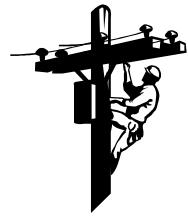




Drip Points



QUARTERLY NEWSLETTER OF THE NATIONAL INSULATOR ASSOCIATION

dripoints@nia.org

<http://www.nia.org>

In this issue of *Drip Points*:

- ◆ Editor's Note ... *Kevin Jacobson*
- ◆ From the President ... *Steve Marks*
- ◆ From the First Past President ... *Kevin Lawless*
- ◆ Regional Reports... *Tom Katonak, Ed Peters, Ken Willick*
- ◆ Note from the Secretary...*Bob Stahr*
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- ◆ Financial Report ... *Dudley Ellis*

A NOTE FROM THE EDITOR

Hello everyone, I want to take an opportunity to let all of you know that I will be at the National this year and that I would welcome a chance to meet and speak with all of you.

As Information Director for the NIA and publisher of "Drip Points", I would most appreciate comments or suggestions regarding "Drip Points" or publishing of other information to the NIA members.

I will be at Table #2 right inside the main entrance to the show hall. Please stop by if you have any suggestions, or if you just want to say "hello".

I would also like to remind you that it is not too late to vote for the Western Region Vice President. The paper version of the ballot for

Western Region Vice-President was the first page of your last (Spring) Drip Points. Alternately you may cast your Ballot electronically by going to the NIA Homepage, click on the Electronic Voting ICON and follow the instructions or you may go directly to the voting page at <http://www.nia.org/voteform.htm>

Only members in the Western Region should actually vote. If you live in: **Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington, Wyoming, Mexico (all), Canada (Alberta, British Columbia, Northwest Territories, Yukon), Australia or Asia** then you are in the Western Region.

Also in this issue, don't miss the article by Kevin Lawless. He has important news regarding this

years Eastern regional and next years as well.

Also, every NIA member is encouraged to attend the Annual General Membership Meeting. This will take place on Friday, July 5th at 5:00 p.m. at the University Park Holiday Inn in Ft. Collins, Colorado. **This is only open to NIA members.**

Please don't miss important new information in the SPECIAL NIA BOARD ANNOUNCEMENT on page 8.

See you at the National!

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

A MESSAGE FROM THE PRESIDENT

In March, shortly after the last issue of "Drip Points," I initiated some changes to the names and functions of the Board's Committees. These were subsequently approved by the entire NIA Board.

1. The "Research & Authentication Committee" will now be called the "Authentication and Classification Committee." John McDougald will continue on as Chairman. The change in name is to better reflect the nature of this committee's work. The committee's goal is not only to deal with the authentication of insulators and related items, but also to address other standards issues, including efforts to ensure the perpetuity of CD assignments.

2. The "Promotion & Education Committee" will be split into two committees. Bob Berry will chair the first committee. That committee will be called the "Research & Education Committee." This committee will maintain the NIA website, and in particular Bob Berry will be the NIA's "webmaster." The committee will actively conduct research, for example the Smithsonian project.

I want to be clear as to how this committee differs from the Historical Committee. The new "R&E Committee" will work on new areas of research, and will publish that information to the public, primarily through the NIA website and "Drip Points;" while the Historian's job is to be focused on maintaining and archiving existing documents, photos, catalogs, etc., with respect to the NIA and the insulator collecting hobby in general.

3. The second committee will be called the "Promotions Committee." In effect this will be a new position. The goal of this committee will be to promote the NIA and inform the public about the insulator-collecting hobby. The ultimate goal for this committee is to make insulator-collecting more visible to the public. In order to accomplish this goal the NIA needs a dynamic leader who will have several members throughout the three regions on their committee to contact non-insulator clubs (i.e. museums, libraries, boy and girl scouts, schools, civic organizations, etc.). If you know of someone that might fit the requirements, or if you yourself are interested, please forward your resume to Jack Roach the NIA's Nominations Chairperson.

