

NATIONAL INSULATOR ASSOCIATION

CONVENTION AND SHOW

JUNE 22-24, 2018

KCI EXPO CENTER

KANSAS CITY
MISSOURI





National Insulator Association

49th Annual Convention & Show

June 22-24, 2018



Show Hosts: Darryl & Margaret Wagner

Location: KCI Expo Center
11730 NW Ambassador Dr.
Kansas City, MO 64153
Phone: 1-816-891-7694
Fax: 1-816-891-7696
www.kciexpo.com

Holiday Inn KCI
11728 NW Ambassador Dr.
Kansas City, MO 64153
Reservations: 1-866-617-6369
"National Insulator Association Block"
Link: [Insulators](#) (code "NIS" is pre-entered)

The Missouri Valley Insulator Club, Margaret & I invite you to again, join us in Kansas City for the 49th Annual National Insulator Association's Convention & Show. The show will be held in a 35,000 square foot area of the KCI Expo Center. There will be 175+ dealer tables and 35+ display tables.

The Holiday Inn KCI is next to the KCI Expo Center, where we have secured a block of rooms which will help support the show. There is a free shuttle to/from the KCI Airport and to destinations within 5 miles of the hotel. The hotel has a café & lounge, indoor pool, health & fitness center, business center and high-speed internet access.

There will be a pre-convention tour offered that will take attendees to the Steamboat Arabia, riding the KC Streetcar System, Lunch at Union Station and a tour of the National WWI Museum & Memorial. Private tours at the Steamboat Arabia and National WWI Museum & Memorial. Transportation & lunch included.

We will be having a "Family Night" event at the Wagner residence. A ticket to this event will get you transportation to & from our residence, grill style cookout, seminar and a private professional firework display. Attendees from the last 2012 National can attest, that this will be a display that you will not soon forget. Since this will be an offsite event that will include some "non-insulator" related activity, this will be a privately funded event. We will be looking for additional donations to help fund this event. Any overage raised will be donated to help fund the National itself.

Kansas City and the surrounding area, has much to offer you and your family, if you choose to spend some extra time in our area. For more information, please visit www.Visitkc.com You will find a variety of Kansas City BBQ, multiple water and amusement parks, casinos, museums, jazz & art districts and much more. We also now have a street car system in the downtown area.

For more information, ongoing announcements and planning, visit: www.nia.org/shows/national

Or contact us: Darryl & Margaret Wagner

PO Box 1135

Smithville, MO 64089

nwmoshow@dwagnerkc.com 816-719-0801



2018 NIA Convention & Show Itinerary



Thursday, June 21st

7:30 am to 8:30 am	NIA Board of Directors Breakfast	Burger Theory Restaurant
8:30 am to 5:00 pm	NIA Board meeting	Pershing Room
5:00 pm to 9:00 pm	Dealer unloading only Exhibitor set-up	Exhibition Hall B
4:00 pm to 10:00 pm	Hospitality/Refreshments	TBD
8:15 am to 5:45 pm	KC Arabia, Streetcar, Union Station & WWI Memorial Tour	

Friday, June 22nd

7:00 am to 9:00 am	Dealer/Displayer unloading & set-up	Exhibition Hall B
9:00 am	Show Opens – NIA Members only	Exhibition Hall B
11:30 am	Raffle	Exhibition Hall B
3:00 pm	Raffle	Exhibition Hall B
4:00 pm	Show Closes	Exhibition Hall B
4:15 pm to 5:15 pm	NIA General Membership meeting	Ambassador Room
5:15 pm to 7:15 pm	Display Judging	Exhibition Hall B
6:15 pm to 11:00 pm	Family Night/Cookout, Seminar & Fireworks	Wagner Residence
6:00 pm	First pick up for Family Night	Front of Expo Hall
6:30 pm	Second pick up for Family Night	Front of Expo Hall

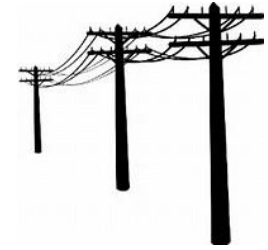
Saturday, June 23rd

8:00 am to 9:00 am	Dealer Set-up	Exhibition Hall B
9:00 am	Show Opens – General Admission	Exhibition Hall B
11:30 am	Raffle	Exhibition Hall B
3:00 pm	Raffle	Exhibition Hall B
4:00 pm	Show Closes	Exhibition Hall B
5:30 pm to 6:30 pm	Reception – Cash Bar	Ambassador Room
6:30 pm to 9:30 pm	Awards Banquet	Ambassador Room

