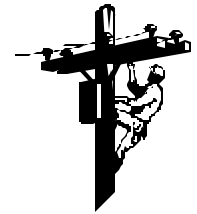




# Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

[drippoints@nia.org](mailto:drippoints@nia.org)

<http://www.nia.org>

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- ◆ NIA Annual General Membership Meeting Minutes ... *Bob Stahr*
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- ◆ From the Secretary ... *Glenn Drummond*
- ◆ From the Promotions Chair .... *Bob Merzoian*
- ◆ From the Awards and Recognition Committee ... *Bill Meier*
- ◆ From the Past Nominations Chair... *Jack Roach*
- ◆ From the Nominations Chair... *Jacqueline Linscott-Barnes*
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- ◆ Membership Director ... *Joe Beres*

**Available via e-mail**

**A NOTE FROM THE EDITOR**



Hello everyone, first I want to let anyone who missed the National in New Kensington know that you missed a great show. I would like to thank John Hovanec, Ron Barth, Tim Grantz, and Sharon Foster for all their work.

As many of you know, the NIA now has a new President and a new Eastern Region Vice President. Dudley Ellis is now the NIA

President, and Larry Novak is the new Eastern Region Vice President. Dudley Ellis was previously on the NIA board as the Treasurer, and this left a vacancy for Treasurer. Jack Roach, previously the Nominations Chair has stepped up to take over as the Treasurer (Jack was also previously a CPA). Jack taking on the Treasurers post, left the NIA without a Nominations Chair. The new Nominations Chair is now Jacqueline Linscott-Barnes. Thanks Jacqueline for helping out.

In addition to the shuffling described above, past NIA Secretary Bob Stahr, will change to a new position, the By Laws chairman previously chaired by Bill Rohde. Taking over as the new NIA Secretary is Glenn Drummond of the famed Steve Blair—Glenn Drummond Mid Ohio show-host team.

I think I covered everyone. There will be some new faces in this and coming issues of *Drip Points* with

the changes that have taken place. See the updated contact information on page 16 for the complete new list of NIA board and chair people.

On another front, I would like to mention that we are going to try something new in the electronic version of the *Drip Points*. In an effort to create incentive to take the *Drip Points* electronically via e-mail, we are going to include in each of the electronic editions, one club newsletter from a list of clubs that have agreed to participate. So in addition to the *Drip Points*, you will also get to see what is going on in some of the clubs around the country at no additional cost. You did know that you could get the *Drip Points* Electronically didn't you? If not see the Drip Notes in this edition for more information.

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

**A MESSAGE FROM THE PRESIDENT**



Sandy and I really enjoyed this year's National in New Kensington, PA. Congratulations are in order for show hosts John Hovanec, Ron Barth, Tim Grantz and the Western Reserve Insulator Club for providing one great show! The walk-in was good and many insulators found new homes. A very special thanks go to the collectors who took the extra time and made the effort to share their collections and provide us with the many superior exhibits. I would also like to give a big thanks to Sharon Foster, the person behind the scenes with the computer experience that really made things happen at the show, especially at the Awards Banquet. The hosts could not have done the show without her.

The location for the 2005 National was announced in the General Membership Meeting. You can expect another great National next year in San Jose, California hosted by Colin Jung, Dave Elliot and the Nor-Cal Insulator Club.

On Friday night of the National I took the reins from Tom Katonak and became your President. I consider it a privilege and a great honor to be your President. Before I talk about my goals I would be remiss not to thank the members of the Board and the Committee Chairs who have completed their

terms and move off the Board or their Committee. Kevin Lawless leaves the Board after serving his second tour of six years duty, moving through the President and Past President's positions for a total of twelve years. He also served four years as Executive Director and three years Promotions and Education Committee Chair. For all but three years since 1982 Kevin has either been on the NIA Board or a

Committee Chair. I thank him for his dedicated and tireless leadership and direction to the hobby. Steve Marks has become the Second Past President to replace Kevin. Ken Willick has completed two, three year terms as the Eastern Vice President. Larry Novak will fill his shoes. Ken has been very instrumental in the decision making of the Board for the last six years. We will miss him and his hard work. Bill Rohde leaves the Bylaws Chair after serving four years. He plans to concentrate his time on job training and new job responsibilities. We thank Bill for his dedicated service. I hope to continue to use Bill's experience in other ways. Bob Stahr has graciously agreed to move from the Executive Secretary position to the Bylaws Committee Chair. A major goal of this committee is to review and update our Membership Handbook.

In other changes to the Board and Committee Chairs, we welcome Jack Roach, past Nominations Chair, as my replacement for Treasurer, Jacque Linscott-Barnes

will take over the Nominations Chair, and Glenn Drummond will take on the responsibilities of the Executive Secretary. I know all of these volunteers will serve you well.