This will be my last column as NIA President. During the Ft. Collins National my term will come to an end and Tom Katonak will take over the helm.

This will be my last column as NIA President. During the Ft. Collins National my term will come to an end and Tom Katonak will take over the helm. I would ask that you give Tom your input and full support. I will of course continue to serve on the NIA Board for the next four years as a Past President. At this time my current plans are to retire from serving the NIA after the 2006 National. In other words folks, I will have put my ten years in and intend to take a break! Through the hundreds of phone calls, e-mails, personal one-on-one conversations, etc., there are several things that stand out which I am extremely proud of:

1. Starting the Grand Canyon State Insulator Club.
2. Revising the NIA Code of Ethics and Grading Standards.
3. Hosting the 30th Annual NIA Convention in Scottsdale with my wife Melanie and the Grand Canyon State Insulator Club.
4. Incorporating the NIA.
5. Rewriting the entire NIA Manual.
6. Implementation of on-line membership applications and election ballots.
7. Creation and distribution of an NIA National Show Host Award.
8. Taking a firm stance on fakes, unauthorized reproductions, etc..

None of these things, however, would have been possible without the cooperation of the NIA's other Board Members, Committee Chairpersons, and the enthusiastic collectors of The Great State of Arizona! And for that I am very grateful. Remember, our hobby is driven by volunteers. In fact the hobby's very survival completely depends on volunteers. If I have any parting words of wisdom it is this: Get involved! Cook food at a local club meeting, sell raffle tickets at a show, start a club, educate others, attend a local show, volunteer for an NIA Chairmanship or Board Position, host a show, whatever, just GET INVOLVED in this wonderful hobby that we call insulator collecting! You and the rest of us will all benefit from it.

**Steve Marks, NIA #4951
NIA President**

FROM THE FIRST PAST PRESIDENT

Dear fellow NIA members:

Sorry I missed the last Drip Points, but I will make up for it this time around.

On February 27 and 28 and March 1, a contingent of NIA members arrived at the National Museum of American History for the third straight year to perform numerous tasks, including completing the inventory of the collection housed at the museum, as well as researching the incredible technical archives and scanning and copying documents important to the insulator industry in America. Participating were Elton Gish, Carol McDougald, Doug MacGillvary, Larry Novak, Rick Soller, Ken Willick and yours truly. Once more Nance Briscoe was a splendid hostess and, despite the efforts put forth this year, much is left to be completed. The three days at the Smithsonian passed MUCH too quickly.

Following the three day work project, we all regathered in Maryland Line, Maryland for the Chesapeake Bay Insulator Club's fine annual Spring Show. A full house greeted a nice assortment of dealers, including past NIA Presidents Baldwin, Bobb and Lawless, North Carolina's Doug Williams and Scott Pahl; Connecticut's Al & Ginny Way; Pennsylvania's Claude Wambold and Jeff Katchko; and an excellent cross section of enthusiastic CDIC members. Congratulations on a fine show!

The Yankee Pole Cat Insulator Club held their annual Spring Show on April 7 in Enfield, Connecticut and it was another terrific show, full of sales tables and with little aisle space for the bulk of the show! It was great having Larry Novak (Maryland), Charlie and Sandy Irons (Delaware) and Jack Roach (Texas) join us! Perennial show host Doug MacGillvary gets far too little credit for more than TWENTY YEARS of hosting this great Northeast show.

I had to skip this year's Ottawa Valley Insulator Show in Perth, Ontario (the first OVIC show I've ever missed), and I was sorry to have missed it. I am waiting to

Missing is an Eastern Regional for this year. This will be the first year EVER that the NIA does not sanction an Eastern Regional Show. It doesn't look good for next year, either, as no bids appear forthcoming. If you have any interest in an Eastern Regional Show, contact me or Eastern Region V-P Ken Willick NOW!

hear how it went!