Sunday, June 24th

8:00 am to 8:30 am	Sunday Devotion	Salon A
8:00 am to 9:00 am	Dealers only	Exhibition Hall B
9:00 am	Show Opens – General Admission	Exhibition Hall B
11:00 am	Raffle	Exhibition Hall B
1:30 pm	Show Closes	Exhibition Hall B
1:30 pm to 4:00 pm	Dealer & Displayer teardown	Exhibition Hall B

Dealer & General Show Information



Location: KCI Expo Center
11730 NW Ambassador Dr.
Kansas City, MO 64153
Phone: 1-816-891-7694
Fax: 1-816-891-7696
www.kciexpo.com

Holiday Inn KCI
11728 NW Ambassador Dr.
Kansas City, MO 64153
Reservations: 1-866-617-6369
"National Insulator Association Block"
Link: [Insulators](#) (code "NIS" is pre-entered)

Sales Tables:

Aisle table 30" x 96" (8' table).....\$ 60.00
End table 30" x 144" (2-6' tables).....\$ 100.00
Additional Aisle table 30" x 96" (8' table).....\$ 50.00
Electricity available for \$20 per 5 Amp plug in.....\$ 20.00

To have a dealer's table or a display table for Friday setup, you must be an NIA member. The link for NIA application is: http://www.nia.org/handbook/documents/membership_form.pdf .

Friday, NIA day, helpers must also be NIA members.

Display Tables: Free 8' table or space. If you would like more than one table or space, contact a show host. Electricity is free for displays.

Pre-Convention Activities: Transportation to/from KCI Expo Center to the Steamboat Arabia for a private tour, KC Streetcar ride to Union Station for lunch (included) & National WWI Museum & Memorial Tour.
\$60 per person with special pricing for children(see reservation form)

Family Night : \$38 per adult, \$18 for 11 & under, includes transportation, food, Recreation and private professional **Fireworks Display.**

Awards Banquet: \$38 per adult, \$18 per child 11 & under. Pick up tickets at Convention

Refund cutoff date: May 21st, 2018

Admission Fee: 3-day General Admission is \$3.00
Free admission for dealers, exhibitors, their spouses or one helper & children under 12 years old.

Parking Fee: *** **FREE** ***

For more detailed information, go to www.nia.org/shows/national

Show Hosts: **Darryl & Margaret Wagner**
PO Box 1135
Smithville, MO 64089
darryl@dwagnerkc.com
816-719-0801

Hotel Reservations

Holiday Inn KCI Airport is located at 11728 NW Ambassador Dr., next to the KCI Expo Center. A special convention room rate of \$120 per day will apply from June 15th to June 29th (if rooms are available in block). This will allow you additional time to enjoy what the Kansas City area has to offer. The room block for the convention will be 100 rooms Thursday, Friday and Saturday, with a smaller number before and after. For reservations, call 1-866-617-6369 or use the following link: [Insulators](#). Mention "National Insulator Association Block" for our block rate. **Please be aware: The hotel is undergoing some room renovations, so if you have any issues, call 816-801-8400, M-F 8-5 and ask for Jennifer Jarett and identify yourself as being with the National Insulator block.** Reservations made after 5/20/2018 12:00:00 am are accepted based on room type and group rate availability.

For attendees with vehicles, there is plenty of FREE parking at the Hotel. For dealers and exhibitors, there is parking and large unloading area at the rear of the Expo Center.

Holiday Inn Information

2 miles to Kansas City International Airport, FREE shuttle available
Complimentary parking in 300,000 SF lot
Complimentary shuttle in a 5 – mile radius
4 miles to shopping, dining, entertainment at Zona Rosa
Burger Theory Restaurant serving breakfast and dinner, lounge open nightly
Complimentary wireless and wired internet access throughout the Holiday Inn KCI
24 hour business center in lobby and on 6th floor
24 hour fitness center, indoor pool, 2 sun decks
Blackout drapes for late sleepers
2 guest elevators serving the 6 – story hotel, with a separate staff elevator

Room rates quoted are subject to tax, which is currently 16.225%, plus a taxable \$1.77 per room per night mandatory Kansas City Arena Fee. Our negotiated group rate does not include breakfast. The Holiday Inn Kids Eat Free program is not valid on group room rates.

