents and grandparents sat by the fire or on their front porch and shared thoughts, worries, ideas, hopes and dreams. There were conversations about life, vacations, mentors, feelings, family, politics, the past and the future. VISITING became a means of sharing ideas, getting better acquainted, discussing issues of concern, having a meaningful conversation, and providing time to get to know each other better.

Sometimes the talk about insulators gets in the way of getting to know each other as people. Instead of only asking “Where did you get that insulator?” take the time to ask “Where did you grow up?” “What was the best vacation you ever took?” “Tell me about your job, family, goals or wishes.” “What created your interest in this hobby?” Taking time to visit leads to lasting, meaningful friendships. It's difficult for me to express how much I appreciate and value the friendships I have built through the hobby and the NIA.

Here are a few tips that will help generate a meaningful visit.

Remember that there are three levels of communication:

1. Shallow (About a thing)
2. Deeper (About a person)
3. Deepest (About ideas)

Use “open-ended”, exploring questions to uncover the person's priorities, values, goals, ideas, view of the future, and feelings.

Use “closed-ended questions to reveal specific facts. These questions can typically be answered

with a “yes” or “no” or a one word phrase. Open-ended questions that seek out the person's values, goals, ideas, beliefs, opinions and feelings are exploring questions. They challenge the person and get him or her involved. They help build the relationship and paint a complete picture of the individual's situation.

The second part of communication involves listening skills. Effective listening and note taking skills enable you to gather the information you need to create appropriate friendships with other persons. Listening is the process of receiving a message the way the speaker intended to send it. There are three levels of listening:

1. Marginal listening – the listener is distracted. The speaker can tell that the listener (you) is not paying attention because your responses are not in sync with what the speaker says.
2. Evaluative listening – the listener (you) hears the speaker's words but not the intent, and leaps ahead to what you think the message will be.
3. Active listening – the listener (you) doesn't evaluate the message and tries to see the speaker's point of view.

Here are a few techniques to improve listening:

1. Clear the distractions, such as ringing phones, high noise levels and interruptions.
2. Clear internal distractions, such as your problems or worries.
3. Refrain from interrupting or rushing the speaker.
4. Make an effort to see the speaker's point of view.
5. Try not to be critical.
6. With body language (i.e., leaning forward, nodding head, maintaining eye contact), show the

speaker you're truly interested.

7. Take notes (ask permission first).

There you have it! I know some of you are masters of the art of VISITING while for others this may be something new and somewhat difficult. I hope every one will do

some practicing at the next show or tailgater that you attend. Heck, if there is a fellow collector that you would like learn more about, give them a call. Introduce yourself! Invite them over for a visit. Don't be shy! If they aren't an NIA member already take the opportunity to invite them to join the rest

of us. And, for sure, if you happen to pass through my town drop on by. There's a chair await'n for ya on the porch. We'll put on the coffee, sit down and have ourselves a fine VISIT!

**Lou Hall, NIA #7185  
Western Region VP**

### ***Don't forget to ...***

- 1. Book your flight.**
- 2. Make your hotel reservation.**
- 3. Reserve your spot at the banquet.**

#### **MEMBERSHIP DIRECTOR**



Well, spring seems to be reaching us here in Cache Valley, but none too fast. As of this writing its only been three days since our last snowstorm. We are usually starting to plant most things in the garden and looking forward to getting out looking for insulators by now. This year we'll be a bit later doing both.

To say the least, last year was rather eventful for our family and our plans to attend several insulator shows were scaled back. This year Jeanne and I have high

hopes of getting to more than last year. We have already had a great time at the Yuma show and we're actively planning our trip for the National in Boxborough. I hope to see many of you there. It is shaping up to be a great show.

As of this writing our NIA membership count is just past 1550 active members, which is about 100 shy of last year's total members. Keep up the good work of letting fellow collectors know about the NIA and its many benefits. Let's once again try for a record membership year. Membership applications are available on-line at [www.NIA.org](http://www.NIA.org) along with a host of other valuable information. There is a membership application in the Crown Jewels of the Wire magazine each month, as well as one in each issue of Drip Points.

