

Drip Points

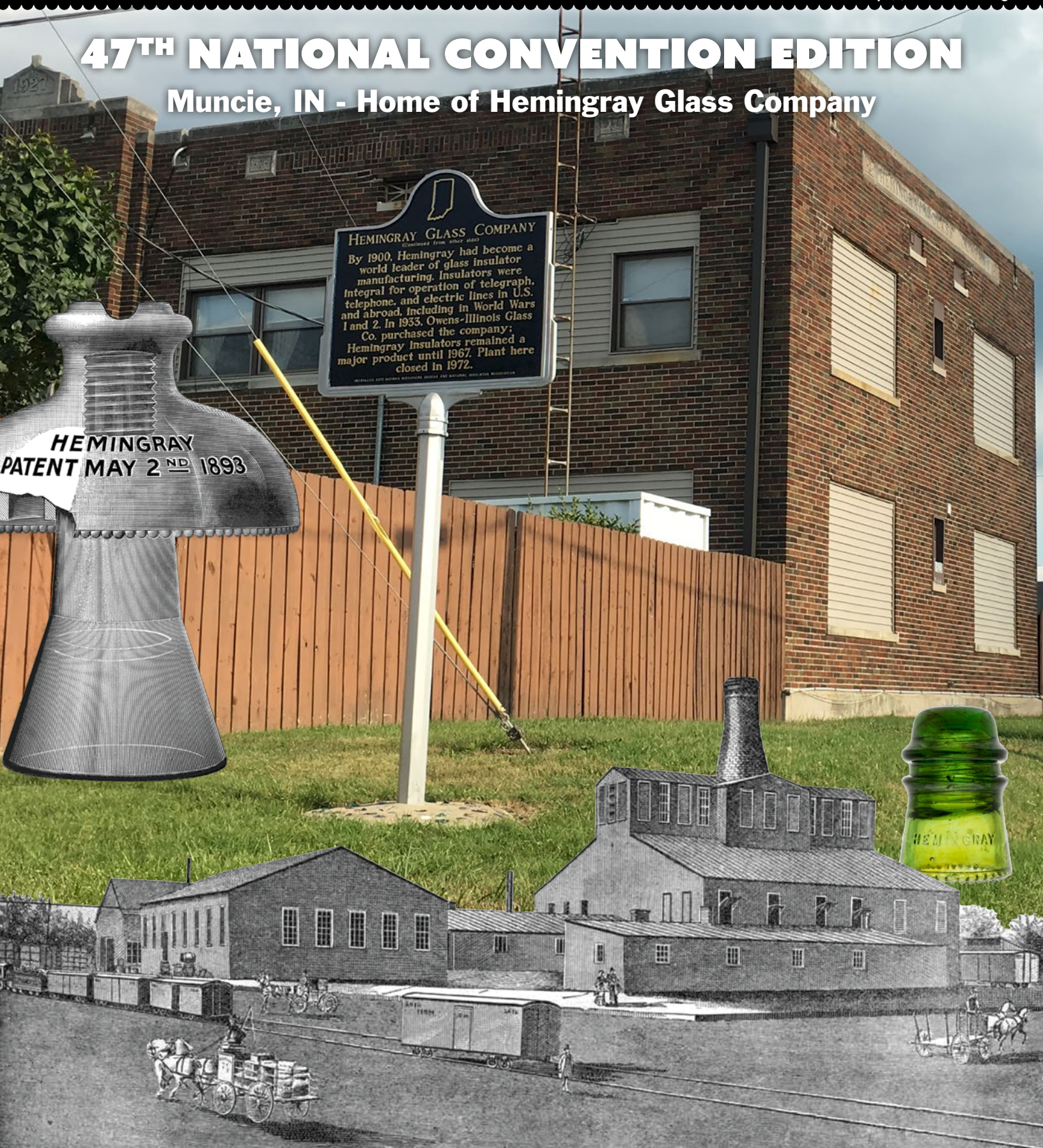
Quarterly Magazine of the National Insulator Association

Fall 2016 - Volume 44 - No. 1

<http://www.nia.org>

47TH NATIONAL CONVENTION EDITION

Muncie, IN - Home of Hemingray Glass Company



HEMINGRAY GLASS COMPANY
(Continued from page 48)
By 1900, Hemingray had become a world leader of glass insulator manufacturing. Insulators were integral for operation of telegraph, telephone, and electric lines in U.S. and abroad, including in World Wars I and 2. In 1933, Owens-Illinois Glass Co. purchased the company; Hemingray Insulators remained a major product until 1967. Plant here closed in 1972.

**HEMINGRAY
PATENT MAY 2ND 1893**

HEMINGRAY



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On the cover:

Hemingray Plant Photo (2016) - Shaun Kotlarsky

1889 Drawing of the Hemingray Plant - Ball State University,
Archives and Special Collection

Sponsor color printing!

You or your club can sponsor the color printing! For more information contact Steve Roberts or Don Briel:

President | **Steve Roberts** NIA# 7935
President@nia.org

First Past President | **Don Briel** NIA# 7281
1stpastpres@nia.org

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Editor

Shaun Kotlarsky - NIA# 4993



As for "official" stuff, once again there is not lots to report. That probably is a good thing as it means everything is running smoothly. There have been some awesome finds recently that you will read about in this issue of Drip Points Magazine. Thanks to the people that sent them in to me. Keep the hunt and find stories coming in!

Had a good time at the Muncie National (as one would expect from Hemingray collector ;). Nice to see the old plant again. I didn't add anything over the top to the collection but did fill in some holes.

Below is a photo of the display I had at the Muncie National "Hemingray Advertising in

3D". They are real Hemingray ads with the drawing of the insulator replaced with a real insulator! This took quite a bit of time to make and figure out the technical aspects on how to build it, but I am quite happy with how it turned out.

I won two awards for the display: "The Missouri Valley Insulator Club Best Use of Midwest Colored Insulators in a Display" and "The Dixie Jewels Insulator Club Best Use of CDs in a Display." Thanks to both clubs. I appreciate the awards.

Shaun Kotlarsky



Here we have two photos of some Hemingray glass still in use or still on the poles. Even more special is the fact these are on the property of the Hemingray plant!





President



Steve Roberts - NIA# 7935

Greetings to Everyone,

It's the first week of August and Jana and I have just returned from the National in Muncie, Indiana. What a great show! Bob Stahr, Rick Soller and a small army of volunteers implemented the event to perfection. The hotel, show hall and banquet facilities were excellent. Additionally, Roger Lucas and Darin Cochran worked all weekend taking NIA members to tour the Hemingray plant. It was very informative and something that I will always be glad that I did. My thanks to everyone who made this year's National a huge success.

By now I'm sure you have heard that the 2017 National will be in Colorado Springs, Colorado, and will be hosted by Dan Gauron, Mike Green, and David Baron. Information concerning the show can be found by viewing the following website: www.nianational2017.com. It looks like it is going to be another great event so start making plans now to attend.

There was a great deal of business discussed at the Board of Directors' Meeting. Some of the items will be shared by other Board Members in their Drip Points' article. However, there are a few that I would like to discuss with you. First, the Board voted to eliminate the 2nd Past President position from the Board of Directors. By doing so we now have nine directors and therefore will always have an opportunity for a simple majority decision versus the possibility of a split vote of five versus five. Additionally, by eliminating this position, the President will only be on the Board for a two year term as the President and then two years as the 1st Past President, for a total of four years. Prior to the Board's decision the 1st Past President would have transitioned into the 2nd Past President position and therefore would have been on the Board for six years. Part of the Board's decision was an effort to have more frequent turnover within the Board and reduce the overall length of time a President spends on the Board.

With that said we have some new people who have joined the Board of Directors. They are: Gus Stafford - Eastern VP, Walt Baumgardt - Secretary, and Andrew Gibson - Membership Director. When you see them please express your appreciation and thank them for volunteering to serve our hobby and its members. Additionally, following are the individuals who rotated off of the Board: Bob Stahr - 2nd Past President, Lou Hall - 1st Past President, Matt Grayson - Eastern VP, and Vickie McConnachie - Membership Director. Likewise, when you see them please thank them for their years of service to the NIA. To Bob, Lou, Matt and Vickie, THANK YOU. We appreciate everything you have done for the NIA.

Next, I would like to share with you that the Board of Directors voted to increase the NIA Individual and Family membership

dues from \$22.00 annually to \$25.00 annually, effective with the 2017 membership renewal. There are several reasons for this decision. First, our fiscal year ended on June 30th. At the end of our fiscal year our expenses were greater than our income. Therefore we incurred a loss in net assets. Additionally, as of the 2016 National Show, the National Host/Hosts have the option of having the NIA underwrite the expense for the National Show. As a result, a part of each member's dues are used to help fund the National Show. While our goal is to break even concerning the income versus expense, it doesn't always work that way. This year the cost for our 2016 National Show was slightly greater than our income. Consequently this is another reason for the need to increase dues. I know that a few people may not be pleased with the necessity of the increase; however, I'll ask you a question. How many other organizations are you aware of that have annual membership fees, and their fees are greater than ours? Most other organizations I know of have fees much higher than ours. From my perspective the cost for membership in the NIA is reasonable and well worth my annual dues. I hope you think so too.

Another decision that the Board made was to add a line item to the Membership Renewal Form allowing for an additional donation over and above the membership dues to assist in funding Scholarships, Insurance, Awards, and other NIA projects.

Finally, the Board decided to change the deadline for an interested individual, or group, to submit a Letter of Intent and a subsequent Final Proposal concerning the hosting of a National Show. Starting with the 2019 National Show the Letter of Intent must be submitted by November 1st, 2016, and the Final Proposal must be submitted by March 1st, 2017. This change will not impact the Letter of Intent or Final Proposal dates concerning the 2018 National Show. In effect this change has added a year of time for preparation for a National. For the NIA to get the best deals we can on hotel room rates, show hall rental and banquet costs, the host hotels are demanding signed contracts with much longer lead times than we can currently commit to. Therefore, it has become necessary to make these decisions much earlier than we have before.

At the end of the day the Board of Directors are looking at a variety of ways to better serve our organization. Much has been accomplished, but more is needed. We are working on a number of opportunities to make changes that add value. We are a voluntary organization and there is a limit to what we can do. Please know that our goal is to continually make an effort toward improvement.

I look toward our future with great optimism!

Steve Roberts





First Past President



Don Briel - NIA# 7218

This will probably be the shortest Drip Points article I have written in quite some time. First, I want to congratulate our new NIA Officers that have now taken the reigns. They have my full confidence and support. I hope they have yours as well.

Next, I want to thank each and every member of the NIA for their support of me while holding the office of NIA President. It was a rewarding experience, but the responsibilities would be impossible to carry out without the support of you, the volunteers and members of the NIA. THANK YOU!

Lastly, my thanks go out to each of the Muncie show hosts (Bob Stahr and Rick Soller), our tour guides (Roger Lucas and Darin Cochran), the many volunteers, and all of the attendees. Jeanne and I traveled more than 3,400 miles over 10 days and the show was well worth every bit of it. The show was fantastic!!! Again, THANK YOU!