**The location for the 2005 National was announced in the General Membership Meeting. You can expect another great National next year in San Jose, California hosted by Colin Jung, Dave Elliot and the Nor-Cal Insulator Club.**

Finally, I would like to thank Tom Katonak for his two years as your President. Tom leaves big shoes to fill. He has worked hard at promoting our hobby and also educating collectors

about altered and fake insulators. In his First Past President's position he will continue working with the Authentication and Classification Committee to further our understanding and identification of fake and altered glass insulators. I thank Tom for my smooth transition into the President's position. He took the initiative early to answer my questions and fill me in on the issues that have and still face the NIA. I really appreciate Tom's support for me and his devotion to the hobby.

I presented some of my major goals to the General Membership in New Kensington. A summary of some of those goals follows:

I look forward to providing encouragement and support to our Promotions Committee chaired by Bob Merzoian. Bob expects to quickly complete the NIA promotions video that is in its final stage of production. My goal is to work with the committee to implement new programs that will encourage and promote youth participation in

*(Continued on page 3)*

the hobby. Additionally, I would like to see the development of press packets about our hobby and its history. These packets can be used by clubs and individual collectors to give to local and antique newspapers to encourage and assist in making write-ups about our hobby. I know Bob's committee will also develop other innovative ideas to promote our great hobby.

I have asked all the Committees Chairs to add additional committee members from the various regions to their Teams. The increase means that more NIA members will be involved in the operation of your NIA. Additional members will provide fresh ideas to the committees, increase the number of Board and Committee members available to communicate with the rest of the hobby, and give more NIA members the opportunity to train for future positions within the NIA.

The Authentication and Classification Committee will provide additional testing of glass insulators and will provide the results to the membership. Unscrupulous people will continue to make and try to sell you fake and altered insulators. We can not stop the production of fake and altered insulators but I believe that the best defense is to better educate the hobby to identify these type insulators. I have asked the Committee to seek more aggressive ways to educate the hobby on fake and altered insulators.

The Board has approved my request to establish an ad hoc committee to look at various issues dealing with insulator shows. I am in the process of putting this committee together. I will encourage the committee to review the current NIA show and facility stan-

dards and make needed changes. Additionally some of the issues they will review are: How can the NIA encourage show host to put on a show? How do we get dealer support for a show? How do we get exhibitor support for a show? How should the NIA support shows over and above our reimbursements for advertising and providing affordable show insurance and free display awards? Does the NIA need to put more funds into a sanctioned show? If so, where will these funds come from? Do we need to change the structure of Region Shows or do away with them all together? I expect the Committee to help answer these and other questions and report back to the Board with their findings.

I have asked Jacque Linscott-Barns our new Nominations Chair to develop a list of NIA members willing to serve the NIA in some capacity. We do need your help and your support. Please contact either Jacque or myself and let us know how you are willing to serve the NIA. You can find the list of contact information for all of the Board and the Committee Chairs in this issue.

Finally, I strongly encourage the Board, Committee Chairs, Committee Members and the NIA membership at large to communicate with one another. I have reminded the Board and the Committee Chairs that one of our key missions should be to attend shows, talk to the collectors to gain their insight on how to improve our hobby and then to share that information with one another. The Board and I are open to your ideas and need your support to continue our hobby's growth. By the time you read this message I will have attended the DJIC Swap Meet in Huntsville,

Alabama on August 21, the Western Region Show in Denver on August 27 -29 and hopefully will have had the opportunity to talk with you about our hobby. The Mid-Ohio Show in Springfield is on November 6-7, 2004. I hope to see you there. Please take time to introduce yourself and let me hear your ideas.

Remember to support your local shows and enjoy the fellowship of your fellow collectors.

I presented some of my major goals to the General Membership in New Kensington. My theme for the year is, "Tell someone about your hobby".

Thank you for your support.

**Dudley Ellis, NIA #5085  
NIA President**





arise at personal residences. The Board wants to reserve the use of its insurance to show halls, hotels, parks, fairgrounds, etc., where other entities have some oversight (i.e. fire marshals, building inspectors, etc.)

A second rule change with respect to the insurance available from the NIA has to do with potential claims. To date no claims have ever been filed under the NIA insurance policy. However, in this world of ever-rising insurance premiums, the Board is concerned about the potential for a claim being filed that might otherwise be better addressed internally without seeking reimbursement from our insurance company. Thus, in the event that a situation occurs wherein a show host or club feels that a claim under the insurance policy may need to be filed, the show host or club must now first present the claim to the NIA's Treasurer for review. [Please see new Administrative Show Rule #18 below for these two changes.]

The third Administrative Rule change has to do with the use of the NIA's model Dealer and Exhibitor Agreements. If a show host or club is going to produce an NIA Sanctioned Show, then that show host or club must utilize the language in the model Dealer and Exhibitor Agreements which appear in the NIA Membership Handbook. The Board found that there were too many variations to the contracts being utilized by show hosts and clubs. For the sake of uniformity, the Board has

decided to mandate that the language in the model agreements be utilized for all NIA Sanctioned Shows. [Please see new Administrative Show Rule #3 below.]

Finally, the Board decided to further define its already existing rule regarding indemnification. [Please see new Administrative Show Rules #1 and 2 below.]