If you are receiving this *Drip Points*, your NIA dues are paid for 2010. If you are aware of anyone else planning to attend the National, please remind them to

send their dues in advance to expedite their entry into the show on NIA day. As Membership Director, I have many last minute preparations for the National and the NIA Board Meeting the day prior to the National. Any mailed in dues payments that are not received by me prior to July 11<sup>th</sup> will not be processed until after the NIA National in Boxborough. BUT NOT A CONCERN - it's never too late for folks to get in. Anyone that is not paid for 2010 can just bring their dues to the show. It may take them a few minutes longer to get in, but the show should be well worth it.

Have a great summer of collecting! I hope to see many of you in Boxborough and at other shows throughout the summer!

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



**From the Treasurer**

**Jack Roach, NIA #4156, Treasurer**

**NATIONAL INSULATOR ASSOCIATION  
2009-2010 FINANCIAL STATEMENT  
NINE MONTHS ENDING MARCH 31, 2010**

<b>Beginning Balance – General Funds</b>		<b>\$15,964</b>
<b>Museum Exploratory Committee</b>		<b>972</b>
<b>Authentication/Ethics Account</b>		<b>2,297</b>
<b>Revenues</b>		
<b>Donations</b>		
<b>Membership Dues</b>	<b>\$9,795</b>	
<b>Miscellaneous Income</b>	<b>650</b>	
<b>Product Sales</b>	<b>4,017</b>	
<b>Howard &amp; Turner Donations</b>	<b>160</b>	
<b>Total Revenues</b>		<b>14,622</b>
<b>General Fund Expenses</b>		
<b>Advertising</b>		
<b>Taxes and Fees and Insurance</b>	<b>750</b>	
<b>Marketing Product</b>	<b>3,186</b>	
<b>Postage</b>	<b>1,261</b>	
<b>Printing</b>	<b>443</b>	
<b>Supplies</b>	<b>621</b>	
<b>Educational Expense</b>	<b>50</b>	
<b>Crown Jewels Rebate</b>	<b>1,327</b>	
<b>Drip Points</b>	<b>3,340</b>	
<b>Show Advertising Rebate</b>	<b>500</b>	
<b>National Show Awards</b>		
<b>Galen Howard Memorial</b>		
<b>Commemorative Insulators</b>	<b>915</b>	
<b>Total Expenses</b>		<b>12,393</b>
<b>Closing Balance – General Fund</b>		<b>\$17,907</b>
<b>Museum Exploratory Committee</b>		<b>972</b>
<b>Authentication/Ethics Account</b>		<b>2,297</b>
<b>Howard &amp; Turner Fund</b>		<b>285</b>
<b>Total Balance on Hand March 31, 2010</b>		<b>\$21,461</b>







### **Why would anyone want to be Philanthropy Chair?**

This is a question that no longer bugs me like it did some thirty years ago when the question then was “Why would I want to go into a profession that was all about raising money?” When I decided in those days that working for a nonprofit would be my life’s work, I knew facing and overcoming financial challenges would just become a way of life. That experience sure has helped in this economy!

But why would anyone really want to give money away? It boils down to just two things: they want to make a difference somehow, and, it makes them feel good. These two components of human nature make the field of philanthropy possible. The challenge is that most people just don’t realize that they want to make a difference or be helpful - they have to be asked. And before they’re asked, some type of relationship must be built.

In business it happens all the time. Businesses tell us they have a solution to our problem, they want to be there when we need them, and they know how we feel and want to help. So, their sales force goes into action, building relationships with buyers. In business this is called sales and in the nonprofit world it’s called development.

For example, ask any insulator dealer who’s been at it for awhile who are his best customers. Repeat customers usually, buyers that get some perk for being such good customers. Most often, that perk is personal service, time payments, or even a discount. In the nonprofit world we build similar relationships. For example, today I’ll be taking a loaf of banana nut bread to one of my organization’s favorite donors who recently lost his wife. It’s his favorite so I made it for him over the weekend. Sometimes, development just means being thoughtful. Our director of development even went fly fishing with a donor once because he wanted to teach her how.

Creating and maintaining relationships - that’s the core of philanthropy. How many times have you heard that people love our hobby because of the people? It’s those relationships that make our hobby great, not the little glass and porcelain thingies. Same with philanthropy.

So, here I am as NIA Philanthropy Chair. A new position with a future yet to be determined. How exciting!