Don Briel

SPRINGFIELD 2016 UPDATE

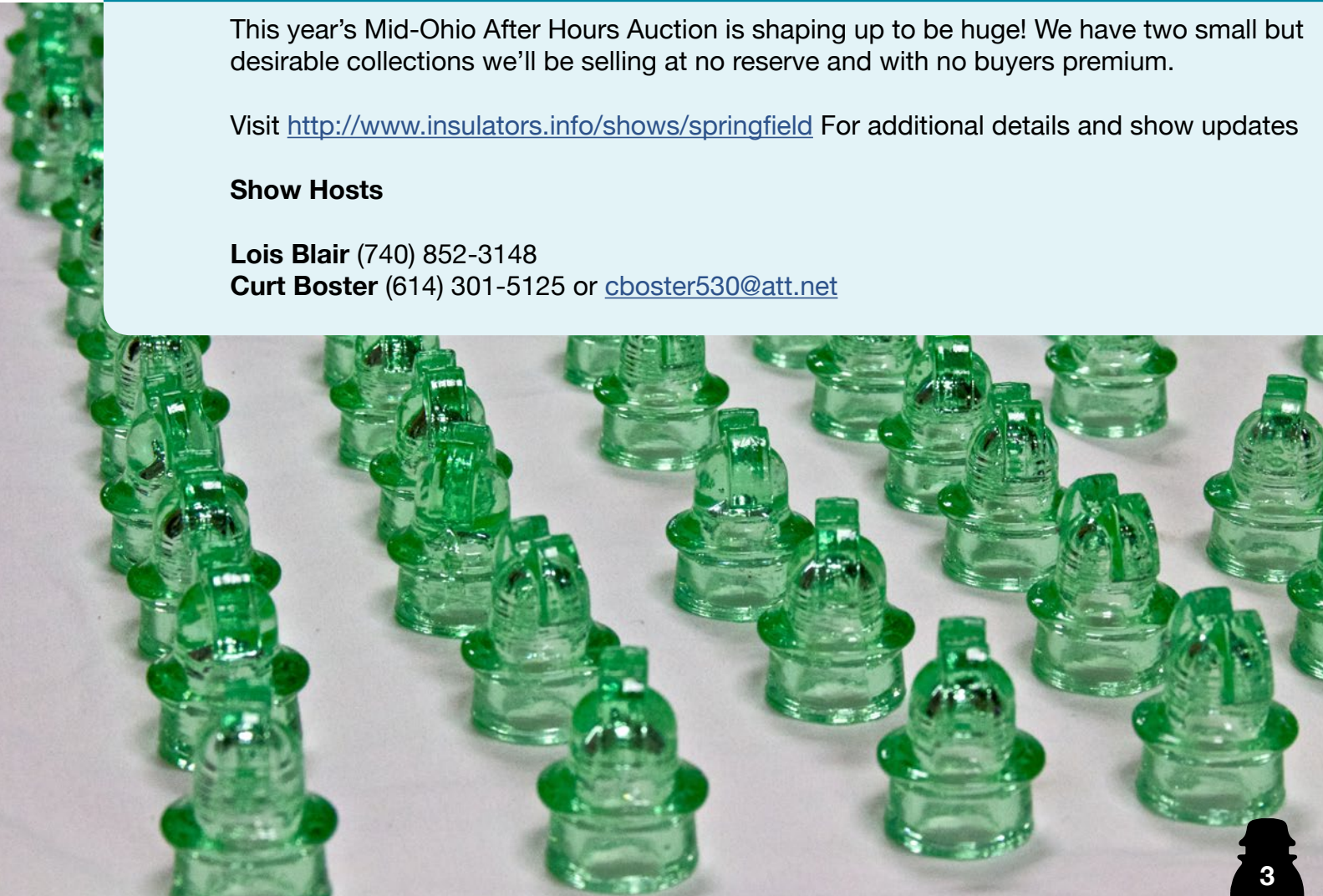
This year's Mid-Ohio After Hours Auction is shaping up to be huge! We have two small but desirable collections we'll be selling at no reserve and with no buyers premium.

Visit <http://www.insulators.info/shows/springfield> For additional details and show updates

Show Hosts

Lois Blair (740) 852-3148

Curt Boster (614) 301-5125 or cboster530@att.net





Executive Secretary



Walt Baumgardt - NIA# 8007

Greetings all,

As your new secretary I want to thank you all for giving me the opportunity to serve you. I'm excited about giving back to the Hobby that has been so enjoyable for my wife and me for the past 18 years. Many of you I know. And, those of you that I don't know, I would like to meet. Search me out at shows if you can. Unfortunately, due to family commitments, my next show will likely be the Mid-Ohio in November.

As I write this, I'm just back from The National Show in Muncie, IN. It was a truly great show, and everyone I spoke with had a great time. If you were unable to make the National, I encourage you to find a show that is close to you and attend it. I must say that the best show I ever attended was a Columbia

City Show a few years back. From a sales point it was dismal, 1 insulator. Yet I never forget the great time I had talking with and getting to know other collectors. That was the whole show for me. I don't think you will ever regret attending an insulator show. Remember, the Mid-Ohio (Springfield, OH) show is coming up in early November.

As your President, Steve Roberts, has said, communication is so very important to the Hobby. Accordingly, the minutes of the general membership meeting, Friday, July 29, 2016, in Muncie IN are attached. Read them and if you have any questions, communicate them to me or another Board Member.

Regards,

Walt Baumgardt

NIA General Membership Meeting

Friday – July 29, 2016
Horizon Convention Center
Muncie, IN

President: Don Briel called the meeting to order at 4:13 PM. He welcomed everyone to the meeting, encouraging their participation, as this is the opportunity for them to voice concerns, ask questions and otherwise participate in the governance of the NIA. Don then moved to the Officer's reports.

Secretary: Steve Roberts advised that the minutes of the 2015 general membership meeting in Sandwich, IL were published in the 2015 fall edition (Volume 43, No. 1) of Drip Points. He added that all papers related to the incorporation of the National Insulator Association (NIA) have been filed with the State of Arizona, and are current and up-to-date. There being no additions or deletions to the secretary's report, they were unanimously approved upon a motions by Dave Kingston, seconded by Dennis Kotan.

Treasurer: Bill Rohde reported expenses of approximately \$33,300 vs. income of approximately \$32,200, for a projected deficit for the year of \$1,038. He noted a decrease in donations as one reason for the projected deficit. With the NIA now funding the scholarships, he encouraged those that could to consider donations to the NIA. A balanced budget has been passed for next year July 1, 2016 – June 30, 2017.

Membership: Andrew Gibson: In the absence of Vickie McConnachie, acting Membership Director, Andrew Gibson gave the report. A current membership total of 1601 was reported, which is down slightly from last year's total of 1640. It was noted that last year's numbers were from after the National, and that this year's numbers were from before the National. It is expected that the final numbers will change somewhat.

Eastern VP: Matt Grayson reported lots of shows and activity in the Eastern Region. He stated that the NIA learned a lot from its experiences with the 2016

National, and that sufficient changes have been implemented to prevent it from happening again. He thanked everyone for their support during his tenure.

Central VP: Kim Borgman reported that the Central Region is very active with shows, including a few news ones. He added that the Central Region has the largest membership of any of the regions.

Western VP: Ron Yuhas commented on the rumor that the 2017 National would be held in the Western Region. He was pleased to report that he has seen several closet collectors and new members, including several young collectors, at shows.

1st Past President: Lou Hall reported that he assisted the President where needed and served on the Events Planning Committee. He reported that effective immediately following this year's National, he is resigning from the NIA Board. An explanation follows in comments by Don Briel, later in these minutes.

2nd Past President: Bob Stahr reported that after 8 years on the Board this is his last meeting. This is also the last time that there will be a 2nd Past President. He has been so busy the past few years that the plaque for the Hemingway site in Covington, KY has been delayed. He has permission from the hotel presently occupying the site to erect the plaque, and that it will soon be in place. He thanked all the volunteers for making the 2016 show a success.

Don Briel mentioned how great the show has been so far, and thanked Bob Stahr and Rick Soller for making it so.

After the Officer's reports Don called for the reports of the Committee Chairs.

Awards: Gene Hawkins reported that the awards were ready and would be available for viewing on the front table during the show on Saturday. He showed the new Kid's Trophy, and explained the Kid's cash that is presented with the trophy. The young person winning the award, can use the Kid's cash in lieu of U.S. currency during the show on Sunday. Dealers receiving the Kid's cash will be reimbursed by the Treasurer, Bill Rohde, if desired. He asked members to consider nominating people for awards such as

Outstanding Member, Hall of Fame, Lifetime Membership, etc. as a way of honoring deserving members.

Historian: Rick Soller stated that he was Historian from 1999 – 2009, and is happy to be back in that position. He plans to have reference books available at shows so people don't need to bring as much stuff with them. He will start scanning insulator catalogs for placement on the web site.

Commemoratives: Carolyn Berry reported only 5 solid pour commemoratives left for 2016. She reports that the sale of commemoratives adds about \$3,500 annually to the NIA treasury, which is then used for scholarships, insurance, awards, etc.

Research and Education: Jacqueline Linscott Barnes reported that downloads from the educational site are up, with a particular interest in K – 12 Science. She did add that there have been no requests for insulators to study the effect of drip points. This year she is interviewing those members who attended any of the first 10 Nationals. She is having another round table discussion on Saturday at 11 AM and encourages anyone who was at any of the first 10 Nationals to participate.

Development: Mike Green stressed the need for donations, which Treasurer, Bill Rohde, had previously reported as being down. He pointed out that of the 1601 current members only about 950 (60%) are paying members. This translates to approximately 40% of the NIA income coming from dues. All this underlines the need for donations and other sources of revenue. With the Board's approval he will be running donation specials for the rest of the show. A \$50.00 donation will get you a box of greeting cards or a Tee shirt. A \$100.00 donation will get you a Buck knife or this year's commemorative.. Two members at the meeting volunteered to make special donations.

Product / Marketing: Margaret Wagner. Darryl reported for Margaret. They are attempting to consolidate the product line, emphasizing those products and colors that are the most popular. In order to get rid of old inventory they will have special sales for the rest of the show. He reminded everyone that Nation-

al and Local Club bars are available, and that special orders for bars can be accommodated.

Web Master: Bob Berry reports that hits to the NIA site are up 20% from last year, and that the Facebook page is really popular with 1180 members. He has been concentrating on Insulators From Outside North America (IFONA), both glass and porcelain. So far approximately 360 new U numbers and 20 new CD numbers have been assigned. He has digitized some new books and needs to get them posted to the site. Paypal is working well as a payment venue. On his bucket list is plans to work on LRI's, etc.

Events Advisory Panel: Darryl Wagner. Two individuals have expressed interest in submitting a letter of intent for the 2018 show to be held in the Central Region. He encouraged everyone to "like" facebook posts as this keeps moving them up to be viewed again.