In just a few short weeks, my wife, Debbie, and I will be leaving for the National Show in Fort Collins, Colorado. Then, on July 27, my local club, Capital Region Antique Bottle and Insulator Club, will hold their annual Summer Swap Meet in North Blenheim, New York. On August 17 and 18, I plan to attend the NIA Central Regional in Hudson, Ohio. Then, the Yankee Pole Cat Insulator Club will hold their

annual "On Golden Pond" swap meet on September 14 in East Hampton, Connecticut. On October 27, the Capital Region Club holds their annual Fall Show in Albany, New York. I intend to complete the year at the Mid-Ohio Insulator Show in Springfield, Ohio.

Missing is an Eastern Regional for this year. This will be the first year EVER that the NIA does not sanction an Eastern Regional Show. It doesn't look good for next year, either, as no bids appear forthcoming. If you have any interest in an Eastern Regional Show, contact me or Eastern Region V-P Ken Willick NOW!

Lastly, keep good thoughts for my good friend Dick Bowman, who has had a miserable year with health woes (shoulder and back), and they were NOT golf related! Dick could use a lucky break or two. That way he can start out 2003's golf season with fewer excuses for slices and divots!

Good collecting,

**Kevin F. Lawless, NIA #1679
NIA First Past President**

FROM THE WESTERN REGION

Hard to believe that summer's almost here again. Here in the desert southwest we already have the hot dry weather and we could be in for a terrible fire season here in the west. One lesson to take away from the fire problem out here is to be careful with fire when you're out hunting the lines. Let's not be part of the fire problem.

Speaking of hunting the lines, several of us here in New Mexico have been able to get out and look for glass. We've looked at more of the old telegraph lines connecting the old western forts of the late 1800s. No real exciting finds this spring, just pieces of insulators – but there are more whole ones out there! I've also hunted some lines down in Mexico this spring on a couple of my joint insulator/mineral expeditions. Boy there's some great stuff down there! The nice thing about hunting trips out here in Mexico and New Mexico is you don't have the heavy undergrowth – full of the ticks, snakes and mosquitoes that bless the eastern, central and southern parts of our country. You can see the scorpions and the spiders, and you can hear the rattlesnakes...and the mosquitoes only come out at night, so it's pretty nice!

With summer, also comes the "show season" – and we have a number of gala events on the docket out here. The big event in the west of course is the 33rd NIA Convention and Show in Fort Collins, Colorado on 5, 6 and 7 July. Mike Bliss is hosting this extravaganza with help from the Triple Ridge Insulator Club. This is really shaping up to be a super

event! You can find any planning info you need on the show Website (www.insulators.com/2002national) or you can contact Mike Gaudy (phone (970) 225-0280, E-mail mgaudy@frii.com).

In addition to the National, there's some other great shows and swaps on the books here in the west and here's the line-up:

- **June 1st, in Victorville, California:** San Bernardino County Historical Bottle & Collectible Club's 34th Annual Show & Sale, at the Ramada Inn (Palmdale Rd & I-15). Dwayne Anthony has the details (909) 862-9279.

- **June 1-2, in Medford, Oregon:** 2nd Annual Insulator & Bottle Show and Sale. National Guard Armory on S. Pacific Hwy. Dealer Setup on Friday May 31st. Call Howard Banks, (541) 479-8348 for details.

- **Jun 13-15, in Modesto, California:** Northern California Carnival Glass Convention at the Red Lion Motel. Friday Jun 14, Clinton Arsenault will speak on carnival glass at the noon luncheon. Call Clinton, (626) 303-1953 for additional info.

With summer, also comes the "show season" and we have a number of gala events on the docket.

June 15th, in Mountain View, California: Nor-Cal Insulator Club's 6th Annual San Francisco Bay Area Insulator Show and Swap Meet at the T.L. Mobile Home Park Club House. Call Dave Elliott, (650) 988-1893, if you need more information.

- **July 27-28, in Cle Elum, Washington:** 26th Annual NW Collectors Swap Meet in the Cle Elum Fireman's Park on Grant Street. Contact Missey Spencer, (253) 770-1658 for the details.