Here are the newly revised Administrative Show Rules:

**The Board has also decided to restrict the use of insurance obtained through the NIA to individuals and clubs putting on shows in non-residential locations.**

The host assumes complete financial profit-or-loss responsibility for the show.

The host agrees to indemnify and hold harmless the NIA, and its Directors and Chairpersons, from any liability from participant or attendee activities including but not limited to:

- Damage to, or theft of, participant property;
- Damage done to the facility by any party; and
- Injury to any show participants or attendees.

In the case of NIA sanctioned shows, Show Hosts are required to utilize the language in the model Dealer and Exhibitor Agreements found in this handbook.

18. The NIA strongly encourages and recommends that show hosts obtain adequate insurance coverage when hosting an event. The NIA can provide a general liability insurance policy to show hosts hosting shows at non-residential locations. The Show

Host should contact the NIA Treasurer and provide him/her with the following:

**The name of the host and/or club (who/which needs to be an NIA Member in good standing).**

**A check in the amount of the current processing fee (\$50 in 2004); and**

**The name, address, phone and fax number where the event is taking place.**

The Treasurer will forward the information on to the NIA's insurance agent, who will issue a Certificate of Insurance directly to the host and a copy to the Treasurer for the NIA's records. Any claims under the policy must first be submitted to the NIA Treasurer.

For more information please visit the NIA's website, [www.nia.org](http://www.nia.org) to see the entire NIA Membership Handbook. And, if you should have any questions, please do not hesitate to contact me.

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







a case against the perpetrators, all of the evidence has been returned to its owners. Howard will pursue, through the freedom of information act, a written report on the investigation. This is Howard's last year as Western VP.

Ken Willick, Eastern Region VP, made his report on the Eastern Region. All seems well in the region with lots of shows and swap meets occurring. Ken reminded everyone that Larry Novak will be the new Eastern VP at the close off this meeting.

Ed Peters, Central Region VP, gave a favorable report on the Central Region. Ed then asked for a show of hands from the NIA members present who thought that the NIA should get rid of the Regional concept. He also asked how many felt that they should keep the Regionals. By an overwhelming show of hands it was evident that the membership present wanted to keep the Regionals. At this time, Ed reminded everyone

that anyone that wanted to keep the Regionals that they should apply to host one someday.

Bob Stahr reminded everyone of the upcoming Western Region show in Denver, CO. He then announced that no bids have been received for Regionals in 2005. Bob announced that the successful bid for the 2005 NIA National Show was made by Colin Jung and the NORCAL Insulator Club. The location will be in San Jose, California.

Bob introduced Colin Jung, who talked about the show facility and all the amenities in the area. This show is on July 8 thru July 10, 2005. Colin reminded members to book early due to a limited amount of sales tables. Colin would be set up at Howard Bank's table to sell tables.

Tom Katonak then got up to thank everyone for electing him President and said he really enjoyed his time in that position. Tom then in-

troduced Dudley Ellis the incoming President.

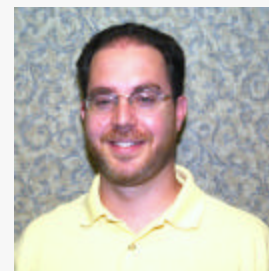
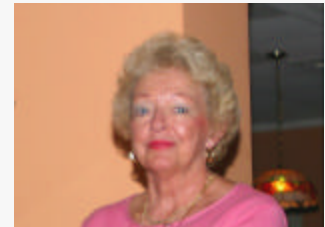
Dudley went over the key goals of his administration, including getting youth involvement, increased education on fakes and altered insulators, and expansion of committees. He advised that Glenn Drummond would be taking over Executive Secretary, Jackie Linscott Barnes would be taking over Nominations, Jack Roach would be the Treasurer, Bob Stahr would be Bylaws Chairman, and Larry Novak the new Eastern VP.

A motion was made by Alan Stastny to adjourn the meeting and seconded by Jack Roach. The meeting adjournment was approved by the membership at 6:09 pm.

Respectfully Submitted  
This Day August 9, 2004

**Robert B. Stahr, NIA #4186**  
**NIA Secretary**

***See your new updated NIA staff contacts on page 16. There have been many new additions and some changing of job functions. All of these folks are new or have different NIA job functions.***





**FROM THE HISTORIAN**



**Show Sales Table Strategies**

Preparing for the National made me realize that decisions about what to put on a sales table are much like the strategies used by network executives to program their TV show line ups. Since I occasionally teach mass communication courses, I know that networks may schedule programs that directly compete with others in the same time slot, or may counter program with something completely different, among other programming options. The same can be done with the sales stock a dealer puts out at a show.

Glass insulators are the most popular collectable at a show so a dealer may decide to bring only glass. The advantage of this is that there will be a lot of people looking for glass. The disadvantage is that there will be so much glass that buyers can be picky about condition and are likely to bargain on price. Unless you have great glass, there is also the chance that common looking sales stock will not get much consideration. This is why I did not bring any damaged insulators to the show and brought the most expensive pieces I had in my sales stock but eventually shifted strategies.