This being the end of the Committee Reports, Don commented on the actions taken at yesterday's Board meeting.

1. Elimination of 2nd Past President position. The By-Laws allow the Board of Directors to eliminate a Board position via Resolution of the Board, provided that the position is currently open. In recent years several people have questioned the value of the 2nd Past President position, as well as the added value of having an odd number of Board members. With Lou Hall's resignation, effective after this meeting, the position of 2nd Past President will be open. The Board was thus able to eliminate that position, creating an odd number of Board members, and also reducing the commitment of the President serving on the Board from 6 years to 4 Years.
2. The way the NIA By-Laws read, and with our Family membership, we could conceivably have a 2 year old President. Accordingly, The NIA Board of Directors voted to require anyone aspiring to a Board position to be a paid adult member of the NIA. Adult is further defined as 18 years of age or older.

3. This is the first year the NIA has agreed to subsidize/underwrite the National show, including initial outlays of monies to reserve locations, etc. Although the goal is to break even or even have a slight gain, it appears we may have a slight deficit this year. In addition, with the NIA assuming the funding of Scholarships, and with the continuing increases in postage, printing, etc. the Board of Directors voted a nominal dues increase from \$22.00 to \$25.00 per year.
4. We are finding more and more hotels, especially in more popular areas, requiring an earlier commitment (i.e., signed contracts) on the part of the NIA in order to reserve show dates etc. The Board of Directors has voted to move the entire process of bidding on hosting a National show up by one year. That being said, The Letter of Intent to bid for the 2019 show must be submitted by Nov. 1, 2016, with the final detailed proposal due by March 1, 2017. Likewise Letters of Intent for the 2020 National Show are due by November 1, 2017, with the final proposals due by March 1, 2018. The 2017 and 2018 Nationals are not affected by this change.

Questions and Comments: There was a question on the use of Paypal, and Don said that the NIA does lose a little on each Paypal transaction, but it is a popular and convenient way for members to pay for services.

Don introduced the new Officers / Board members:

Andrew Gibson: Membership

Walt Baumgardt: Secretary

Charles (Gus) Stafford: Eastern VP

Steve Roberts: President

Don stated he plans to remain active, and thanked everyone for their support. He added that serving in the NIA is an honor but fruitless without the support of the members. He thanked everyone, again, and turned the meeting over to the Incoming President, Steve Roberts.

Steve thanked everyone for their service and asked Don Briel, Lou Hall, Bob Stahr, Vickie McConnachie and Matt Grayson to come forward for official recog-

dition by the membership for their past and continuing service to the NIA. Vickie was absent.

He enumerated the schedule of events for the rest of the show, including show hours, Hemingray Plant Tours, Friday evening seminar on “Do I have a New CD” and the Sunday morning Devotional. There was a question about the time and location of the 5 Insulator Challenge, which was Saturday at 11 AM at the NIA check-in table.

Steve invited each of the new Board members, Andrew, Walt and Gus to say a few words. He then thanked members like Gus and Mike for their military service, commenting further that it is because of their sacrifices and the sacrifices of others like them that we are free to be here this weekend.

Steve commented that the NIA is a living organism, and as such has to change with the times. We cannot always continue to do things in the same way we always did. He noted, however, that change must have value, and not be change for the sake of change. As such he commented on the need for communica-

tion. The NIA needs input and ideas from the members in order to stay current and to continue to meet the needs of its members. He gave his phone number (615-419-7905) and invited members to call with ideas, comments, criticism, etc.

Dan Gauron and Mike Hall were introduced as next years National Show hosts. The 2017 National NIA Show is in Colorado Springs, CO from July 21 – 23, 2017. The host hotel is the Elegante. The website is up and running, and forms and brochures will be available at their table in the morning.

Upon motions by Jaqueline Linscott Barnes and Dave Kingston the meeting was adjourned at 5:15 PM.

Respectfully submitted

Walt Baumgardt





Membership Director

Andrew Gibson - NIA# 2422



Let me add my voice to all the others thanking Bob Stahr and Rick Soller, and all those who helped them, for the great time at the Muncie National. In particular, many, many thanks to Roger and Darrin for leading so many folks on the tour of the Hemingray plant site. I for one was quite happy to stand on the plant floor where some of my baby signals came into existence! This was an historical and educational opportunity the like of which I doubt I will have again any time soon. And speaking of educational, a big thank you to the displayers as well, for the time and effort they took to educate us all on their areas of expertise.

More on the subject of the membership in particular, membership stood at just over 1600 individuals immediately prior to the National. This was down a bit over 2% from year-end 2015. We saw a bump of about 20 new members at and just after the National, so we are approaching the same level of membership as last year.

One of the recent pushes in the NIA is in regards to younger members. As part of my quarterly Drip Points review, I figure I'm going to share some statistics and trends in the membership. With that in mind, here are some numbers! There are currently (as of the National)

- 913 regular / family memberships
- 24 junior memberships
- 7 club memberships

Keep in mind that family memberships cover more than one individual, so these numbers don't correspond to the total NIA membership numbers. The number of junior memberships is actually at a high point in the last 5 years. While it would be nice to see more, it is encouraging to see youth interest in the hobby trending upwards. Also keep in mind that some family memberships include active young members, too!

I'll be sharing more statistics as time goes by. If there is anything you ever wondered about the membership in general, let me know. If I don't have an answer, I'll get to look it up and find out!

Please keep in mind that I continue to learn the ropes in this Membership Director position. I'm still leaning on Vickie McConnachie for help when situations arise that I'm not sure how to deal with. Many thanks to her for the continuing help!

One last note -- believe it or not, but the end of the year is just around the corner. Come October, I'll be sending out renewal reminders to folks. Consider saving the NIA some money by renewing early!

Happy Collecting!

Andrew Gibson

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To switch, email: **Andrew Gibson** membership@nia.org



Treasurer



Bill Rohde - NIA# 1219

Greetings everyone,

I'm writing this a week after getting back from the Muncie National. Thanks to Rick Soller and Bob Stahr for putting together a great show that seemed to run its course absolutely smoothly. A great hall, NEW hotel, great food on site with breakfast, lunch and goodies ALL day in the show hall.

Thanks to all the volunteers who helped and gave their time to keep things going and taking the tours groups out to the Hemingray sight.

Another fiscal year has come and gone for the NIA. Our income fell a little short last year, but, we were able to keep our costs under budget also, so we ended up about \$1,000 short last year. As you know, the NIA will now underwrite the National Shows, if the Show Hosts request our assistance. In 2016, that was the case. Final numbers are being reviewed but it looks like the 2016 National may come up short by about \$2,000.

A 2016-2017 budget was reviewed and adjusted at the Board meeting, and after trimming of a few expenses, a balanced budget was finalized and approved.

It's said many times I know, but, summer seems to have just flown by ! July was full of too many things

to do, and too few weekends. Now, schools are starting and you get the feeling that summer is past. Thankfully, there are still MANY shows on the calendar. It looks to me that there is an increase in interest and lots of new collectors coming to the events. The hobby sure seems healthy and growing.

Get your 2017 calendars out and mark out July 20-23 for the 2017 National in Colorado Springs, CO. Just mark the whole week as vacation !! From Durango to Rocky Mountain National Park, there is just too much to do in Colorado.

This is going to be a crazy fun show in an area of the country that has so many things to see and do. I know Dan and the gang, Mike and Dave, are already gathering items that can be used for the raffle and other fund raising ideas.

Raffles can be a lot of fun, and can really help with the expenses of these big shows.

If you have anything that might help them out, offer it up to them early.

Be safe everyone, and see you at a show soon!

Bill Rohde





Awards & Recognition Chair

Gene Hawkins - NIA# 421



What a great show the Muncie National was! You really cheated yourself if you didn't attend.

The displays were among the highest scoring ones I've seen in 8 years as Awards & Recognition chair. Be thinking of how you can display at the next National in Colorado Springs!

- A. Richard CaseSpecialty Muncie Insulators
- B. Richard CaseSpecialty Treasures from the Hemingray Dump
- C. Arlen RienstraSpecialty King City Glass Works
- D. Mark GilmoreSpecialty A Long Stretch CREB Beehives
- E. Earnest GriffinForeign From Russia with Glass (won category)
- F. Elton GishSpecialty Early Communication Insulators (won category+Best of Show)*
- G. Darin Cochran.....Specialty A Digger's Delight
- H. Bob Berry.....Porcelain Red Porcelain Insulators (won category)
- I. Steve Mattson.....Lightning Rod..... C.A. Smith-Lightning Rod Grandfather (won category)
- J. Ron Yuhas.....Specialty Muncies Return to Muncie
- K. Francisco Campos..Go-Withs Insulators of New Mexico (won category)
- L. Kim BorgmanColor..... Old No. 7 Standard Insulators (won category)
- M. Shaun Kotlarsky.....Specialty Hemingray Advertisements in 3D
- N. Justin Stout.....Specialty Brookfield Tolls
- O. Steve JonesSpecialty Power in Conneticut 1893-1918
- P. J Van Brown.....Specialty Universal Fire Plug Insulators

*Elton also won the Milholland Educational Award. Another round of applause for their really great displays!

Gene Hawkins





Information Director

Christian Willis - NIA# 5185

To recap the past year, I have been focused on the following:

1. **Began a Google AdWords campaign promoting the NIA.** In August 2015, I worked with Bill Rohde to leverage some of our advertising budget and pilot a Google AdWords campaign to help increase our website's visibility. Here are the performance statistics over the past 11 months:
 - a. Total Ad Impressions: 1,619,258
 - b. Total Click-Throughs: 6,618 (0.41%) – about 20 per day
 - c. Average Position in Search Results: 3.3 (spot #3)

At this time, it is unknown if the advertisements have had a direct impact on increasing traffic to nia.org and/or membership, but I'm hoping to better track that over the next year. I am also planning a more in-depth report for a future issue of Drip Points.

2. **Began work on copyrighting and trademarking the NIA logo.** As part of this process I wanted to get more information on past efforts to copyright the logo, and the origin of the logo's design itself. I have reached out to several collectors who have been helpful in my search, but I still am in need of further information. I'm hoping to review paper records from the 1980's.

3. **Ad Trading** – Continued our ad trading relationship with the Railroadiana Collectors Association, and placed a special advertisement for the Muncie National. I will be doing the same for the 2017 National as well. If you happen to know of any other sister hobby publications that you think would be interested in swapping ad space, please let me know!

4. **2017 National** – Began collaboration with show hosts Dan Gauron, David Baron, and Mike Green in preparation for the 2017 National in Colorado Springs. This includes efforts to revitalize the Triple Ridge Insulator Club, such as redesigning of the club logo, ordering new club patches and merchandise, and creating a website.

Over the next year, I plan to be focusing on continuing all of the above.

I really wish I could have attended the National in Muncie, but a recent job change precluded me from attending. It sounded like show hosts Bob Stahr and Rick Soller really knocked it out of the park, so a big thank you to them!