- **August 10, in Portland, Oregon:** 6th Annual Greater Portland Insulator Swap and Show, on top of Mt. Scott in SE Portland. Hosted by Dan Howard and Chuck Irwin. For directions/info, call Dan Howard, (503) 761-7799.

- **September 8, in Fort Langley, British Columbia:** The Fort Langley Insulator Show at Bob Scafe's place. Call Bob for details, (604) 888-5263.

AND FINALLY

(I just love free advertising!)

- **September 28th, in Albuquerque New Mexico:** The Enchantment Insulator Club's Fifteenth Annual Insulator, Bottle, Barbwire and Collectibles Show and Sale. Call me for details or send me a netnote. Mark your calendars now for a fall get-away to the desert southwest!!

(By the way, did you know that the www.insulators.com website has an updated list of all the shows?)

As I come to the end of this message, It suddenly hits me that this is my last communication to "my flock" in the west! This summer, I will give up my post as the Western Region Vice President and turn over the reins to "the new guy". We don't know who "the new guy" is just yet as the votes are still coming in. It's been quite a thrill representing the west these past three years and the new friends I've made in the process

(Continued on page 5)

have made the job most rewarding. I look forward to continuing my efforts in your behalf in my next job.

I hope to see you (or maybe meet you for the first time!) at the National in Fort Collins.

Regards and great collecting,

FROM THE CENTRAL REGION

Greetings Fellow Collectors.

The insulator hobby has evolved over the last 30 years quite a bit. In the beginning it seemed anyone that had a ladder or some sort of access to insulators, could assemble quite a collection.

We've all heard the stories; like the gentleman that showed up at the Wheaton Show in the 1970's with 16 Pluto's in his trunk. The stories of Kansas City where cobalt and electric blue Mickey's, where as plentiful as the Clear Hemingray-42's, in Indiana where I grew up. Or Paul McManus who found a warehouse full of clear Mickey Mouse insulators and traded them for years thus helping to build a really nice collection.

At the time we took this for granted, there where always more to find...right?

Here it is 30 years later, and almost all of the open wire is gone. Even the last bastion of glass insulators; the railroads have just about removed all traces of open wire. There is a good chance that kids born today will never see communication insulators in use. The insulator hobby can be summed up in two phases:

Phase 1 was the first 25 years when everyone was out pulling down glass and building collections and trading insulators to help build collections. During this time insulators show up at flee

markets, garage sales, auctions and antique shops everywhere. For the most part prices were low because nobody really knew exactly what was out there. There was something new around every corner.

Phase 2 is the current level of the hobby. This is where the newly found glass has just about run out. Sure there are new pieces found all the time that have been buried or hidden away in a collections. But insulators are not being found in the same quantity that we used to see. Now with the advent of the Internet, where insulators are a commodity, demand

We've all heard the stories;
like the gentleman that showed up
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has increased dramatically. Today there is an insulator show every weekend and more clubs than ever. As the demand is going up the supply is staying the same. I think this partially explains why 7-Up green Hemingray-19's that sold for \$35.00 three years ago now sell for \$100-125 each. (I wish my Lucent stock would do that.) I truly understand the frustration that some collectors feel about being priced out of the hobby.

I miss the days where building a nice collection took gumption, time and perseverance not a large checkbook. Only in our minds can we re-live the past. So we must make the most of this hobby that we enjoy. Here are a couple

ways of doing that.

Tom Katonak, NIA #3567
Western Region Vice President

1. Start trading insulators at shows and swap meets. Most of us are collectors and are always looking for new pieces for our collections. The nice thing about trades is that both parties walk away happy. Anything on my table is available for trade.
 2. Consider collecting mud (porcelain) insulators, since these can still be found in use, and they can usually be had reasonably.
 3. Go out and search for insulators on or in the ground. Contact local construction equipment operators and have them keep an eye out for broken glass that may turn up during construction. The AT&T Long Lines toll line from New York to Chicago was built in the 1880-1890's. When the line was wrecked out in Ohio in the 1940's that insulators were thrown into the pole hole then filled with sand. Who knows what's buried out there.
 4. Specialize in more common CD's. Yes, some CD's can be boring, but a great collection of CD 154's can be put together very nicely.