One variation on this strategy is to focus on a niche such as all power pieces, all purple insulators, only Hemingray insulators, or insulators

with tie wires. The difficulty with this strategy is that it is hard to come up with this much sales stock unless you recently purchased a collection with that focus. A version of this strategy is to have several of the same

insulators for sale in varying conditions so the buyer can make their own cost-benefit determination. I saw this strategy used on a table that had several purple CD 162s. Some dealers use the opposite of this strategy by purposely removing any choice and starting with the worst piece on their table hoping the buyer will have to buy a second piece to upgrade from the first piece they bought.

A counter programming sales strategy involves selling something completely different like porcelain, go-withs, reference materials, or unusual insulators. The advantage of this strategy is that people looking for these are more likely to spend time at your table and have fewer tables to choose from to spend their money. The disadvantage is that there are fewer people looking for this kind of sales stock. However, a dealer can get to know their customers better using this approach and get a better feel for the market, can pre-arrange deals with known, interested customers, and can be the person to whom people sell these kinds of items. At the National, it seemed this strategy worked for me since I bought two collections from walk-ins that contained books and porcelain, items I was selling on my table. I then turned around and sold a few of the books to people I knew where looking for them at the show.

A third strategy could be called the

variety show -- put a little of everything on your table. I tried this for a while but it made my table look cluttered, and made it hard for buyers to put together a package of several items in the reasonable expectation of a quantity discount.

**The discounters usually appear on the last day of the show and offer deals ranging from 20 - 50%**

Mass marketers bring dozens of the same insulator and wholesale them. I saw one dealer do this on the second or third day of the show. This is a great way for dealers to get sales stock, especially those from different, distant locations that won't be competing with others making the same purchases. The problem for the seller is that it can result in all the good pieces getting grabbed and all the damaged pieces being left behind. Box lots with some mint and some less than mint pieces work better from the sellers point of view. I saw Larry Veneziano sell buckets of dirty Mickey Mouse insulators at the 1997 Chicago national and the McDougalds sell box lids of low priced insulators at the 2003 Wheaton show this way with a great deal of success.

The discounters usually appear on the last day of the show and offer deals ranging from 20 - 50%. Most shameful in this category is the dealer who puts a price tag on a piece for twice what it is worth and then puts the piece in the half price section. Sadly, I saw this going on at one well known dealer's booth where CD 235 carnival Pyrex insulators were priced at \$70 and offered for half price. On the other hand, I saw some real bargains in the half price section of Dennis and Jeannie Weber's table such as a Maccomb pony originally priced at \$75 of-













**From the Treasurer**

**2003-2004 FINANCIAL REPORT  
NATIONAL INSULATOR ASSOCIATION  
6/30/2004**

**Jack Roach, NIA #4156 Treasurer**

<b>Beginning Balance-General Fund</b>	<b>7/1/2003</b>	8905.34
<b>Museum Exploratory Committee</b>		972.01
<b>Authentication/Ethics Account</b>		2196.75

**Revenues**

Donations	100.00 *	
Membership Dues	9728.00	
Miscellaneous Income	710.00	
Product Sales	2459.25	
<b>Total Revenues:</b>		<b>12997.25</b>

**General Fund Expenses**

Advertising	710.00	
Bank Charges/Taxes	0.00	
Marketing Products	1341.07	
Misc. Postage	1225.75	
Misc. Printing	753.53	
Misc. Supplies	464.48	
Misc. Professional Services	1299.40	
Crown Jewels Rebates	178.00	
Drip Points Printing	2782.56	
Drip Points Postage	934.95	
Show Advertising Subsidy	191.01	
Show Awards	32.00	
Stationery Supplies	0.00	
Telephone	78.54	
Special Projects	722.37	
Education Disp Postage	111.39	
<b>Total Expenses:</b>		<b>10825.05</b>


<b>Closing Balance, General Fund:</b>		<b>11077.54</b>
<b>Museum Exploratory Committee Expenditures</b>	0.00	
<b>Museum Exploratory Committee Balance</b>		972.01
<b>Authentication/Ethics Account Expenditures</b>	0.00	
<b>Authentication/Ethics Account Balance</b>		2196.75 *
<b>Total Balance on Hand 6/30/04</b>		<b>14246.30</b>

\* \$100.00 donation will be reflected in Authentication/Ethics Account 7/01/2004





## Pittsburgh National Posts Record Sales

NIA Product Marketing sold a record  
\$2354.33 at the NIA 35<sup>th</sup> annual show!  
We also made a nice profit of nearly \$1,000  for the promotion of  
our hobby in 2003-2004!

Take a look at the latest products available on our website:  
[www.nia.org/products](http://www.nia.org/products)

*Order your NIA engraved name badge or club bar (WRIC, MVIC, LSIC, CFIC  
etc.) today!*

See order form in back of this publication!

Our newest item will be a decal/bumper sticker.....details of availability  
coming soon!

I am looking for show attendees to help promote NIA product sales across  
the USA.

If you are interested in helping to sell a small assortment of items  
at a NIA sanctioned show, please contact me for details.