That being said, I'm planning to be very involved with the 2017 National. I mean, it's practically in my backyard, so I'm looking forward to hopefully seeing everyone there! Co-hosts Dan Gauron, Mike Green and David Baron are really working hard to put together a great show and I guarantee you won't want to miss it.

Last but not least, this is my annual reminder for everyone to **send me your yearly free 25-word ad!** Please contact me at admanager@nia.org or 949-338-1404 to get your FREE ad included in a future issue of Drip Points! The ad is text only, and can be up to 25 words in length. We make a best effort to get them in the next issue (space permitting). If we aren't able to, it will get pushed to the following issue. Thanks and happy collecting!

Christian Willis





Product Manager



Margaret Wagner - NIA# 8711

SALE * SALE * SALE

While supplies last we have clearance on the following products:

T-Shirts both embroidered and screen printed:
Clearance colors are **\$10** each

Polo's, Button Down and Denim Button Down:
Clearance colors are **\$15** each

Email for more information on our clearance colors and items.

You will notice price changes on some of the NIA products. In the next issue of Drip Points, you will find an updated list of stock colors for the regular clothing items. Stocked T-Shirts are now only **\$17** for S-XL. The current list of colors may not be correct, so contact us to confirm stock items. You will now have 8+ colors of caps to choose from at a price of only **\$15**.

New items include a 20 oz. Stainless Steel Tumbler with copper lining (keeps liquid hot for 5 ½ hours & cold for 24 hours), with a 1 color logo for **\$25**, along with a 16 oz. Travel Tumbler with a 4 color logo for only **\$14**.

We now have new stock on badge bars for various clubs including ICON. If you would like a badge bar for the upcoming Springfield, OH show, please send us an email and you can pick it up at the show. Also, we will be making a special order in the next 30 days

for badges and badge bars, so if you need something specific such as club officer, specific shows, etc., let us know and we will get it ordered for you. Special orders can be done at any time during the year, however we will be making two major orders per year. The first will be April of each year in preparation for that year's National and a second order in September in preparation for the Springfield, OH show. If you want to get a special order in, it would be best to contact us before those months.

We would also like to hear from you, our members about what you would like to see available, either new items, different colors, etc. We obviously can't stock everything, but we are looking for ways to make more items available to you. We might do a yearly "special" item, that would be a limited stock. Let us know of you wishes and ideas.

Hope to see you at Springfield.

Margaret Wagner





Historian

Rick Soller - NIA# 2958



One of my goals as the historian is to gather and disseminate unique information about the hobby. One area that I am working on involves auction data. The recent auction by Ray Klingensmith that ended June 6, 2016 provided one such opportunity. The unique data in this case consisted of data comparing prices at the 10 p.m. closing time and final prices based on call backs to the top bidders. Several questions were considered. First, how many lots end at a higher price than the closing time price? Second, how much higher are the final prices compared to the closing price? Third, is there a relationship between the final price of the piece and the percentage increase in the price due to call backs?

Of the items that received bids, collectors increased bids on 124 of the 296 items during the call back period. In the most extreme case, lot 269 for an unmarked CD 145 Grand Canyon saw an increase of 65% with an increased bid from \$672 to \$1232 (all amounts include 12% buyer's premium). The table below shows the number of items that had various percentage increases during call backs.

Percentage Increase Compared Due to Call Backs	# of Items
Over 50%	1
45-50%.....	3
40-44%.....	3
35-39%.....	7
30-34%.....	5
25-29%.....	18
20-24%.....	21
15-19%.....	24
10-14%.....	22
5-9%.....	14
1-4%.....	6
0%	172

Providing collectors with a final opportunity to increase their bid through the call back procedure probably takes away the fear of losing a piece because of a bid that was too low but also generates

extra revenue for the auctioneer. In the case of this auction, sales rose from \$307,815 to \$353,528 to produce an increase of \$45,726 or about 15% for in revenue. Total bids generated \$37,878 in commissions from bidders with about \$4897 of this coming from the increased revenue of the call backs. Fees charged to sellers would equal about \$31,565. Deducted from this income, the auctioneer would have to deduct extensive travel and advertising expenses, enormous amounts of time to photograph insulators, produce the catalog, send out catalogs, handle call backs, send out invoices, keep track of payments, pack purchases, pay sellers, and produce a prices realized sheet to mail.

Although there is a significant relationship between the final price of the insulator and the percentage increase in the price from the closing price, the relationship is small. For those who understand the statistics, the probability that there is not a relationship between the final price and the percentage increase is less than .001. However, the final price only explains about 5% of the increase in price. Most of the increase in price due to the call back is due to something else, such as the color of the insulator, the manufacturer, the story behind the insulator, the CD of the insulator, the condition of the insulator, or some other factor.

In a future report, I expect to report on an auction by Dwayne Anthony. In his auction, there is a timer that keeps the entire auction open for 8 more minutes if any bids are placed starting at the nominal end of the auction. I'll be presenting information on how many lots saw winning bids at the nominal end, and how many more lots were resolved at approximately 8 minute intervals after this.

I hope that learning more about auctions will make collectors better consumers.

Rick Soller



NIA Commemorative Committee

Carolyn Berry - NIA# 4336

Update on the 2016 Commemoratives

Just arrived home after another terrific and successful National in Muncie. Sales of the 2016 NIA commemorative were steady all weekend. The bright blue shined brilliantly in the show hall. Many compliments were received on the "electric blue" choice this year. All stock taken to the show sold out! We are down to a fair amount of regulars, but ONLY 3 left in the solids. If you haven't gotten your 2016 edition this year, time is waning! Go to Paypal or email me to reserve your set today!

Cash, check, US money order or Paypal are the payment options. Checks/money orders payable to NIA. Postage is included in price for shipment within the USA.

Please see the included flyer in this Drip Points or go to the NIA website for details. <http://www.nia.org/products/commemorative/index.htm>
Shipment will be upon receipt of payment.

Thanks for you continued support of the NIA and collection of the NIA Commemorative!

Contact:
512-255-2006 - commemorative@nia.org

Carolyn Berry



The National Insulator Association Glass Commemoratives

"47th year of continuous production"
47th NIA Convention | 2016 Muncie, IN

"Electric Blue"

\$40.00 postage paid for the first commemorative
(each additional piece **\$35.00** when shipped with first)
Solid pours - **\$50.00** each / ppd (**ONLY 3 left!**)

Note: Solid pours are not plunged. They vary in size and can be crude. They may lean or have flaws, typical for these. They have no base markings



Embossed on the base of the commemorative



Embossed on the dome of the commemorative

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 ¼ 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 the 2010 commemorative. Any profits made from the NIA Commemoratives go to benefit the National Insulator Association, a 501(3)c.

Please remit order and payment to:

NIA 2016 Commemorative
Carolyn Berry
1010 Wren Court
Round Rock, TX 78681

Please make checks payable to: NIA

Phone orders: (512) 255-2006

Email orders: commemorative@nia.org

Paypal available: see note below

Website: www.nia.org

(for PAYPAL - credit card option follow link from website)

If you have questions, or live outside the continental USA, please contact me by phone or email.



Development Advisor

Michael Green - NIA# 3175



Greetings Fellow Collectors,

Sean and I are still talking about the wonderful time we had at the National Show in Muncie. Hosts Bob and Rick couldn't have done a better job putting on the show. My sincere appreciation to both of you and all the volunteers who worked so hard. The hotel, show hall, and banquet venue were all fantastic. It was also such a joy to finally see the Hemingray factory site. Many of the buildings still remain and it was fun to see where all the amazing Hemingray glass came from. One can only imagine a long hard day as a factory worker with molten glass coming out of the furnace and heading to the production line. Oh what they would have given for air conditioning on a hot summer day. The best part of the show was of course seeing so many friends both old and new. The fellowship and comradely we felt at the event was wonderful. Job well done Muncie!

All things must change and it was hard to see my good friend Don Briel end his term as NIA President. Don is as honest and as hard a working guy as you'll ever meet. I'm sure you will all join me in telling Don that he did a great job and made a lot of positive changes for our hobby. As we offer our thanks to Don let us also greet our new President Steve Roberts and wish him the best of luck. I was very impressed by his passion for the hobby and his sincere desire that the NIA be a catalyst for positive change as we move forward. He cares deeply for the people in our hobby and I know he will do a great job. There are so many important tasks that the NIA takes on. I am very fortunate to have the position as Development Advisor/Donations Guy. After a bit of a slow start I was able to get the ball rolling in Muncie. For those who were there please forgive me running around like a madman asking for your help. It just seemed like the perfect time and place to try and help the NIA. Thanks to the incredible generosity of those in attendance we were able to raise over \$1000 for the NIA! Those donations and future donations go to important causes like the scholarship fund,

education, and helping out future regional and national shows. You may have heard that the NIA ran a slight deficit last year so these donations are very important to the future of our hobby. Please let me take this opportunity to ask for your help and to please contact me if you'd like to make a donation. You can certainly make that donation to a specific area that matters to you if you would like. Let me also give a quick plug to Lou Hall and Bill Rohde who have offered to help me with both new ideas and fundraising efforts. What a great couple of guys to have in my corner!

Another area I owe a debt of gratitude is to those who donated insulators to our raffle next year in Colorado Springs. Dan and I want to thank you very much. Dudley Ellis also donated one of his Canadian Pony books and if you haven't seen it all I can say is wow! Tremendous amount of research went into it. The raffle has become an important part of keeping the National show from losing money and we really appreciate your help. Please contact Dan or I if you would like to help make the show a success. It's never too soon to ask. We are going to need a lot more insulator donations and insulator related donations in the months to come as costs continue to rise putting on a big show. I can't begin to tell you what a pleasure it is being Dan's co-host for next year's National and how excited we are to have you visit our beautiful state in 2017. I don't want to give it too much of a plug right now but just let me say there will be lots of fun and surprises. Tables started selling fast in Muncie so I wouldn't wait too long.....

Lastly I would like to wish all of you good health as the year moves on. For those who are hurting we offer our thoughts and prayers. A few of my longtime friends have had a very difficult year and my heart goes out to you.

Humble Blessings to You and Yours,

Michael Green



NIA Events Advisor

Darryl Wagner - NIA# 8671



Hello fellow collectors! We are fresh from the NIA National in Muncie, IN and a congratulations to Bob & Rick for a great show. As always, you the collectors are what make shows a success. By being an attendee, dealer, helper, volunteer security, show host, whatever, you make shows possible and will help them to continue by being a part of them.

Now, speaking of shows.....Congratulations to Dan Gauron & Mike Green for being selected to host the 2017 NIA National in Colorado Springs, CO July 21-23. A large number of tables were booked at this year's National, so don't delay, get your reservations in. Looks to be another great National.

Then looking forward, we are looking for letters of intent or preliminary bids for the 2018 NIA Central Region National. Letters of intent should be to the Events Committee by November 1st, 2016, preliminary bids by January 1st, 2017 with the final bid submitted by March 1st, 2017.