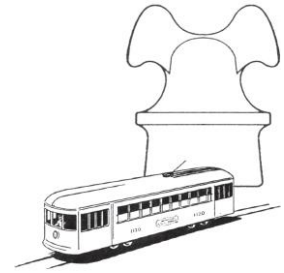
Check-in/check-out: Guest accommodations will be available at 4:00 pm on arrival day and reserved until 12:00 noon on departure day. Guests wishing special consideration for early check in should inquire at front desk on day of arrival.

Please remember that the hotel rooms reserved and paid for during our room block, helps offset some of the costs of the facility that the 49th NIA National Show will be using. Your patronage of this hotel will be greatly appreciated.

If you have any questions or special needs, you can also contact the show host.

We look forward to showing you a great time in Kansas City!

**49th Annual NIA National Convention and Show
June 22 – 24, 2018, KCI Expo Center, Kansas City, MO**



Sales Table Reservation & Agreement

I and my representatives (i.e. participating family members, helpers, other dealers, etc.) agree to abide by the NIA General Show floor rules, code of ethics, and any special rules, as specified in the information included in the show packet. I understand that neither the National Insulator Association, its officers and committee members, the show hosts, nor the Holiday Inn KCI Airport and KCI Expo Center and their respective owners, managers, subsidiaries, affiliates, employees and agents will be responsible for the theft, loss or damage to person or property, from any cause, whatsoever, during our participation in this event. I hereby agree to indemnify, hold harmless and defend the Holiday Inn KCI Airport and KCI Expo Center and their respective owners, managers, subsidiaries, affiliates, employees and agents, the National Insulator Association, its directors, chairpersons, agents and members and the show hosts against any claims or expenses arising out of the use of the exhibition premises, including, but not limited to, liability resulting or connected with the transportation, placing, removal or display of items for exhibit, offer for sale, or the actual sale of any item(s) by myself or by any of my representatives as described above. I also hereby agree to indemnify the Holiday Inn KCI Airport and KCI Expo Center for any damage caused to any hotel property as a result of myself and my representatives participation in this Convention, except for in the case of the Hotel's or Expo Center's negligence or misguidance.

I also understand that failure to comply with the terms of this Agreement may result in my expulsion from the show premises and/or limitations place on my future participation in NIA sanctioned shows and activities.

Sales Tables:

Aisle table 30" x 96" (8' table)		\$ 60.00	\$ _____
End space 30" x 144" (2-6' tables)		100.00	_____
Extra Aisle table 30" x 96" (8' table)	# _____ X	50.00	_____
Chairs , you choose quantity, 3 chair max per table	_____		
Electricity per 5 Amp plug-in		20.00	_____

Requested table(s) Assignment _____ **Total Amount Due** \$ _____

Please print Name: _____

Additional Representative(s): _____

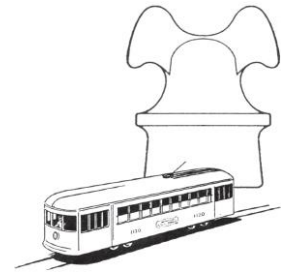
Table Helper(s): _____

I have read the above and completed the form and by my signature I hereby accept the above requirements, liability agreement of this Agreement's terms and conditions set by the hosts and the NIA Show Rules and Code of Ethics. I understand the refund cut-off date is May 21st, 2018 and that cancellations past this time will be considered on an individual basis. I also understand I must be an NIA member in good standing at the time of this National Show.

Signed: _____ Date: _____

Please return this contract with the NIA reservation tally sheet

**49th Annual NIA National Convention and Show
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**KC Tour: Steamboat Arabia, KC Streetcar,
Union Station and National WWI Museum &
Memorial Tour Reservation Form**

Thursday June 21, 2018

For a pre-convention event, we are pleased to offer the following tour. First, you will board busses at the KCI Expo Center and be transported to the River Market Area downtown, where you will have a private tour of the Steamboat Arabia Museum. After which, you will board the new KC Streetcar system and ride through downtown to Union Station. At Union Station you will have lunch waiting on you, after which you will have approximately 1 hour of free time. After that, you will board trolley cars and be taken to the National WWI Museum & Memorial for another private tour. At the end of that you will have some free time. You will then re-board busses and return to the KCI Expo Center.

Cost is \$60.00 per person 15 years+ w/adult meal # of tickets _____ X \$60.00 = \$ _____
 50.00 per child 5-14 years old w/adult meal # of tickets _____ X 50.00 = _____
 35.00 per child 5-14 years old w/kids meal # of tickets _____ X 35.00 = _____
 5.00 per child 0-4 years old w/kids meal # of tickets _____ X 5.00 = _____
 Free per child 0-4 years old w/no meal # of tickets _____ X Free = FREE
 Total # of tickets _____ Total due: \$ _____

You will be notified closer to the National on how we will be arranging delivery of tickets & admission to busses.