**Rick Jones, NIA #201  
Philanthropic Chair**

## A Final Goodbye to Jerry Turner

by Rick Soller, NIA Historian



A plunger with a Hemingray-42 attached to the top. New collectors might wonder why such an atrocity would be in the NIA archives, but long-time collectors would recognize it as part of the early history and culture of the hobby. It was one of numerous gag gifts given by Jerry Turner, NIA #72, at numerous shows, and one of the many contributions he made to the hobby.

In the October 1984 Crown Jewels, Clarice Gordon wrote that at the July 20-22, 1984 Tacoma, Washington national,

Steve Watkins finally managed to "get" Jerry Turner. And it was a goodie. Earlier that day at the show, Steve had passed out sacks to about 36 of us, containing Groucho Marx glasses, nose, and mustache, and a cigar. All of this was done when Jerry wasn't looking. Well, Steve called Jerry up to the mic and put a bag over Jerry's head. We all put on our disguises, and came forward to the dais. At that point, Steve told Jerry he'd run a Jerry Turner look-a-like contest, and these were the participants. Jerry was asked to remove the bag from his head. I don't know what he must have thought, seeing 36 Jerry Turners all at once, but I've never seen Jerry laugh so hard. I think Steve can be congratulated for being the one who really "got" Jerry Turner. Incidentally, I'm so proud to say that I was the winner of the Jerry Turner look-a-like contest!

It is thus with great sadness to learn about the passing of Jerry Turner on Saturday, May 1st. Born December 3, 1936, Jerry was married to Marilyn for 55 years and raised four children. Jerry's connection to the insulator hobby was almost as long. In 1970 he encountered by chance a ditch filled with telephone insulators and, as he dug them out, he noticed the different designs and markings and became interested.

Jerry's interest reached exceptional heights. He was elected president of the National Insulator Association in 1975. Jack Tod once wrote that he had "possibly the best collection" of porcelain insulators in existence. His collection included the first U-407 Locke, a porcelain Surge, two U-274 O.P.Co. insulators, numerous threadless, and an impressive general collection. He attended every national from the second in 1971 through the 2002 show. He dug at numerous insulator dumps including the Hemingray dumpsite, the Pittsburg dump, and the Thomas dump. He displayed at many insulator shows and attended countless more. You could also find him at flea markets. He was especially known as a fixture at the Mid-Ohio insulator show. In recognition of his contributions to the hobby, in 1984, Jerry and Marilyn were awarded the NIA's highest honor of Lifetime Membership.

Friends, family, and the hobby will miss him.

2009 NATIONAL INSULATOR ASSOCIATION

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8 Tremont Trace,  
Wimberly, TX 78676  
512-847-7302  
treasurer@nia.org

**STANDING COMMITTEE CHAIRPERSONS**

**Paul Greaves, NIA #2685**

**Authentication & Classification**  
8830 Benton Acre Rd  
Granite Bay, CA 95746  
authentication@nia.org

**Gene Hawkins, NIA #421 Awards and Recognition**

3847 North Prairie St  
Warsaw, IN 46582  
awards@nia.org

**Rick Jones, NIA #201 Philanthropy**

405 Oakwood Dr  
Hamilton, OH 45013  
donations@nia.org

**David Wiecek, NIA #3225 Ethics**

63 Reinman Rd  
Warren, NJ 07059  
ethics@nia.org

**Rick Soller, NIA #2958 Historian**

4086 Blackstone Avenue  
Gurnee, IL 60031  
historian@nia.org

**Carolyn Berry, NIA #4336 Product Marketing**

1010 Wren Court,  
Round Rock, TX 78681  
512-255-2006  
niaproducts@nia.org

**Jim White, NIA #1127 Promotions**

7990 Windcombe Blvd  
Indianapolis, IN 46240  
promotions@nia.org

**Bob Berry, NIA #1203 Research & Education**

1010 Wren Court,  
Round Rock, TX 78681  
512-255-2006  
webmaster@nia.org

**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 \$ \_\_\_\_\_

**BOXBOROUGH.....**



.... the 41<sup>st</sup>  
**NIA Show & Convention**

Are you going to the **NATIONAL?**

Do you need a **BADGE?**

Why not order a **NIA Shirt, Cap or Koozie?...**  
to be "ready & able" to show your support of the NIA !

An engraved badge & bar is a great resource to identify yourself to others at the show.