NIA National Show Guideline Update

This year the NIA Board of Directors voted on a change that will take effect for the 2019 NIA National. Due to increasing demands from hotels and convention centers in obtaining earlier and earlier commitments for events, all of the dates for a show bid submission, have been moved up by one year. That means that if you are interested in submitting a bid for the 2019 NIA National Eastern Region, you will need to have a letter of intent in to the Events Committee by November 1st, 2016, preliminary bids by January 1st, 2017 with the final bid submitted by March 1st, 2017. This should allow ample time for potential show hosts in every region to work on submitting a bid for a National in their region. This should also allow for better negotiations when it comes to pricing for the venue.

As of 2017, potential NIA National show hosts can elect to have the NIA "underwrite" their bid or not. This means that if a show host comes up short of revenue, the NIA will make up that short fall, relieving the host from that potential burden. We want to emphasize that this is a safety net, not a financing arrangement. All potential bids will be reviewed with the intent and expectation that the show will at least break even. The bids will be reviewed for what the NIA will want to support and what might not be supported as far as expenses to the show. As a side note, if you don't want the NIA to "underwrite" your bid, you also have that option.

We are also looking for Regional show bids. If you would

like to try doing an NIA show, but don't want to start with a National, you might look at having a Regional. If you have an interest, contact us so we can advise and assist you, if needed.

At this time, I would like to thank my committee members for their participation and assistance with this committee, Dario DiMare - Eastern Region, Bob Berry - Central Region, Dwayne Anthony - Western Region are the regional representatives and Lou Hall - NIA Past President. Lou is passing the torch to our current "Past" President Don Briel.

Please contact any of these members of the committee if you have any questions, concerns or suggestions. For more information on proposals, go to the NIA website, www.nia.org and then to the NIA Membership Handbook. Information can be found in the following sections: General Rules of Conduct at NIA Sponsored Shows, Show Facilities Standards & Procedures, Exhibit & Judging Rules and Administrative Show Rules. Additional information can be found on the main web page under "Information for Show Hosts". You might also reach out to any NIA officers, Club officers or prior show hosts.

The members and contact information for the NIA Events Advisory Committee are:

Darryl Wagner - Committee Chairman
show@nia.org or dwi@blitz-it.net
816-719-0801

Dario DiMare - Eastern Region
Dario@dariodesigns.com

Bob Berry - Central Region
Pyrex553@aol.com

Dwayne Anthony - Western Region
insulators@open-wire.com

Don Briel - First Past President
Don.briel@comcast.net

If you have ever thought about hosting a show, let us know. We will help you in whatever capacity that we can.

Darryl Wagner



2016 National convention - Muncie, IN



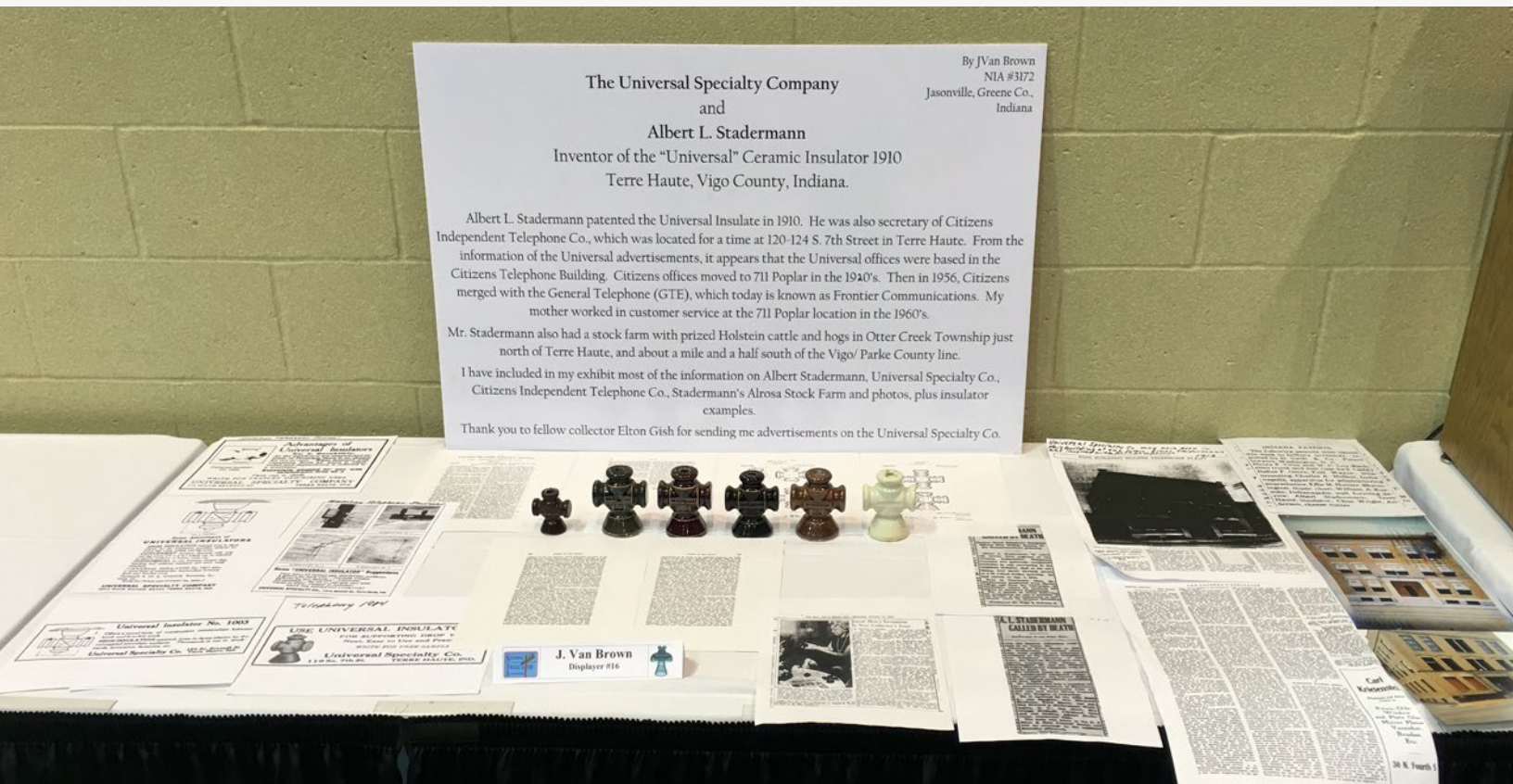
Displays



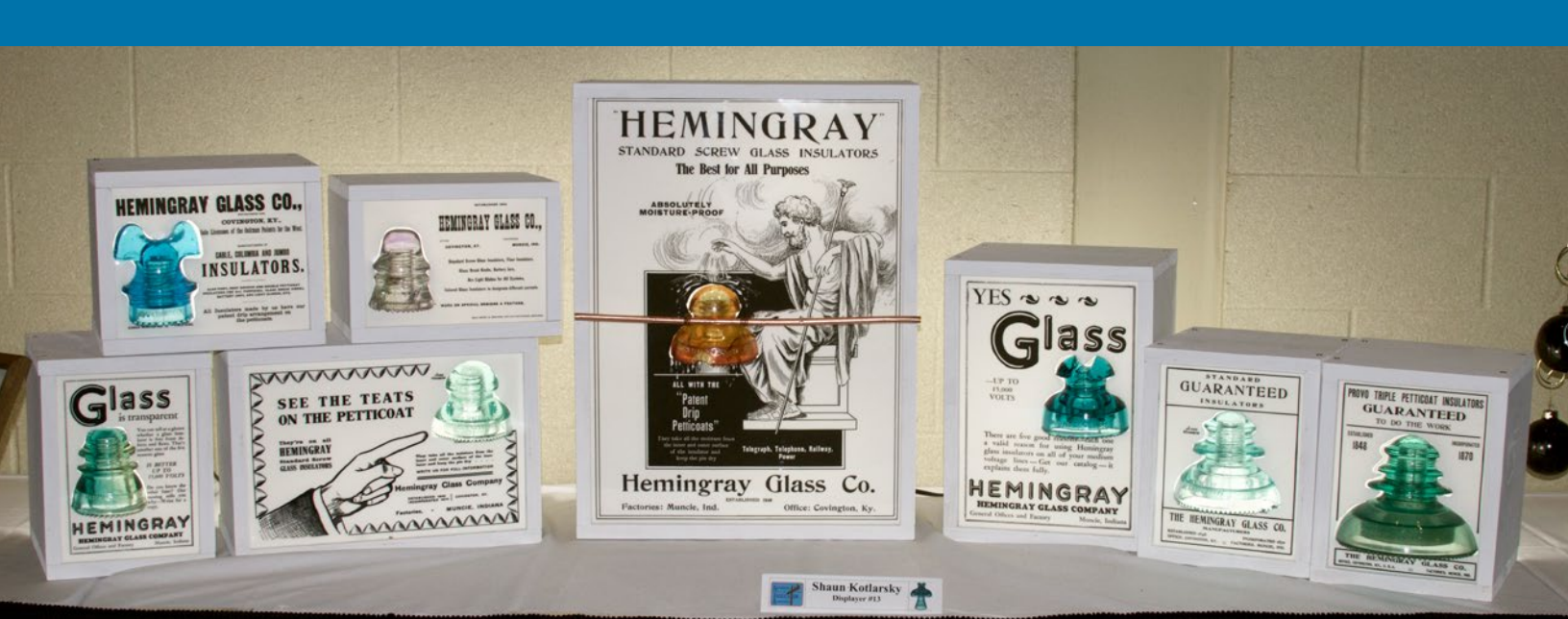
Early Telegraph Insulators (Specialty)
Elton Gish



Fake & Altered Insulators (Non-Competitive)
National Insulator Association



Universal Fire Plugs (Specialty)
J. Van Brown



Hemingray Advertising in 3D (Specialty)
Shawn Kotlarsky



A Digger's Delight (Specialty)
Darin Cochran



The Powerful "Muncie Type" (Specialty)
Richard Case



Muncies return to Muncie (Specialty)
Ron Yuhas



Connecticut Power (General)
Steve Jones



Brookfield Tolls (Specialty)
Justin Stoudt



CD 145 CREBs (Specialty)
Mark Gilmore



History of Chicago Lightning Rod MFG (Lightning Rod)
Steve Mattson



From Russia with Glass (Foreign)
Ernest Griffin



Treasures form the Hemingray Dump (Specialty)
Richard Case



My Insulators (Kids Display)
Cameron Case



Red Porcelain Insulators (Porcelain)
Bob Berry



H.G.Co. No. 7 Standards (Color)
Kim Borgman



King City Glass Works (Specialty)
Arlen Rienstra



Old Isleta, New Mexico Railroad Line (Go-Withs)
Francisco Campos

CONTRIBUTE ARTICLES TO DRIP POINTS!



I always welcome interesting insulator related articles. It can be anything from a general research paper or to something very specific (Like a CD, M, U or ST Number study). I also want stories about hunts and finds!

If you want to submit an article or have questions about doing an article contact me.