Please make your lunch selections on the next form, one form per ticket.

Tour Itinerary:

8:25 AM - 8:30 AM	Board busses at KCI Expo Center
8:50 AM - 8:55 AM	Arrive at River Marker/Steamboat Arabia
9:00 AM - 10:30 AM	Steamboat Arabia "Private Tour"
10:45 AM - 11:00 AM	Board KC Streetcar
11:00 AM - 11:15 AM	Arrive at Union Station
11:30 AM - 12:30 PM	Lunch at Harvey's Union Station
12:30 PM - 1:30 PM	Free time at Union Station
1:30 PM - 1:50 PM	Board Trolley car to National WWI Museum & Memorial (2 runs if needed)
2:00 PM - 4:00 PM	National WWI Museum & Memorial "Private Tour"
4:00 PM - 5:00 PM	Free time at National WWI Museum & Memorial
5:00 PM - 5:15 PM	Board busses at Memorial for return to KCI Expo Center
5:45 PM - 6:00 PM	Arrive at KCI Expo Center

Print Name: _____

Please return this form with the reservation tally sheet

KC Tour: Lunch Order Form

One form per person, circle your choices and write name on bottom line

Harvey's at Union Station

See KC Tour Reservation form for pricing

Sandwiches: **HARVEY'S ORIGINAL** choice of side, choose one: fries
lettuce/ tomato/ red onion/ pickle
Add cheese: American/ Boulevard Pale Ale cheese sauce/ sweet potato fries
cheddar/ herb chevre/ pepper jack/ smoked cheddar/ swiss
coleslaw

GRILLED CHICKEN & AVOCADO CLUB
slab bacon/ tomato/ melted swiss/ herb aioli cottage cheese

THE CLUB CAR fruit
Missouri ham/ smoked turkey/ slab bacon/ lettuce/
Tomato/ herb aioli/ toasted white bread {available as a wrap}

Platter: **CHICKEN TENDER PLATTER** choice of sides, choose two: green beans
honey mustard/ Brancato's BBQ sauce mash potatoes fries fruit coleslaw
cottage cheese sweet potato fries

Other Options: **HARVEY'S MAC & CHEESE** no sides
cavatappi pasta/ parmesan/ white cheddar/ asiago/ swiss/ toasted panko/ chicken

Salads: **MEL'S SPINACH**
baby spinach/ field greens/ strawberry/ pear/
dried cranberry/candied pecan/ feta/ pear vinaigrette

SOUTHERN CHICKEN
grilled or fried chicken/ romaine/ avocado/ bacon/ corn/ bleu cheese/
tomato/ red cabbage/ chopped egg/ red onion/ glazed pecan/ ranch

KIDS MENU

CHICKEN STRIPS choice of side, choose one: fries green beans

KIDS BURGER fruit smashed potatoes

KIDS CHEESE BURGER cottage cheese

MAC N CHEESE no sides

All of the above options include: PRESET CARAFES OF ICE WATER & ICE TEA
To be chosen at time of service COKE PRODUCTS & COFFEE SERVED UPON REQUEST