**Badge orders need to be requested by June 19<sup>th</sup>, to insure  
"free" National delivery!**

Our NIA website, [www.nia.org/product.htm](http://www.nia.org/product.htm), reflects some "products" currently being sold by  
NIA Product Marketing and a **printable order form!**

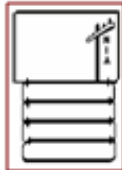
***We'll see you all in MA on July 16-18 !!***

*Carolyn Berry -- Product Marketing Chairman -- NIA # 4336*



# Summer 2010

[www.nia.org/products](http://www.nia.org/products)



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



**MEN'S GOLF / POLO SHIRTS** 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, 2X, 3X-\$3.00 extra) \$38.00 \_\_\_\_\_

**LADIES GOLF / POLO SHIRTS**

Please call or email me for available colors! All with embroidered logo (no pockets)  
(Size chart on back) Color choice: \_\_\_\_\_ \$38.00 \_\_\_\_\_

**BUTTON FRONT SPORT SHIRT - S \_ M \_ L \_ XL \_** \$32 \_\_\_\_\_

**DENIM SHIRTS** - (\*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 \_ (\$23) \_\_\_\_\_

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

**NEW! Henley style** S \_ M \_ L \_ XL \_ (\$25) 2X \_ (\$28) \_\_\_\_\_

Colors: Black or 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 \_ (\$23) \_\_\_\_\_

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

**CREWNECK SWEATSHIRTS** - Heavy weight - 100 % Cotton/polyester blend - Pre-shrunk

Colors: Hunter Green, Cardinal Red, 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 \_\_\_\_\_

**COFFEE MUG** - 10 oz. white mug with logo (**ONLY 12 left!**) \$7.00 \_\_\_\_\_

**COLLECTORS PATCH** --embroidered \$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 \$2.00 \_\_\_\_\_

**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; NIA logo \$15.00 \_\_\_\_\_

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: \$6.25 for the first item & \$1.50 for each additional item ordered.**

-- **Postage for Patches, Decals, Pins, Bars are \$0.60 each.**

-- Name Badges are \$0.85 each to mail.

*\*\*for non-US postage, AK & HI (contact me)*

*~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:**

Carolyn Berry – 1010 Wren Court, Round Rock, TX 78681 / 512-255-2006 / pyrex553@aol.com



THE NATIONAL INSULATOR ASSOCIATION GLASS COMMEMORATIVES

*"Now in the 41st year of continuous production"*



**41st NIA CONVENTION \* 2010 Boxborough, MA**

**in "Orange Amber"**

*Embossed on the base of the commemorative:*



*Embossed on the dome of the commemorative:*



**\$40.00 postage paid for the first commemorative**  
(each additional piece \$35.00 when shipped with first)

**Solid pours (limited availability) - \$50.00 each**

## History of the National Show Commemoratives: "Collecting Our History"

Being an enthusiastic insulator collector, Frank Miller of Tulsa, Oklahoma went home from the *First National Insulator Meet (that's what the "National" show was referred to in 1970)* held in New Castle, Indiana with an idea that collectors should have something by which they could remember the national meets. After months of struggling, he managed to have an insulator mold made. Frank said it was often referred to as "Frank's Last Folly" since he retired from teaching shortly thereafter. He also said it was worth the struggle. The commemorative insulator he designed replicated the early threadless "pilgrim hat" (CD 736) and is almost 4 inches high and is 3 1/4 inches across at the base.

Since 1970, the glass commemorative has marked the national show event with new embossing for the location and a new color of glass. In 1979, the project was continued by John & Carol McDougald of Sedona, AZ. John and Carol produced the yearly commemoratives through 2009 at which time they donated the production to the National Insulator Association starting with this 2010 version. Many thanks to the McDougald's for 30 years of production and for allowing the NIA to take over this venture! Any profits made from the 2010 Commemoratives will go to benefit the, not for profit, National Insulator Association.

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 " Please remit order and payment to: NIA 2010 Commemorative " "  
 " c/o Carolyn & Bob Berry " "  
 " 1010 Wren Court " "  
 " Round Rock, TX 78681 " "  
 " "

Checks payable to: NIA

Phone orders: (512) 255-2006

Email orders: [pyrex553@aol.com](mailto:pyrex553@aol.com)

Google check-out available: see note below

Website: [www.nia.org](http://www.nia.org) (for Google Check-out follow link from website)

If you have questions, please contact us by phone or email.

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