Shaun Kotlarsky | Drip Points Editor publications@nia.org



2016 National convention - Muncie, IN



Show Floor







The find of a lifetime

First off, I'll start with a little bit about my self. I started collecting insulators around 1975. As a young boy I used to travel with my family to flea markets and yard sales all over the Northeast. My grandparents use to dig bottle dumps, and I used to go on some of those trips too. After a few years I had about 500 or so insulators. I was very into Hemingrays. And still am today. At that point I was in the Yankee Polecats. And even made it to one of their meets.

So around 1980 as I was getting into high school. I got more interested in cars and girls.... So I sold off all of my insulators. As the years went by I would pick one up here and there. I never found anything too rare, but nice pieces. I had a shelf in my shop that over time filled up. When eBay came around, it made it easier for me to find insulators I liked. So I would buy one or two off of eBay every so often.

Now back to the real story. In May of 2016 I decided to take a road trip to New Hampshire to hit the Hollis flea market, and a few other places. And as luck would have it, I stumbled upon a table with a few insulators on it. When I first picked up the CD 158.6 I had no idea what it was. I thought it might have been foreign. But I looked it over, and saw the embossing on the bottom. And I knew it was something good. So I picked up all the insulators the dealer had. And asked if he had any others. The answer was no. He was cleaning out a local estate, and this was all that was there. So I struck a deal for what was there, and got them back to my truck and packed them for the ride home.

After I got home, I took some photos, and put them up on the NIA facebook page. That's when my inbox started blowing up. I got a lot of offers. And a lot of people asking questions. Most people were very helpful. A lot of them mentioned that the person I need-



By Edward Popowitz

ed to talk to was Dario DiMare. And apparently his inbox was blowing up at the same time as mine. So within eight hours of finding this insulator, Dario and I were taking on the phone. And a few days later we were drinking coffee in my kitchen talking about my find. Soon after that, it had a new home.

I only owned the CD 158.6 for about 120 hours. And the whole time I owned it, I don't think Dario got any sleep. I know it found the right home.

Edward Popowitz





U-989 Find

Collecting first started for me when I was about 8 years old. I grew up in Summerville, SC, and as a child, I was always hunting shark teeth and fossils. This passion is still very much alive in me today at the age of 42. I now dive the rivers and pursue my passion for fossils in the lowcountry of South Carolina. Now that I am living almost two hours away, I had to find something to fill the void. Living in an area of South Carolina known for Native American artifacts, I took up this hobby. Having hunted a piece of personal property to look for artifacts opened up a whole new world to me. This leads me up to the day the U-989 was found.

The U-989, known by the common name of Milk Bottle Insulator, was one of three styles of insulators made for the Confederacy by the Southern Porcelain Manufacturing Company, in operation from 1856 to 1864. Early on, Southern Porcelain made fine porcelain wares. After the secession of the Confederate States of America, Alexander Stephens, better known for his role as the Vice President of the Confederacy, took over as vice president of Southern Porcelain. Interest shifted from fine porcelain to making fire bricks and wares for the Confederate hospitals. The three styles of insulators that made were block insulators, milk bottle insulators (U-989), and teapot insulators (U-990).

The U-989 is by far the rarest of all insulators made by this company with only four or five known to exist, and some carrying restoration. The day I found mine I was hunting for Native American artifacts and discovered it 8-12 inches underground. I had no clue what I found or the roller coaster ride it would put me on, chasing southern mud.

Samuel H Ford



By Samuel H Ford





Two Yellow Olive Green 126.4s Found!

Thought some folks would like to hear about an amazing weekend insulator find that Ken Roberts and I had at an estate sale in Knoxville TN. The adventure started towards the end of May, when I saw an online ad for an upcoming estate sale being held for the family of a 40 plus year Southern Railway linemen retiree, who had recently passed away. While looking through the sale photos, which showed a nice selection of old Southern Railway station furniture, telegraph & phone equipment, tools, route schedule sign, and just about everything else imaginable, I noticed a couple of 126.4's sitting among several commons on top of one of the tables. It took a second or two for the image to sink in, because it showed these two insulators in a yellow olive green color I've never seen, or even heard existed.

My first thought was they had to be stained, painted or some other alteration, but after looking at all the dirt, dust and soot that covered everything else packed and stacked into this small basement, I felt fairly confident that these were in their as found condition. Just to be sure, I decided to get a second opinion, and fellow collector buddy Ken Roberts was an easy choice. He lives within shouting distance (2 hours) of Knoxville, and we have become trusted friends through the hobby and time spent together walking old lines in Colorado & Wyoming. Not wanting to sound too excited, I simply told him to pull up the listing and give me his opinion of the photo I was staring at. To my delight, he confirmed that he thought the color looked authentic, and that he too had never seen anything like it in a 126.4.

Keep in mind that besides these two 126.4's, there were also photos showing several boxes full of insulators that held the potential for additional scarce glass. We talked strategy for a meet up at the sale and also a worst case one if he had to go it alone. I started searching for reasonable air fares to Knoxville, but with less than two weeks before the sale, cheap fares were out the window, and the best I could do was a flight into



By Daniel Gauron

Nashville (about 180 miles from Knoxville). I thought twice about going back, but just couldn't pass up this once in a lifetime chance to possibly add this great color to my lineup of 126.4's, and maybe find additional hidden treasures, and of course to finally see Kens collection. Knowing these railroad related sales typically attract a hardcore following of railroad collectors, we planned on getting a hotel nearby, catching a few winks and showing up out front of the house around 3 or 4 in the morning (yeah, crazy right?) to get a good number, but after doing a drive by the house at 3pm the day before the sale, only to find two guys had already been camped out on the front porch since 1pm, I called Ken and told him we better hunker down and spend the night on this guy's porch too (if the police didn't kick us out first).

I got talking with the guys already there, and learned that they were looking for specific Southern Railway items, so we agreed to leave their things alone if they left ours alone. Ken got there about 7pm and guarded our place in line while I slipped away for a few minutes to roundup some food, water, inflatable pool floats and a couple of cheapo blankets (much better than sleeping on the bare concrete). Excitement about the possibilities of what the sale might hold kept us up talking until about 11pm before we finally passed out. I don't think my eyes opened again until people started showing up around 5am (not as early as expected) Looking at the others guys come dawn, I'm pretty sure I was the only one who got much sleep. It wasn't long before the line of people grew to 25, 30 and more people long. The only other insulator collector either of us recognized were Kerry & Carolyn Lavendoski, who wandered in about 6 am. We spoke a bit later and were told that he had found out about the sale and the 126.4s from Colin Jung, and that he should make a point of being here.

Needless to say, I felt a bit guilty knowing that we would probably have the glass in our box before they ever got through the door, so we agreed to leave a couple of

pieces that Kerry said he wanted. The folks in charge of the sale showed up just before 8am and gave us our #3 and #4 entry cards, and were first through the door when the blue light special crowd surged forward. With empty boxes in hand, I made a run for the table with 126.4s and Ken made a mad dash to the boxes full of insulators. This was one hardcore group of railroaders, and one guy actually tried to grab one of the pieces out of my hand. My firm grip and dagger look gave him second thoughts, and he quickly moved on to the next shelf full of stuff.

The next 10 or 15 minutes was a feeding frenzy blur as the small basement filled to bursting with buyers, while Ken and I looked through the remaining boxes hoping to find other cool glass known to have been used on the Southern Railway lines in the area. We ended up with several 127 straight sides, 145 CREBS, 131.1- 1871s, 152 amber Brookfield's, 112 exchanges, 147 spiril grooves, a seven-up 106 and a few nice junk in glass pieces. Obviously the heart stopping finds were the two 126.4s, and when we finally had a minute to stop and look them over, we were not only surprised to find their color even more vibrant in person, but also amazed to find they were different embossings. So, aside from having these two gorgeous Yellow Olive Green 126.4s, one is the

[020] (F-Crown) W.E.MFG.CO. (F-Skirt) PATENT/APPLIED FOR/['DEC. 19. 1871' blotted out] (R-Crown) W.U

and the other a

[040] (F-Crown) W.E.MFG.CO. (F-Skirt) PATENT/DEC. 19. 1871 (R-Crown) W.U. (R-Skirt) B SB.

We hung around for another hour or so looking over the stash of goodies that filled the basement and garage and ending up finding a couple of nice go-withs, and also had a good time talking with Kerry and Carolyn (who I usually only get to visit with at Springfield).

Knowing I always like to stop in and visit collectors while away from home, Ken made the suggestion we head over to Gary & Elizabeth Til-

son's place for a visit and to show off our new finds. Talk about a cool place... Gary and Elizabeth have the kind of place you'll likely see in Southern Living or Town & Country magazines. The view out any window reminds one of country living at its best. My favorite view was from their sun room, which has two "nearly floor to ceiling" glass walls filled with insulators, which were glistening in the sun.

Elizabeth prepared homemade biscuits with slices of homegrown jalapeno peppers, tomato and mayo. It sure was good, and quite the wake me up. :-) I want to thank them for opening up their house to us, and for their unforgettable southern hospitality. We then headed back to Ken's house, where we unloaded our cache of goodies, and took a bunch of "as found" photos before cleaning them up a bit in an Acid Magic bath. To our surprise, Ken got a call from Arlen & Tina Rienstra, who just happened to be in the area doing a road trip in search of collectibles for their shop.

They came by for a visit, and the chance to see our new finds and Ken's collection, and even stayed long enough to join us for dinner at a local restaurant before heading out. Later, Ken & I had time to sit back, admire our new finds, and trade thoughts on finding this new color, and the odds of finding two different molds with one of a kind color. I'm guessing it's got to be a several million to one chance, right? Anyway, that's the story behind our little weekend camp out adventure. I hope you enjoyed it. It's definitely going down as one of my favorite finds of all time. Now if I can just get my heart to stop racing every time I look at it. :-}

I'm sure there are still many cool finds to be had out there, so keep your eyes and ears open... and please share your story with us.