Name for this selection: _____

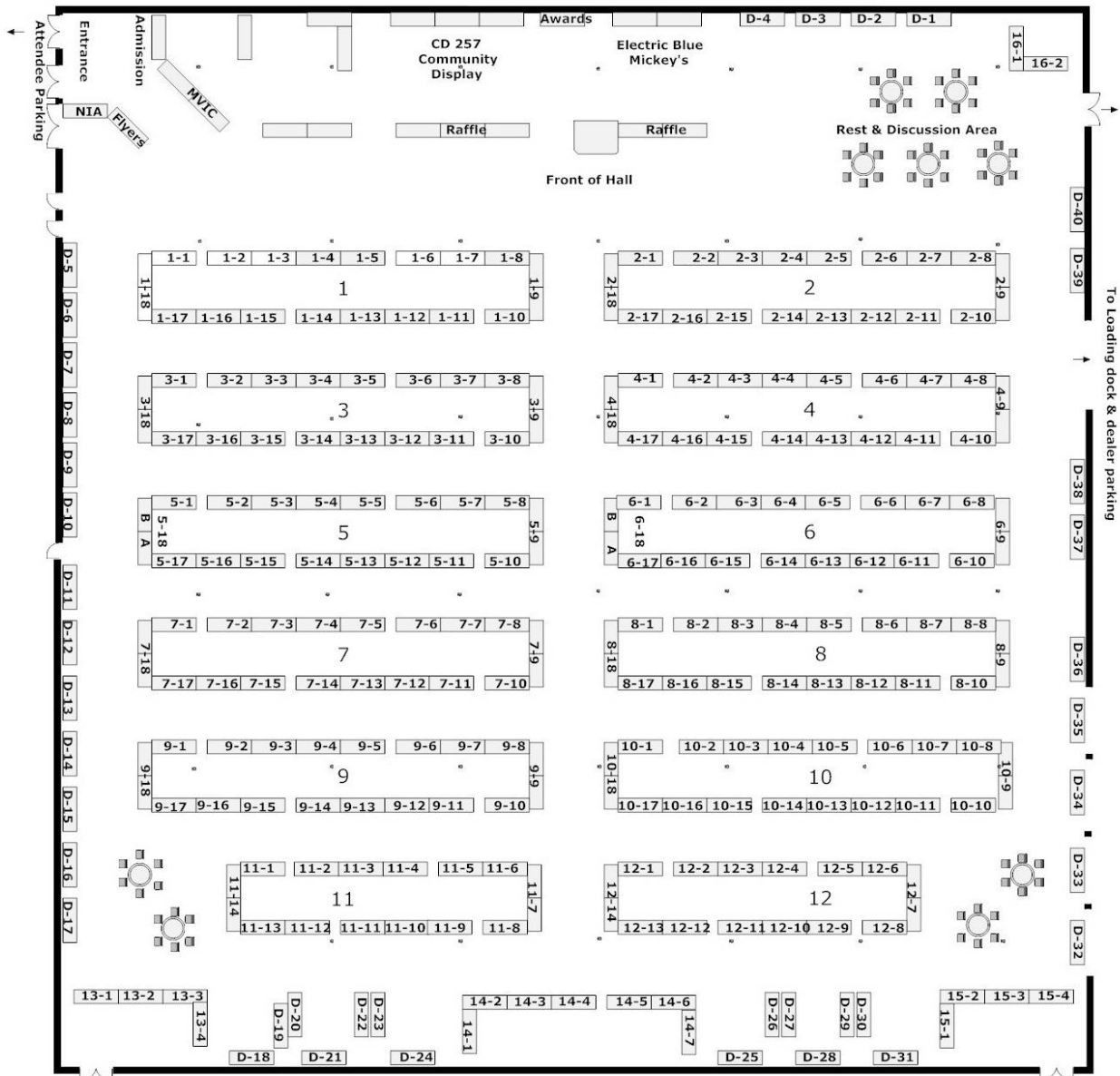
Forms will need to be to Show Host by June 10th, after that date, will need to call to confirm

Please return this form with the reservation tally sheet

Floor Plan for 49th NIA Show

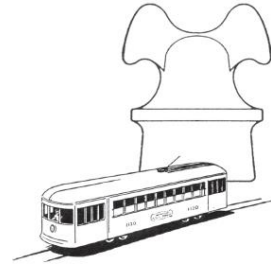
Below is the anticipated layout of the show hall. The front 8 sections will be the initial sections filled. At 95% occupancy of these areas, an additional section of 18 tables will be made available. Display tables will also be filled from the front of the hall first.

Dealer sections are in the center of the hall. Tables are marked with their section & table number. Display tables are along 3 of the outer walls and are marked D-(table#). Display tables will be assigned by the Display coordinator to vary the different displays.



To reserve table(s) and verify availability, contact Darryl Wagner at nwmoshow@dwagnerkc.com or call 816-719-0801.

**49th Annual NIA National Convention and Show
June 22 – 24, 2018, KCI Expo Center, Kansas City, MO**



Advertising Contract for Directory

Promote your club, promote your show & promote yourself! Let other collectors know who you are and what you are looking for, selling or representing.

I hereby authorize the insertion of the following advertisement in the Directory for the 2018 NIA National Show and agree to pay the total for the advertisement I have chosen.