These are only a few suggestions
I'm sure you may have others.

I hope to see you at the Ft. Collins National, where anything is up for trade on my table.

**Ed Peters, NIA #6300
Central Region Vice President**

FROM THE EASTERN REGION

Greetings from the Eastern Regional Vice President,

After a wet and variable spring here in western NY, I can only hope that this summer will be better! The flea markets and yard sales have started anew, and so has my quest for new additions to the collection.

I just recently made my first foray into selling insulators on the internet, as well as making a few purchases. It's been an interesting experience for me, and I'd like to make a couple of observations:

It's not something I could ever make a lot of money at. I have sold a few pieces for a fair sized profit, sold a few for less than I paid for them, and found the whole process a bit tedious and time consuming. It's not too bad to do on those long winter nights, but with the advent of summer I've got other things to do. The saying "don't quit your day job" comes to mind.

I don't think it is the best way to go as far as acquiring pieces for your collection. True, it does save you the time and expense of traveling

to a show, but you will generally pay more than one would expect to at a show.

It is time consuming. Yes, I like to take a look and see what's out there. But after bringing up endless parades of "old insulators" that turn out to be badly photographed Hemi 42's and porcelain spools in chocolate brown, I'm starting to think my time could be better spent doing something else. When you attend a swap meet or show, these items are usually regulated to the bargain bin, or

These are just a few of my thoughts on the whole internet auction experience, meant neither to condone nor condemn the process.

totally absent (now I like that!).

A lot of items are not accurately described as to color, condition, style or embossing. Again, the photos can be terrible.

Generally, most items seem to sell for more than you could find them for at a show. Plus, you can usually get a few bucks off the price when dealing with someone face to face.

True, there are a few rare and unique pieces that do show up, and it is a joy to see them. Without E-Bay they might otherwise never have been discovered. Usually they are priced out of my range, but the location could be an important clue as to where to search for duplicates. A very neat CD.287.1 in yellow-green came out of western NY this year, and you can bet I'll be doing some checking!

These are just a few of my thoughts on the whole internet auction experience, meant neither to condone nor condemn the process. I still think attending shows and swaps is the way to keep our hobby growing, as you can't factor out your fellow collectors. I dread the day when I may have to enjoy my hobby from in front of a computer.

Well, enough of my rambling. I hope to see you at one of the great upcoming shows. There are several scheduled for this summer. Good luck in your hunt for new insulators, and, no matter how you go about it, enjoy our great hobby!

**Ken Willick, NIA #3709
Eastern Region Vice President**

FROM THE SECRETARY

For those of you who are attending the National show Ft Collins, please mark your calendars for the NIA's Annual General Membership Meeting which will take place on Friday, July 5th at 5:00 p.m. at the University Park Holiday Inn in Ft. Collins, Colorado. Additionally, this year's Annual Meeting of the

NIA's Board of Directors will take place on Thursday, July 4th at 11:00 a.m. at the University Park Holiday Inn in Ft. Collins, Colorado."

I just returned from the Mansfield Ohio Bottle and Insulator show, and as I said in the last newsletter, it is nice to see these two Hobbies interact with each other. The bottle dealing and collecting groups

were impressed with color and variety of glass in our hobby. I hope our hobby continues to get this type of exposure in the future.

See you in Ft. Collins,

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

FROM THE HISTORIAN

Museum Committee Report

In 1886, natural gas was discovered beneath Muncie, Indiana. Shortly after that, the enticement of cheap land and an abundant supply of this natural gas led many companies, including Hemingray, to move to the area. Recently, the Minnetrista Cultural Center has been charged with representing the development of the region from this time period on. Funded by an endowment from the Ball brothers of Mason jar fame, the Cultural Center has a large facility but little in the way of insulators.