Good collecting,

Daniel Gauron



Fall 2016 NIA Products

GOLF / POLO SHIRTS

Colors: Call or email for colors

Info: All with embroidered logo some with pockets, pockets

Price: \$15 (While in stock)

Size: S ___ M ___ L ___ XL ___
2XL ___ 3XL ___

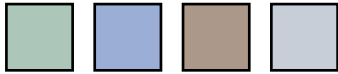
Color: _____

Total Quantity: _____

Total Price: _____

T-SHIRT

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



Info: Hanes Heavyweight, 6.1 oz. cotton pre-shrunk. Screen-printed logo (front & back)

Price: \$17 or \$20 for 2XL or 3XL

Size: S ___ M ___ L ___ XL ___
2XL ___ 3X ___

Color: _____

Total Quantity: _____

Total Price: _____

CREW NECK SWEATSHIRTS

Colors: Hunter Green, Cardinal Red, Lt. Steel Gray



Info: Heavy weight 100 % cotton/polyester blend, pre-shrunk, embroidered logo

Price: \$25 or \$30

Size: S ___ M ___ L ___ XL ___
2XL ___ 3X ___

Color: _____

Total Quantity: _____

Total Price: _____

BUTTON FRONT SPORT SHIRT

Colors: White, Red, Blue, Brown, Tan



Info: All with embroidered logo (no pockets)

Price: \$32 or \$34 for 2XL or 3XL

Size: S ___ M ___ L ___ XL ___
2XL ___ 3XL ___

Color: _____

Total Quantity: _____

Total Price: _____

HENLEY T-SHIRT

Colors: Black and Lt. Steel Gray



Info: Only come with embroidered logo. three button placket

Price: \$10 (While in stock)

Size: S ___ M ___ L ___ XL ___
2XL ___ 3X ___

Color: _____

Total Quantity: _____

Total Price: _____

HOODED SWEATSHIRT

Colors: Lt. Steel Gray



Info: With full front zipper/muff pocket & drawstring hood, embroidered logo

Price: \$35 or \$40

Size: S ___ M ___ L ___ XL ___
2XL ___ 3X ___

Color: _____

Total Quantity: _____

Total Price: _____

DENIM SHIRTS

Colors: Stonewash Blue or Natural



Info: Nicely weighted denim, pre-shrunk cotton, left-side pocket

*ladies order comparable men's size, see chart

Price: \$32 or \$34

Embroidered logo

Size: S ___ M ___ L ___ XL ___
2XL ___ 3XL ___

* S/Sleeve ___ *L/Sleeve ___

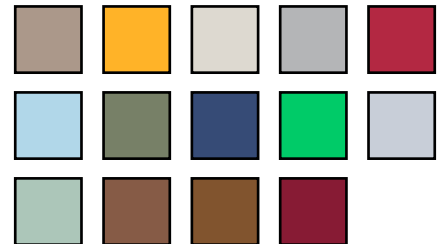
Color: _____

Total Quantity: _____

Total Price: _____

EMBROIDERED LOGO T-SHIRT

Colors: Sand, Gold, Ecu, Ash Gray, White, Cardinal Red, Lt. Blue, Army Green, Navy, Bright Green, Lt. Steel Gray, Stonewash Green, Chestnut Brown, Maroon



Info: I have a limited number of t-shirts with pockets, call for details

Pockets, \$2.00 additional on all regular t-shirts

Price: \$17 & \$20 for 2XL or 3XL

Size: S ___ M ___ L ___ XL ___
2XL ___ 3X ___

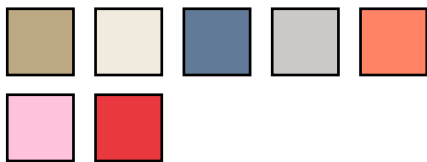
Color: _____

Total Quantity: _____

Total Price: _____

EMBROIDERED CAP

Colors: Khaki, Stone, Blue, Gray, Orange, and Pink, Red
(Circle color choice)



Price: \$15

Total Quantity: _____

Total Price: _____

NIA NAME BADGE

Info: Engraved; beveled edges | pin back OR Magnetic back (Circle type You would like)

Price: \$12

Total Quantity: _____

Total Price: _____

COLLECTORS PATCH

Price: \$4

Total Quantity: _____

Total Price: _____

BADGE BAR

Info: For NIA position or local club

Price: \$4

Total Quantity: _____

Total Price: _____

NIA WINDOW DECAL

Info: for outside car window.

White: 5 1/2 x 6 3/4 Color: 4 1/4 x 5 3/4

Price: \$10 (White) \$7 (Color)

Color: _____

Total Quantity: _____

Total Price: _____

TOTE BAG

Info: "Big Thunder" Tote bag - sturdy with NIA logo

Price: \$15

Total Quantity: _____

Total Price: _____

Name Badge Engraving Information:

Name _____	NIA# _____	City _____	State _____	<input type="checkbox"/> Pin	<input type="checkbox"/> Magnet
Name _____	NIA# _____	City _____	State _____	<input type="checkbox"/> Pin	<input type="checkbox"/> Magnet
Name _____	NIA# _____	City _____	State _____	<input type="checkbox"/> Pin	<input type="checkbox"/> Magnet

Club Bar _____	Quantity Needed _____
Club Bar _____	Quantity Needed _____
Club Bar _____	Quantity Needed _____



Thank you for supporting the NIA!

U.S. Postage:

\$6.75 for the first item & \$1.50 for each additional item ordered.

Postage for Patches, Badge Bars are \$0.60 each. Decals, \$1.95

Name Badges are \$0.85 each to mail.

For Postage outside the US or AK & HI Contact me for quote

Shirt Sizing Chart:

Adult/ Mens

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

Ladies

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

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

National Insulator Association or NIA

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____

Email Address: _____

Subtotal: _____

US Postage: _____

Total Enclosed: _____

Send completed form to:

Margaret Wagner | 14615 Skyview Avenue | Smithville, MO 64089 | 816-719-0802 | niaproducts@nia.org



Membership Application & Renewal Form



Prospective members may join the NIA at any time; however, the “membership year” begins on January 1st and ends on December 31st. New memberships issued within three months of the beginning of the new membership year (October – December) will be good for the following calendar year. New members are entitled to all membership privileges immediately upon acceptance by the NIA.

If you are joining the NIA during the months of January through September your membership will expire on December 31st of this calendar year.

Submit (Payable to the NIA in U.S. funds) To: **Andrew Gibson**
 5997 Springwater Road
 Dansville, NY 14437-9772
membership@nia.org
 Or renew online at:
<http://nia.org/membership/>

Dues Schedule:

Regular Membership **\$25.00**
 Junior Membership (under 18) **\$5.00**
 Club or Organization **\$50.00**

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 not U.S.) _____
 Telephone Number _____
 E-Mail Address _____

Include me in the Annual NIA/Crown Jewels Directory..... Yes No
 Include my Telephone Number..... Yes No
 Include my E-Mail Address Yes No

I would like to receive Drip Points in the following formatPaper Electronic
 (Check only one, an e-mail address is required for electronic)

Referred by: _____ NIA # _____

Additional Family Members residing in the same household at no additional cost.

Name	NIA # (If renewal)
1 _____	_____
2 _____	_____
3 _____	_____
4 _____	_____

Signed _____

Date _____ Amount Enclosed \$ _____

Drip Points Magazine Advertising Information

- Display Ads will be sold by fractions of a page.
- Camera-ready copy is preferred but not required.
- An additional fee may be charged for color and set-up based on size and complexity for ads.
- All advertising will be kept confidential until it is published.
- Multiple ads must run in consecutive issues with no changes.
- All ads must be paid for in advance.
- Advertisements must meet all postal regulations that govern publications mailed at Non-Profit Standard Mail prices of postage.

Full Page

1x.....	\$100.00
2x.....	\$189.00
3x.....	\$278.00
4x (Full Year) ..	\$362.00

(Multi run discount **\$11.00/x**)

One-Half Page

1x.....	55.00
2x.....	101.00
3x.....	147.00
4x (Full Year) ..	193.00

(Multi run discount **\$9.00/x**)

One-Quarter Page

1x.....	\$30.00
2x.....	\$53.00
3x.....	\$76.00
4x (Full Year) ..	\$99.00

(Multi run discount **\$7.00/x**)

One-Eighth Page

1x.....	\$20.00
2x.....	\$35.00
3x.....	\$50.00
4x (Full Year) ..	\$65.00

(Multi run discount **\$5.00/x**)

One-Sixteenth Page

1x.....	\$15.00
2x.....	\$27.00
3x.....	\$39.00
4x (Full Year) ..	\$51.00

(Multi run discount **\$3.00/x**)

For more Info. on advertising or to buy an ad contact:

Christian Willis, NIA #5185
P.O. Box 2797
Parker, CO 80134

Phone: (949) 338-1404

Email: admanager@nia.org

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- Added Embossing Listings
- Added Color Listings
- Drawings with Listings
- New and Expanded Appendices
- Color Cover and Photos
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Write a 300 word essay. It's that easy!
Tell us how to spread the word about the hobby.

These scholarships are to encourage the growth and public awareness of the hobby.



Submission deadline is April 1

The Scholarship Application and Application Guide is available at:

<http://www.nia.org/scholarship/>



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To learn more about RCAI, to become a member, or download a recent issue of *The Railrodiana Express*, visit our website at:
www.railroadcollectors.org



Upcoming Shows



SEPTEMBER 9-11, 2016 (Friday-Sunday)

MERRITT, BRITISH COLUMBIA, CANADA

Annual Insulator Swap at the Insulator Ranch, 3045 Spanish Creek Place, Merritt, B.C. Use exit 286 off Coquihalla Hwy 5, and head towards Merritt. Turn left onto Coldwater Road, proceed 4 blocks to Spanish Creek Place. Just follow the "Insulator Show" signs. Motor homes, trailers, RV's all welcome. Bev provides a delicious Chili and Rolls lunch on Saturday, and a coffee, bacon and eggs breakfast on Sunday morning. There is no charge, our way of putting something back into a great hobby. Tables are provided. Info: BOB SCAFE 250-378-2787 or email: bobscafe@telus.net

SEPTEMBER 10 (Saturday)

RICHFIELD, OHIO

The Western Reserve Insulator Club's 6th Annual 'Oktoberfest' Insulator Show at the Masonic Hall, 3750 Grant Street, Richfield, OH 44286 (near the southeast corner of Routes 303 & 176), 10 a.m. to 3 p.m. Free Admission. 8-foot Dealer Tables \$20. Dealer Setup 9-10 a.m., Bratwurst and Root Beer available for lunch. Contact JOHN HOVANEK 216-392-3622 or visit <http://www.insulatorcollectorsofamerica.com/> for more details.

SEPTEMBER 10, 2016 (Saturday)

RACINE, WISCONSIN

16th Annual Greater Chicago Insulator Club "End of Summer" Picnic and Swap Meet. 9:00 AM to about 3:00 PM. Lunch will be served at noon. Please let me know if you plan to attend so enough food can be prepared. Pulled pork sandwiches, hot dogs, and various other picnic type food is on the menu this year. Rick Soller will be holding his famous auction again. He has hundreds of insulators ready to put on the block. If you want to include something in the auction, by all means bring it with. The event will go on RAIN OR SHINE. It will be held at the home of Randy Wesner, 434 Blaine Ave., Racine, WI 53405 (262) 633-0756 Email: randysdodge@gmail.com Call or email if you need directions. Hope to See you there.