The NIA board works very hard to keep its members  
updated with association needs & issues, show updates, as well as,  
advances in  
education, promotion & research of the insulator hobby.



Special thanks to all who help support the NIA goals, through their  
purchases!



Looking forward to serving another  
successful year!

Carolyn Berry  
Product Marketing  
Chairman - NIA # 4336



**2004 NATIONAL INSULATOR ASSOCIATION**

**BOARD OF DIRECTORS**

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

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

**Steve Marks, NIA #4951 Second Past President**  
2601 Laclede Avenue Richmond, VA 23233  
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**Larry Novak, NIA #5889 Eastern Region VP**  
12604 Eldrid Court Silver Spring, MD 20904-3505  
301-680-8910  
insulators@sweetlucybrown.com

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

**Howard Banks, NIA #900 Western Region VP**  
1560 Hugo Road Merlin, OR. 97532  
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**Kevin Jacobson, NIA #6720 Information Director**  
1102 West Aster Drive Phoenix, AZ 85029-2808  
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kwjacob@icsaero.com

**Glenn Drummond, NIA #537 Secretary**  
600 Co. Road 87, Notasulga, AL 36866  
334-257-3100  
pat.eighteenseventyone@verizon.net

**Jack Roach, NIA #4156 Treasurer**  
8 Tremont Trace Wimberly, TX 78676  
512-847-7302  
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**Joe Beres, NIA #563 Membership Director**  
1315 Old Mill Path Broadview Heights, OH 44147  
440-526-3478  
jjjb@aol.com

**STANDING COMMITTEE CHAIRPERSONS**

**Charles Bibb, NIA #6097 Ethics**  
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662-265-5134  
zedkay@bellsouth.net

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

**Bob Stahr, NIA #4186 By-Laws**  
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630-231-4171  
bob@hemingray.com

**Jacqueline Linscott-Barnes, NIA #1380 Nominations**  
3557 Nicklaus Drive Titusville, FL 32780-5356  
407-267-9170  
bluebellwt@aol.com

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

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

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

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

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

**2004 NIA MEMBERSHIP NEW/RENEWAL FORM**

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

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



**Note New Dues Schedule!**

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

=====  
 (Check appropriate Class)      Regular\_\_\_\_ Family\_\_\_\_ Junior\_\_\_\_ Club/Org.\_\_\_\_

(Check Years of Payment)      Single year\_\_\_\_ Multi-year\_\_\_\_

***Please Print***

**Name** \_\_\_\_\_

**NIA # (If Renewal)** \_\_\_\_\_

**Address** \_\_\_\_\_

**City** \_\_\_\_\_

**State/Province** \_\_\_\_\_

**Zip/Postal Code** \_\_\_\_\_ (+4) \_\_\_\_\_

**Country (If Non U.S.)** \_\_\_\_\_

**Telephone Number** \_\_\_\_\_

**E-Mail Address** \_\_\_\_\_

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

Please include my Telephone Number      **Yes**\_\_\_\_ **No**\_\_\_\_

Please include my E-Mail Address      **Yes**\_\_\_\_ **No**\_\_\_\_

**Note:** I Would like to Receive Drip Points in the Following Format.      **Paper**\_\_\_\_ **Electronic**\_\_\_\_  
**(Check Only One Choice) (Need E-Mail Address for Electronic)**