Within the past 6 months, contact with Minnetrista has resulted in the beginning of a relationship between the National Insulator Association and the Center. Minnetrista is interested in acquiring insulators and information about an industry that was a major part of Muncie. At this point, a rough inventory of the museum's holdings relating to insulators was compiled and some donations of insulators and books have been made. In the future, the museum plans to send a curator to the national

learn more about the hobby. The museum has an affiliation program which would allow the NIA to use its facilities for meetings.

both Hemingray and the Ball Brothers thought they would go out of business without this pool of labor. I look forward to much more interesting information from this association with the museum.

One of the most interesting items I recently saw at the museum during a visit was a full sized image of African-American women workers of the Hemingray Company. Many of the women in the picture were holding a CD 152 or a CD 210.

One of the most interesting items I recently saw at the museum during a visit was a full sized image of African-American women workers of the Hemingray Company. Many of the women in the picture were holding a CD 152 or a CD 210.

This picture certainly changed my idea of the factory since I imagined it was a white male dominated place. In mentioning this to one of the museum staff members, I was also told that there were a large number of children working in the factory and that

If you have items to donate to the museum, feel free to bring them to the National. From there I can transport them to the Cultural Center. Please include any information you have about each insulator such as the CD number and where it was used. Also include your name and address with your donation and the museum will send you a receipt.

Rick Soller, NIA # 2958 Historian

POINTS and get your vote to me before June 15.

See you in Ft. Collins.

Jack Roach, NIA #4156 Nominations Chairman

The National Convention is just around the corner. For those of you in the Western Region who still have not voted for the Western Region Vice President of your choice, there is still time. Go to the NIA web site at www.nia.org and go to the election section or use the paper ballot in the last issue of DRIP-

**For those of you in
the Western Region who
still have not voted for
the Western Region Vice
President of your choice,
there is still time.**

...DRIP NOTES

- Do you have your insulator collection insured? NIA sponsored insurance is available for information on some of the available companies contact:
Kevin Jacobson (NIA Information Director) at 602-564-0851 or kwjacob@uswest.net
- Want to play a bigger part in the NIA? Volunteers are always needed. Write to Steve Marks and tell him what you're good at!
- Moving? Send change of address to Joe Beres (and save us the cost of resending your copy of *Drip Points*. *Each returned Drip Points costs the NIA \$0.85 plus the cost of printing it in the first place*).

SPECIAL NIA BOARD ANNOUNCEMENT

The NIA Board has determined that just cause exists to no longer permit NIA Membership to Ronald and Joseph Souza. The Souzas will no longer be permitted to enjoy the privileges afforded to NIA Members.

A GREAT NEW PRODUCT!!

The **NEW lapel pin** has been positively received! Check out the photo of our new pin and all of our products on the NIA web site: www.nia.org.

New Postage Rates: Unfortunately, with another increase in the US Postal Service rates, we can no longer afford the free postage on the small items. I have updated our order form to reflect the change in postal rates. We will now charge \$.50 cents for each badge, bar, patch and/or pin ordered. **International orders** will need to contact me for exact postal costs.

Bob and I will be at the 33rd National in Ft. Collins, and will gladly take advance orders for NIA products.

Pick - up your pre-order at the 33rd National ... POSTAGE FREE!!

This is the best way to ensure your requested NIA item and size will be with us, and to save you some money.

This was well received by many last year in Atlanta.

Last chance to order NIA engraved badges, for receipt by the 33rd National show, will be June 10th.....
get your orders in via an order form or an email! I will deliver engraved badges at the National, if requested.

A nicely embroidered polo/golf shirt or denim shirt would look VERY nice at the
NIA Dinner & Awards banquet!! Don't forget to get a lapel pin to wear on any shirt or cap!
Order yours today.....

Updated order form in back of this issue of DP or on the Internet site!

Good collecting and travels..... See you in Ft. Collins!