SEPTEMBER 17, 2016 (Saturday)

LAKWOOD, COLORADO

Triple Ridge Insulator Club Show and Swap Meet, hosted by Mike Green. A good, old fashioned backyard get-together, starting at 10:00AM with lunch around noon, and into mid-afternoon. Come join us! Please bring tables and chairs if you can. TRIC donations gladly accepted. Please contact Mike Green to RSVP and for more info. 2513 S. Balsam St. Lakewood, CO 80227 - 303-549-5028 - Email: n2glass@centurylink.net

SEPTEMBER 17, 2016 (Saturday)

EAST HAMPTON, CONNECTICUT

Yankee Pole Cat Insulator Club Annual "On Golden Pond" Swap Meet and Cookout on Saturday September 17, 2016. Hours 8AM to 2PM. At the home of Larry and Mary Jo Emmons, 68 Long Crossing Road, East Hampton, Connecticut. East Hampton is about 30 minutes south of Hartford, CT and about 45 minutes northeast of New Haven, CT. Free Setup / Free Admission / Free Fun. Come for the whole day, come for a little while - all are welcome! A long-shade covered driveway has plenty of room for setup. Please bring your own table(s) and chair(s) if you plan to setup. Larry has a fully stocked trout pond so bring your fishing pole as well! Coffee and donuts/muffins are available for the early-birds. A hamburger/hot dog cookout lunch, expertly cooked by Larry, will be served around noon. Side or dessert contributions are always welcome and appreciated. The club asks for a \$10 per person "donation" for lunch. Please RSVP, ESPECIALLY if you plan on staying for lunch (so we can have enough food). Questions or to RSVP. JOHN RAJPOLT, (203) 261-1190 or rajpolt@earthlink.net. LARRY EMMONS, (860) 267-8584. Since this is an outdoor event, if you think the weather may cause a postponement, please contact John or Larry for event status in the days leading up to the event.

SEPTEMBER 17, 2016 (Saturday)

HOUSTON, TEXAS

The 25th Annual Houston Insulator and Collectibles Show, sponsored by the Lone Star Insulator Club, will be held September 17th 2016 in the Pasadena Room of the Houston Marriott South at Hobby Airport, 9100 Gulf Freeway Houston, Texas 77017. Show hours are 9:00 a.m. until 4:00 p.m. with free parking and free admission. Dealer tables \$45/first, \$40 each additional. Guest rooms \$92/night for show attendees. Fly into Hobby and take free shuttle to and from Hotel. Contact CHRIS (281-461-9652 crenaudo@aol.com), KEITH (979-245-2558 keithbrooking@spcglobal.net), or JOHN (281-851-6585 j.hall@ix.netcom.com) for more information.

SEPTEMBER 24, 2016 (Saturday)

ALBUQUERQUE AREA, NEW MEXICO

Enchantment Insulator Club/New Mexico Historical Bottle Society 29th Annual Insulator, Bottle, Barbwire and Collectibles Show and Sale. Moriarty Civic Center, 202 South Broadway, Moriarty, NM (35m E of Albuquerque south of I-40). Show setup and dealer trading Friday afternoon & evening, September 23. Saturday September 24 show hours 8:30 a.m. to 4:00 p.m. Info: MIKE GAY (505) 899-8755. E-mail: cdn102@centurylink.net or TOM KATONAK, 1024 Camino de Lucia, Corrales, NM 87048 (505) 898-5592. E-mail: tkatonak@comcast.net

SEPTEMBER 24, 2016 (Saturday)**RIVER FALLS, WISCONSIN**

The North Western Insulator Club invites all to join us for our fall swap meet in beautiful River Falls Wisconsin. Mike Braun will be our host and we will return to the Moose Lodge at 620 Clark St from 9 to 3. This is a spacious facility with lots of windows for comparing those elusive colors. Tables and chairs provided-no fee. An auction is planned and all are invited to contribute-this is a great way to move your own stock and pick up some surprises. Lunch will be Mikes famous pulled pork-just bring a side to share. Please RSVP to Mike at mbraun61@yahoo.com to reserve your space or contact him at 715-426-0887 for questions.

OCTOBER 2, 2016 (Sunday)**CHELSEA, MICHIGAN**

Annual (40th) Antique Bottle and Insulator Show at the Comfort Inn Conference Center, 1645 Commerce Park Dr., Chelsea, Michigan. Just north of I-94 at exit #159 (M-52). From 9am until 3pm. Admission \$3.00. Children under 16 free. Food available on premises. Also offering lightning rod balls, weathervanes, advertising, telephony, railroad, and tabletop antiques. Info: MIKE BRUNER (abbott4girl@sbcglobal.net) or ROD KRUPKA (248-627-6351 or rod.krupka@yahoo.com).

OCTOBER 29, 2016 (Saturday)**GARLAND, TEXAS**

The Garland Insulator Show will be held Saturday, October 29th, 2016 from 8:00 AM to 4:00 PM at Springhill Suites by Marriott 3251 E. George Bush Turnpike, Richardson, Texas 75082. Reserve Hotel Room by 10-8-2016, ask for Insulator Show Rates call 972-479-0300. Show information contacts: GARY FINE 972-414-9085 email gfine102@aol.com or MIKE LYELL 972-495-7035 email mikelyell@verizon.net

NOVEMBER 4-6, 2016 (Friday-Sunday)**SPRINGFIELD, OHIO**

The 46th Mid-Ohio Insulator Show will be held November 4-6 at the Clark County Fairgrounds in Springfield, Ohio. Show hours are Friday 3:00 PM to 6:00 PM, Saturday from 8:00 AM to 4:00 PM and Sunday from 9:00 AM to closing. Info: CURT BOSTER email: cboster530@att.net or 614-301-5125 or LOIS BLAIR 740-852-3148. Additional info at: www.insulators.info/shows/springfield

DECEMBER 4, 2016 (Sunday)**ENFIELD, CONNECTICUT**

Yankee Pole Cat Insulator Club's Fourth Annual "BEAT THE SNOW" Insulator, Bottle, and Tabletop Collectibles Show and Sale. American Legion Hall, 566 Enfield Street (US Route 5), Enfield, Connecticut 06082. Insulators, bottles, jars, lightning rod equipment, flasks, stoneware, telephone & telegraph collectibles, railroadiana, advertising & paper ephemera, and other small table top antiques & collectibles. Show hall is 1 mile from Exit 49 of I-91 (20 minutes from Hartford as well as the Mass Pike). Show Hours 8AM to 1PM. Please note the new earlier show end time! Dealer Setup 6AM to 8AM. FREE ADMISSION. Room for 40+ sales tables. For a dealer contract, display information, or any other details - please contact JOHN RAJPOLT (203) 261-1190. E-Mail: rajpolt@earthlink.net

JANUARY 21, 2017 (Saturday)**MAITLAND, FLORIDA**

The annual Central Florida Insulator Collectors/Antique Telephone Collectors Association (CFIC/ATCA) Show and Sale will be held Saturday, January 21, 2017. The show will be held at The Germaine Bldg., 220 W. Packwood, Maitland, FL. Tables are: First table= \$25.00. Each additional table is \$20.00. Set-up is from 7-8 am with the public allowed in beginning at 8:00 am. until about 3:00 pm. There will be coffee and donuts for dealers and lunch concessions will be available on the premises. This is a one-day Show and Sale held annually on the same weekend as the huge "Renningers Antique Extravaganza" in Mt. Dora, FL which begins for "Early Buyers" on Friday, January 20th. For information and reservations contact: PAUL MIKULA, NIA# 7466, 650 East Chapman Road, Oviedo, FL 32765, Tel: 407-365-4686, email: weco-man@bellsouth.net

JANUARY 21, 2017 (Saturday)**STRONGSVILLE, OHIO**

Western Reserve Insulator Club's 18th Annual Winterfest / Swap Meet & Club Meeting at the Spyglass Hill Recreation Center, 13201 Compass Point Drive, Strongsville, OH 44136. Dealer Setup: 9:00am; Show Hours: 10:00am-3:00pm. Club Meeting and Lunch: 12-1:30pm. There are no admission or table charges, but space is limited, so please contact us ahead of time if you plan to set up! Info/RSVP to JOHN HOVANEK 216-392-3622, E-mail jrhovanec@ymail.com

MARCH 11, 2017 (Saturday)**SHREWSBURY, PENNSYLVANIA**

The Chesapeake Bay Insulator Club hosts the 29th Annual Shrewsbury Insulator Show and Sale, Saturday March 11, 2017 at the Shrewsbury Fire Hall, 21 W. Forrest Ave, Shrewsbury, PA 17361. Show runs from 9:00 AM to 2:00 PM. Admission is FREE. For more info, contact: GUS STAFFORD at 717-790-9183 or email: gus.stafford@gmail.com

JUNE 23-24, 2017 (Friday-Saturday)

WASHINGTON, PENNSYLVANIA

The Insulator Collectors of America 2nd Annual ICA Expo at the Washington, PA Country Fairgrounds, 2151 North Main St., Washington, PA 15301. Show Hours: 2-Day Pass \$5: 3-6pm Friday, 7:30am-3pm Saturday. General Admission \$3: 9am-3pm Saturday only. Dealer Setup 1-3pm Friday and 7:30-9am Saturday. Dealer Tables \$35 with discount on additional. Room for well over 80 dealer tables and 12 exhibits. Famous Friday BBQ and Saturday Breakfast & Lunch ticket pack only \$25. Go to website: <http://www.InsulatorCollectorsofAmerica.com> for more details and to register, or call JOHN HOVANEK 216-392-3622. Hosted by the Western Reserve Insulator Club.

JULY 21-23, 2017 (Friday-Saturday)

COLORADO SPRINGS, COLORADO

48th Annual National Insulator Association Show and Convention in Colorado Springs, Colorado. The Show and Headquarters Hotel is the Hotel Elegante Conference and Event Center, located at 2886 South Circle Ave Colorado Springs, CO 80906. For reservations call (719) 576-5900 (mention NIA Insulator Show for our discounted rate) or visit the Shows website at www.nianationalshow2017.com where you can make hotel reservations, get a sales or display table, purchase a banquet ticket, sign up for the cog ride to the top of Pikes Peak, a group walk through Garden of the Gods, or get info on just about anything else you'll find at the Show. If you need further information or a show packet mailed, please phone or email any of the following:

Dan Gauron 719-492-0181 or alyeskaco@comcast.net
Mike Green 303-549-5028 or n2glass@centurylink.net
Mike Gaudy 970-215-0040 or mkgaudy@gmail.com
David Baron david-baron@msn.com



2017 National Insulator Show
Colorado Springs, CO
July 21 - 23



For Dealer Tables and Show Information contact:
Dan Gauron (719) 492-0181
Mike Green (303) 549-5028
David Baron (303) 888-8071
or Visit the Website at:
www.nianational2017.com



Upcoming Shows list maintained by:

Information Director Christian Willis information@nia.org

Send all changes and updates to above email address.



Member Classified Ads

Want to see your free "Member Classified ad" In Drip Points magazine? All due paying members of the NIA are entitled to a free ad in Drip Points once per year! The ad is text only, and can be up to 25 words in length. We make a best effort to get them in the next issue (space permitting). If we aren't able to, it will get pushed to the following issue.

Send ads to: Christian Willis admanager@nia.org (or 949-338-1404)

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 facebook.com/groups/nia.org

Drip Points Magazine publishing schedule

Issue	Number	Deadline	Mailing Date
Spring	3	February 10	March 1
Summer	4	May 10	June 1
Fall	1	August 10	September 1
Winter	2	November 10	December 1