Name _____

Signature _____

Advertising Options:

1/8 Page Ad (Business Card)....	# _____	\$ 8.00 ea.	\$ _____
1/4 Page Ad.....	# _____	20.00 ea.	_____
1/2 Page Ad.....	# _____	35.00 ea.	_____
Full Page Ad.....	# _____	60.00 ea.	_____
		Total for advertising	\$ _____

Please return this contract with the NIA reservation tally sheet

Advertisement Copy Due by May 10th, 2018

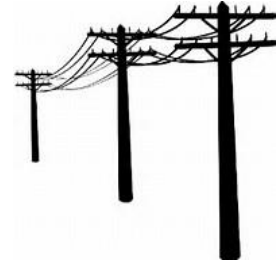
Email advertisement to nwmoshow@dwagnerkc.com or mail to be scanned.

Make check payable to: NIA

Mail to: Darryl Wagner
PO Box 1135
Smithville, MO 64089

Thank you for your support of the 2018 National!

**49th Annual NIA National Convention and Show
June 22 – 24, 2018, KCI Expo Center, Kansas City, MO**



Awards Banquet Registration Form

Awards Banquet Saturday June 23, 2018

The awards banquet will be held in the Ambassador Room of the KCI Expo Center.

Reception will be 5:30 pm - 6:30 pm, where a cash bar will be available.

The banquet will begin at 6:30 pm. We will have a buffet style dinner featuring pork loin in Kentucky Bourbon Sauce and chicken marsala.

Banquet Request:

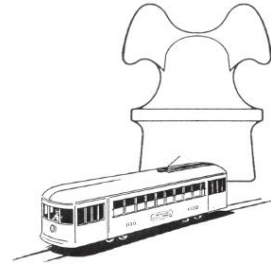
Adult ticket.....#	_____	\$ 38.00 ea.	\$ _____
Child ticket (11 & under).....#	_____	18.00 ea.	_____
Vegetarian Plate.....#	_____	38.00 ea.	_____
Banquet Total.....\$			_____

Special request: _____

Name: _____ Pick up tickets at registration.

Please return this form with the NIA reservation tally sheet

**49th Annual NIA National Convention and Show
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NIA Reservation Tally Sheet

Sales Table Reservation\$ _____
 Display Table Request.....please check if displaying_____ No Cost _____
 KC Tour – Thursday Event.....\$ _____
 Advertising for Show Directory..... _____
 Awards Banquet Total..... _____
Total Due \$ _____

**Be sure to sign and include Sales Agreement, Display Agreement,
 KC Tour Reservation, Advertising Contract and Banquet Reservation.**

Please Print

Name: _____ NIA#: _____

Address: _____

City, St, Zip: _____

Phone: _____ Email: _____

Additional Representative(s): _____ NIA#: _____

Table Helpers: _____ NIA#: _____

Emergency contact Name: _____ Phone #: _____

**For the above items, make
 check payable to:**

NIA

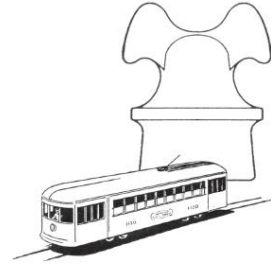
Mail forms & check to:

Darryl Wagner
 PO Box 1135
 Smithville, MO 64089

Once again, Thank You for your support of the 2018 NIA National

These events are for your and our hobby’s benefit, but can only be successful with your participation and support. Encourage our fellow collectors to join us in Kansas City. Thanks!

**49th Annual NIA National Convention and Show
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Family Night Registration Form

Family Night Friday June 22, 2018

Come join us for a cook out in the country, outdoor activities, seminar, relaxing and at 9:30 a private professional **Fireworks Display**. This will be operated by a crew that has done displays for Kansas City, St. Joseph and many other cities and sporting events. Busses will be leaving the Hotel at 6:15 pm and 6:45 pm. Food will be ready around 6:30 - 7:00 and will include burgers, brats, chicken, hot dogs, side dishes, chips and beverages. If you prefer adult beverages, you are welcome to bring your own. Seminar will be around 7:30 – 8:00. Fireworks will begin about 9:30 pm. Busses will return to hotel at 10:15 pm and 10:45 pm. For those who must, or choose to wait, for the second bus run, we will have marshmallows, chocolate and graham crackers for those who would like to make smores over a fire.

Since this will be an offsite event that will include some “non-insulator” related activity, this will be a privately funded event. We will be looking for additional donations to help fund this event. **Any overage raised will be donated to help fund the National itself.**

Cost is only \$38.00 per adult and \$18.00 per child 11 and under

of Adults _____ x \$38.00=\$_____ # of Children _____ x \$18.00 =\$_____ Total \$ _____

Additional amount to be donated for Family Night & Fireworks \$ _____

Total Paid..... \$ _____

Since this is a privately funded event, checks for this event will need to be made out to:

Darryl Wagner

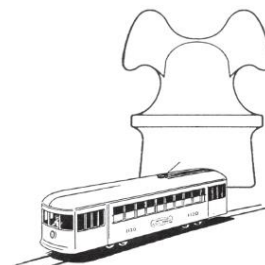
Name: _____ Pick up tickets at show Friday

You can send this along with your other show information, or separately to:

Darryl Wagner
PO Box 1135
Smithville, MO 64089

Thank you for your support.