Carolyn Berry
Product Marketing Chairman

**2001-2002 FINANCIAL REPORT
NATIONAL INSULATOR ASSOCIATION
THIRD QUARTER ENDING 3/31/02**

Beginning Balance-General Fund	1/1/2002	4011.11
Museum Exploratory Committee		972.01
Authentication/Ethics Account		1696.75

Revenues

Donations	0.00
Membership Dues	7833.00
Miscellaneous Income	25.00
Product Sales	168.95
Total Revenues:	8026.95

General Fund Expenses

Advertising	195.00
Bank Charges/Taxes	5.00
Marketing Products	348.84
Misc. Postage	316.61
Misc. Printing	0.00
Misc. Supplies	365.31
Misc. Professional Services	300.00
Crown Jewels Rebates	51.00
Drip Points Printing	1555.41
Drip Points Postage	243.22
Show Advertising Subsidy	0.00
Show Awards	0.00
Stationery Supplies	0.00
Telephone	200.21
Special Projects	145.00
Total Expenses:	3725.60

Closing Balance, General Fund:	8312.46
Museum Exploratory Committee Expenditures	0.00
Museum Exploratory Committee Balance	972.01
Authentication/Ethics Account Expenditures	0.00
Authentication/Ethics Account Balance	1696.75
Total Balance on Hand April 1, 2002	10981.22

2002 NATIONAL INSULATOR ASSOCIATION

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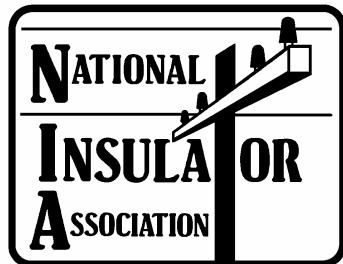
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New Promotions Committee—Volunteer Needed



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

NIA Logo Products ORDER FORM



Golf/Polo Shirt - pique, white cotton - 3 button tab - embroidered logo
 M ___ L ___ XL ___ (\$27.00) 2X ___ (\$29.00)
 *for custom pocketed shirt or special size add \$3.00 for each

Price Qty Total

\$27 / \$29
 *\$3.00



Denim Shirt -- *Long sleeve or *short sleeve
 Med. wt. pre-shrunk cotton -- Stonewash blue -- Left-side pocket
 Embroidered logo S ___ M ___ L ___ XL ___
 *S/S ___ *L/S ___ 2X ___

\$32.00
 \$35.00

T-Shirt -- Hanes Beefy 'T' - Heavy weight - Screen-printed logo
 S ___ M ___ L ___ XL ___ (blue) 2X ___ (\$12)(blue)
 M ___ (Ash Gray; embroidered logo on left front, only!)
 L ___ XL ___ (\$15) or 2X ___ 3X ___ (\$16)-Ash Gray screen-printed

\$10.00
 \$18.00

****NEW** NIA Lapel Pin - etched/enamel; NIA logo** **\$5.00**



Sweatshirt -- Heavy weight - Ash Gray - Screen-printed logo
 S ___ M ___ (\$16.00) L ___ XL ___ (\$20.00) 2X ___ (\$22.00)

Embroidered Cap -- Stone/Navy, low-rise, embroidered logo **\$16.00**

Cap -- Lt. Grey, screen-printed logo **\$10.00**

Mug -- white ceramic w/ screen-printed logo **\$7.00**

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

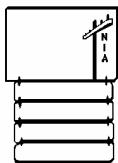
Koozie™ -- The original **Koozie™** fits any standard beer or soda can;
 silver NIA logo w/ royal blue ___ red ___ green ___ **\$2.25**

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

Subtotal

U.S. Postage

Total Enclosed



Chest Size Chart:

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

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

****U.S. Postage:** Shirts, Caps & Mugs are **\$4.00** for the first item & **1.00** for each additional item ordered. Postage for Patches, Decals, Pins or Name Badges/Bars are **\$.50** per item. **for non-US postage, please contact me for 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

VOLUME 29 * NUMBER 4 * SUMMER 2002