**Additional Family Members**

**Name** \_\_\_\_\_ **Nia# (If Renewal)** \_\_\_\_\_

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

Signed \_\_\_\_\_

Date \_\_\_\_\_ Amount Enclosed \$ \_\_\_\_\_

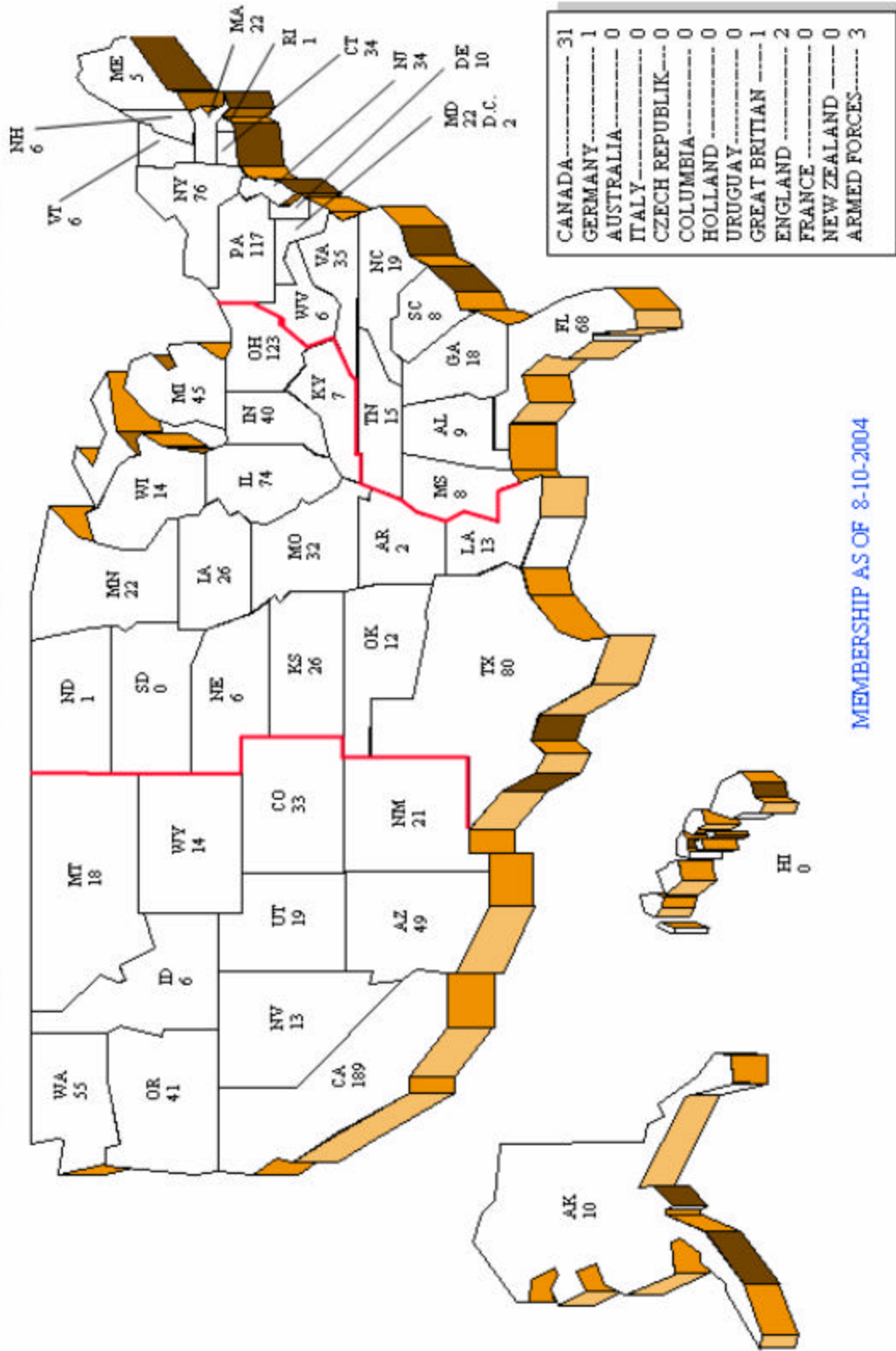


**2004 NIA MEMBERSHIP BY STATE AND COUNTRY**

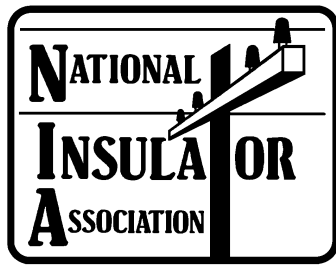
West - 470

Central - 523

East - 522



MEMBERSHIP AS OF 8-10-2004



Fall 2004  
www.nia.org/products



**Mens' Golf/Polo Shirts\*** embroidered logo; some with pockets **Price Qty Total**

\*Please call or email me for all color / styles available: \$30 - \$41

=>=>NEW \*S/S golf - yellow pique w/ navy & royal blue collar/sleeve. (\$38)

**Ladies' shirts** -- embroidered logo

\*Sleeveless- stonewash blue denim - All sizes (\$32)

=>=>NEW \*S/S golf - yellow pique w/ navy & royal blue collar/sleeve. (\$38)

**Denim Shirt** --

**Men's** - Heavy wt. pre-shrunk cotton -- stonewash blue -- left-side pocket

Embroidered logo S \_\_\_ M \_\_\_ L \_\_\_ XL \_\_\_ \$32.00

\*S/S \_\_\_ \*L/S \_\_\_ 2X \_\_\_ \$35.00

**T-Shirt** -- Hanes Beefy 'T' - Ash gray - Screen-printed logo (front & back)

L \_\_\_ XL \_\_\_ (\$15) 2X \_\_\_ (\$16)

Hanes Beefy 'T' - Heavy weight - Ash Gray; embroidered logo on left front, only!

M \_\_\_ L \_\_\_ XL \_\_\_ 2X \_\_\_ (\$20) L \_\_\_ XL \_\_\_ 2X \_\_\_ (\$22 w/ -pocket)

Seafoam Green; embroidered - M \_\_\_ L \_\_\_ XL \_\_\_ (\$20) 2X \_\_\_ (\$22)

**Sweatshirts** -- Heavy weight - Ash gray - Screen-printed logo (front & back)

S \_\_\_ M \_\_\_ (\$16.00) L \_\_\_ XL \_\_\_ (\$20.00)

=>=>NEW\*\*Embroidered logo- M \_\_\_ L \_\_\_ XL \_\_\_ (\$25) 2X \_\_\_ 3X \_\_\_ (\$30)

=>=>NEW\*\*Zippered - Hooded - Embroidered logo- L / XL (\$35) 2X (\$40)

