

## **GRADING STANDARDS**

The NIA encourages all members to declare any and all damage that would detract from an insulator's appearance and monetary value when compared to a "perfect" insulator. The following descriptive categories are general guidelines, which collectors can use as a starting point for such descriptions, and are furnished in an effort to promote uniformity in grading. The NIA strongly discourages the use of embellished abbreviated descriptions such as "VVVNM++." Buyers and sellers are encouraged to verbally discuss the condition of an insulator before entering into a transaction.

**Mint ("M")**: No visible and/or apparent damage.

**Very Nearly Mint ("VNM")**: Very minor damage, which detracts very little from the insulator's appearance.

**Near Mint ("NM")**: Minor damage, which detracts from the insulator's appearance.

**Fair**: Damage that is quite noticeable and affects the desirability of owning the insulator.

**Specimen**: Major damage to the point where a significant portion of the insulator is missing. A specimen may simply serve as an example of a type of insulator.