**49th Annual NIA National Convention and Show
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Raffle Donations

To help defray the costs of the National Convention, we will be having raffles at various times throughout the show of donated items. Please consider donating an insulator or insulators, go-with items, etc. to help support this annual event.

Please fill out this form and mail to:

Dennis & Jeanne Weber
3609 Jackson St.
St. Joseph, MO 64507

Item(s) to be donated: _____

Please contact Dennis or Jeanne @ 816-364-1312, for shipment or delivery arrangements of donation(s).

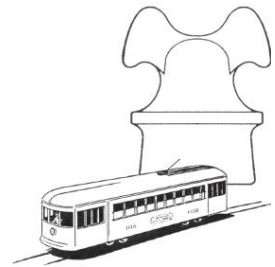
Name: _____

Address: _____

City, State, Zip: _____

Your support is greatly appreciated!

**49th Annual NIA National Convention and Show
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Awards Information

If your insulator club would like to make an award presentation at the Convention, please complete the section below and mail the form to:

Darryl Wagner
PO Box 1135
Smithville, MO 64089
816-719-0801; email: nwmoshow@dwagnerkc.com

Presenter's Name: _____

Club/Organization Name: _____

Address: _____

City, State & Zip: _____

Phone #: _____ Email Address: _____

Award presentation time needed: _____ minutes

Award Category: _____

Type of Award: Ribbon Plaque Trophy Certificate Other: _____

Kansas City and Surrounding Area Has a Lot to Offer for a Family Vacation!

Visit www.visitkc.com for more information on activities in the Kansas City area.

For the kids & family:

Worlds of Fun

Schlitterbahn

Oceans of Fun

Kansas City Zoo

Great Wolf Lodge

Harley-Davidson Plant

Shopping:

Zona Rosa

Crown Center

Country Club Plaza

Legends

Independence Center

Oak Park Mall

Historical Attractions:

Thomas Hart Benton Home Harry S. Truman Home American Jazz Museum

Union Station Liberty Memorial/National WW1 Museum Kansas City Museum

National Agricultural Center and Hall of Fame

National Collegiate Basketball Hall of Fame

Music, Art, Theatre:

Nelson-Atkins Art Gallery

Lyric Theatre

KC Performing Arts Theatre

Kansas City Starlight Theatre

Kansas City Art District Downtown

Museums:

Harry S. Truman Presidential Library Museum

Arabia Steamboat Museum

American Royal Museum

Pony Express Museum

Sports:

Royals Baseball

Most of the above is within 20-30 minutes of the Holiday Inn KCI Airport.

Camping, RV & additional local information

RV's and Campers

There are a couple of options for those who would like to bring their RV's or camp

Basswood Country Inn RV Resort

7 miles from KCI Expo Center

15880 Interurban Rd, Platte City, MO 64079
816-858-5556

Located on 73 lakeside acres, daily and weekly rates for RV's, with 30 amp service, water and sewer, cable TV channels and Free Wi-Fi. Volleyball court, stocked fishing lakes, pool, play area for kids, walking trails, shuffleboard, horseshoes, game room, laundry facilities and convenience store.

Smithville Lake & Campground

12 ½ miles from KCI Expo Center

17201 Paradesian St, Smithville, MO 64089
816-407-3400 Fax: 816-407-3411

More than 700 campsites, full hookups, shelter houses, swim beaches and full-service marinas.

Worlds of Fun & Oceans of Fun

17 miles from KCI Expo Center

4545 Worlds of Fun Avenue
Kansas City, MO 64161
816-454-4545

There are 35 pull-through sites (100 feet in length) and 47 back-in sites (55 feet in length). Sites feature sewer, water and electric (50, 30 and 20 amp service) hookups, satellite TV hookup w/premium channels, patio w/charcoal grill & picnic table, free Wi-Fi wireless internet.