**Embroidered Cap** -- Stone/ Navy or Khaki / Green, low-rise, embroidered logo ( \$16)

**Denim Cap** -blue denim, low-rise, embroidered logo \$16.00

=>=>NEW\*\*13 oz. Glass Mug w/ Faux Etched NIA Logo \$8.00

**Mug** -- 10 oz. - white ceramic coffee mug w/ screen-printed logo \$7.00

**Patch** -- light blue back w/ embroidered logo/red embroidered edge \$4.00

**Koozie™** -- The original Koozie™ fits any standard beer / soda can

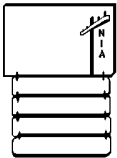
Silver screened NIA logo on: NIA blue \_\_\_ red \_\_\_ green \_\_\_ \$2.25

**NIA Lapel Pin** - etched enamel tack pin with NIA logo \$5.00

**Decal** -- light blue w/ logo- red border; for inside car window \$1.00

**Name Badge** -- white badge engraved w/ blue letters - screen-printed logo epoxy pinback, beveled edges (fill in form below) \$12.00

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



**Women's Size Chart :**

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

**Men's Size Chart :**

S (32-34) M (36-38) L (40-42) XL (44-46)

2X (48-50) 3X (52-54)

**Subtotal** \_\_\_\_\_

**U.S. Postage** \_\_\_\_\_

**Total Enclosed** \_\_\_\_\_

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City/State/Zip \_\_\_\_\_  
Telephone \_\_\_\_\_  
Email address \_\_\_\_\_

**\*All sizes of shirts are orderable\***

**\*\*U.S. Postage :** \$5.00 for the first item & \$1.50 for each additional item ordered.  
Postage for Patches, Decals, Pins or Name Badges/Bars are \$0.50 per item. \*\*for non-US postage, AK & HI, please contact me for an exact postage quote!!

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

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

Name \_\_\_\_\_ NIA # \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Name \_\_\_\_\_ NIA # \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_

Bar: \_\_\_\_\_ Use the back of this order form for additional badge/bar orders





# GREATER CHICAGO INSULATOR CLUB NEWSLETTER



Volume 12, Number 6

August 2004

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## Club Newsletter Goes National

At the NIA Board meeting before the National show, the club offered to have periodical issues of its newsletter sent to members of the NIA who receive their Drip Points electronically. The club would get additional publicity for their newsletter, NIA members would get something extra for getting the Drip Points electronically, and the NIA would save money by encouraging more people to take the newsletter electronically. This is the first issue being sent out that way.

## Hog Roast Show Report

**Alan Stastny** continues to put on a spectacular gathering every summer with his hog roast swap meet.

The weather was beautiful. Although there had been quite a bit of rain in the weeks before, it cleared up about Wednesday and was clear for the weekend.

Entertainment on Friday evening consisted of an excellent accordion player enjoyed by approximately 80 people. The crowd enjoyed two hours of playing during the meal.

Alan Hohnhorst said he had a good time. Steve Blair set up at the swap meet. Robert Nobbe didn't make it this year, however.

## Club Elections Coming Up

If interested in running for a club office, let one of the current officers know. Elections will be at the end of the year.

## National Show Report

Lots of club members made it to the national year since it was only about 500 miles away. For most club members, they could get drive on the Interstate highway for 99% of those miles.

**Bob Stahr** arrived at the show before anyone else, pulling into New Kensington, PA on Sunday before the show so he could do research at local libraries. He spent the next several days reading microfilm that he could not get through interlibrary loan. Lots of interesting information was found on numerous companies including Hemingray, Brookfield, and King City Glass Works (K.C.G.W.) in Glass and Commoner. We look forward to future articles on his finds.

The club brought the stanchions for the displays along with the Surge insulators and rope to provide security for the displays. In exchange, the show hosts gave the club a full page ad in the show directory which included an application to join the GCIC.

The club had a strong representation in both exhibits and sales tables. Dealers from the club included **Mark & Elaine Corriero, Jim & Joan Crandall, Sandia Harrison, Andy Polivka, Bill & Jill Meier, Ed & Connie Peters, Rick Soller, Bob Stahr, Alan Stastny & Joan Chapman, and Jason Townsend & Daniella Flynn.**

**Jason Townsend's** display of rare colorful porcelain took the NIA award for the best porcelain display. Many people thought the large grouping of porcelain Harloes was the most impressive part of the



display, however, at least one person (Michelle Kotlarsky) thought the pink spool was the best piece in the display.

The club award for best use of power insulators went to **Alan Hohnhorst** for his display of porcelain multipart. The display included an awesome lime green multipart as well as some interesting pins. Several original crossarms were bolted together with large wooden pins in the center one. There were also pole tops with holes in the top and a pin coming out of the hole.

**Bob Stahr** did an educational display in the specialty category on insulators and bottles in a color he calls Covington Hemingray Blue. This was a color produced from approximately 1852 to 1880 and is different with the regular Hemingray blue common in pieces made in the 1920 to 1929 time frame.

**Rick Soller** put together a humorous display in the general category on hazards faced by collectors hunting in the wild (e.g., skunks, bees, spiders, and scorpions). Noteworthy in the display was an aqua Hemingray-42 with a nail and a white milk CD 154 Hemingray. Rick was entered in the general category.

**Alan Stastny's** display of Railroad Insulators along with stock certificates from railroad companies won the Chesapeake Bay Insulator Club (CBIC) award for best use of railroad insulators. The display handout provided a nice list of both porcelain and glass insulators with railroad markings and the meaning of the abbreviations on them. Also included in the display was a steel insulator with the steel pin used by the Dayton (OH) City Railway. Alan was entered in the specialty category.

**Bill & Jill Meier** did a display of colorful glass insulators made by Hemingray in designs not typically thought of as colorful (i.e., insulators other than CD 145's, 151's, and 162's). They were entered in the color category.

A new fashion emerged at the national. Without any pre-show conferring, several attendees sported a goatee. Of course, club president **Bob Stahr** already had one but club newsletter editor **Rick Soller** grew his right before the national to see how many people thought he was Bob.

**John McDougald** was also spotted with a goatee as well as former NIA president **Steve Marks**. In fact, most of the NIA board has some kind of facial hair (except for Carolyn Berry). Last year, moustaches seemed to be most popular.

One of the highlights of the show was getting to see several of the rare Twiggs insulators that were recently discovered in an antique store.

I did not hear about too much parking lot dealing but was lucky enough to buy a collection of books from one collector who was getting out of the hobby and got more books and about 60 Kinble-830s from another collector. The Kinble-830s are going to end up as trophies given away at a speech tournament this December hosted by the College of Lake County.

### Classified Ads

Insulator-related ashtrays wanted.

**Rick Soller**

4086 Blackstone Ave., Gurnee, IL 60031,  
Com574@clcillinois.edu or (847) 782-8602.

Insulator Boxes for Sale. Contact:

**Jason Townsend**

PO Box 521  
Newark, IL 60541.  
(630) 667-3357.  
Jtins76@aol.com

Insulator Boxes for Sale. Contact:

**Andy Polivka & Sandia Harrison**

165 Saddle Brook Drive  
Oak Brook, IL 60523.  
(630) 960-5036. Sandia@fpeinc.com.

## Iowa Swap Meet Report

In June, **Tom Murphy, Dave Shaw, Wayne Alexander, and Skip Lowe** hosted their annual swap meet at the local park in the Toledo/Tama, Iowa area.

Once again, Russ Frank and I headed to show early to visit collectors and hunt for insulators along the way.

The best memory along the trip was driving through a small town in Iowa a little past 6 p.m. and Russ saying, "Look, an antique store open after 6 p.m." We immediately turned around and spent the next 4 hours in the town.

First we looked through the shop and picked out some low priced antiques. In the process, we talked to the shop owner about what we were doing and she started telling us about the local power plant built on the river a few blocks down the road.

She then took us to the local school where we met members of the historical society and saw their collection of insulators. Following this, we were introduced to the current owner of the property on which the power house sits. We inspected the outside where I found the top to a peacock CD 162 all broken up inside and saw the bushings embedded in cement where the power lines entered the building.

The current owner also gave us a tour of the inside of the building. Most of the turbines have been removed and the one remaining one was in a pit. I took as many pictures as I could. The current owner also had all the employment records for the place going back to about 1907 when the power plant was opened.

We then saw the collection of another town resident before heading back to the antique store to get our purchases. We met the proprietor of the antique store at her house across the street where she showed us other documents from the power house including orders for D.G.D.P. no. 19s in clear (Deep Groove, Double Petticoat,

Hemingray No. 19s.). I'll bet these turned purple on the line.

An NIA museum documentation trip is in the works for the future where collectors are encouraged to "descend" on the area and help ID the insulators and the power house.

## Upcoming Events

Sunday, August 15, 2004, 9 a.m. - ??

Club swap meet sponsored by

**Mark & Elaine Corriero**

Cedarwood Center

2220 Western Avenue

Park Forest, IL 60466

Take I-57 South to US-30/Lincoln Highway and go east (left) for about 3.5 miles to Western Ave. Go right (south) on Western Ave. about 1.5 miles. On the left side (east side) is the Cedarwood Center.

Bring a table if you have one. For more information, e-mail Mark & Elaine at [woodzman@earthlink.net](mailto:woodzman@earthlink.net).

Sunday, August 29, 2004

9th Annual Tristate Insulator Show

1476 Hine Road, Ross, OH 45013

Contact: **Alan Hohnhorst**

(513) 892-3720

Saturday, September 18, 2004

4th Annual Racine Club swap meet

Sponsored by **Randy Wesner**

434 Blaine Avenue, Racine, WI

11 a.m. - 4 p.m., Noon lunch

For more information, call

(262) 633-0756 or e-mail

[74dodge@sbcglobal.net](mailto:74dodge@sbcglobal.net)

Go North on I-94 to Highway 20. Exit at Hwy 20 and go east. Go about 7 miles to Blaine Ave. Go north 3 blocks where Blaine seems to end, turn left and then the next right back on to Blaine.

For pictures of past swap meets, go to: <http://www.insulators.com/clubs/gcic/>