Additional Local Information

Platte County Resource Center & Visitors Bureau (across street from hotel)

11724 NW Plaza Cir. #200, Kansas City, MO 64153
816-270-3979 or 888-875-2883 <http://visitplatte.com>

Kansas City Convention & Visitors Association

www.visitkc.com www.kansascity.com/visitors

Harley-Davidson Visitors Center

11401 N. Congress, Kansas City, MO 64153
816-270-8488

http://www.harley-davidson.com/en_US/Content/Pages/Factory_Tours/kansas_city.html

Directions to Holiday Inn KCI Airport & KCI Expo Center

The Holiday Inn KCI Airport & Expo Center is in the northwest section of the Kansas City area close to 435 and 29 Highways. It is 2.4 miles from the MCI Kansas City International Airport. A free shuttle is offered for guests of the Holiday Inn KCI Airport.

From the Kansas City International Airport (MCI)

Exit airport on Cookingham Dr. for approximately 2 miles, turn right at Ambassador Dr, Hotel & Expo center will be 3 blocks on right.

I-29 North

Take 112th St. Exit (#12), turn right onto 112th St, next street up (Ambassador Dr.), turn left and go one mile. Hotel & Expo center will be on left.

I-29 South

Take exit #13 KCI Airport, turn left onto Cookingham Dr. for ½ mile. At Ambassador Dr, turn right, Hotel & Expo Center will be 3 blocks on right.

435 North/West (Missouri side)

Take KCI Airport Exit #36, Ambassador Dr. (first intersection) turn left, Hotel & Expo center will be 3 blocks on right.

435 North/east (from Kansas side)

Take I-29 south to exit #13 KCI Airport, turn left onto Cookingham Dr. for ½ mile. At Ambassador Dr, turn right, Hotel & Expo Center will be 3 blocks on right.





GENERAL RULES OF CONDUCT AT NIA SPONSORED SHOWS

The NIA Board of Directors has adopted the following rules to ensure that NIA sponsored insulator shows are enjoyable for collectors, dealers and the general public. They are to be prominently publicized to all show participants (dealers and exhibitors), and attendees.

1. All participants shall abide by the NIA Code of Ethics. In particular:

(a) Participants shall not knowingly misrepresent the condition, rarity or value of insulators or related items they offer for sale or trade.

(b) Imitation and Altered insulators or related items may only be brought onto the show premises if they are PERMANENTLY MARKED or embossed so as to indicate their lack of authenticity. While the NIA Code of Ethics requires Imitation and Altered Insulators to be plainly marked "reproduction" and "fake" respectively, it does not require Questionable Insulators (those which may not be Original Insulators), to be permanently marked. The goal of this rule is to cause a prospective purchaser to easily recognize that an item is a reproduction or fake, or to cause them to question its authenticity. Insulators of questionable authenticity should be represented with candor. If not, a show organizer can require a participant to remove the item from a display or sales table. The decision of the show host shall be final. NIA Board Members attending an NIA sponsored show will provide active assistance, if requested by a show organizer, in resolving violations of the NIA Rules.

(c) All restored and/or repaired items on sales tables must be clearly labeled as such.

2. All show participants and the attending public shall abide by any site specific show rules set by the show organizer/host including applicable State laws, local ordinances or restrictions imposed by the owner of the facility, etc.
3. Positively no public attendance during show setup hours.
4. "Aisle dealing" by the attending public is discouraged.
5. It will not be permissible for dealers to "work the aisles" in any fashion which preempts the opportunities of fellow dealers.
6. Dealer side shows (spotlights, excessive "cow bell ringing," etc.) shall not be carried to the point of being abusive to fellow dealers and the general public.
7. Dealers will not sublet portions of their reserved tables without first consulting with the show host and obtaining permission.
8. Participants shall keep aisles in front of tables free of boxes and clutter.
9. Participants are encouraged to cover their unattended tables.
10. Dealers should keep their sales tables intact until the end of the published show hours. There will be exceptions made for those driving long distances or needing to make other travel connections, but advance arrangements should be made with the show organizer(s) when reserving the table. The show organizer(s) reserves the right to locate such tables on the outer aisles or near exits to avoid disruption of the rest of the show with any early departures. The show organizer(s) may announce blanket authority for early takedown at such time as public attendance appears to have essentially ceased.
11. Participants will be responsible for any damage they do to the facilities with their setup practices (i.e. no signs or other items taped or tacked to walls or furnishings).
12. The show organizer(s) will make every effort to provide good security, but will not be responsible for any loss of participant property due to theft or breakage. Each dealer and exhibitor is asked to help in security by watching after his own items and keeping an eye on adjacent tables in situations of obvious risk.
13. At the NIA National Show only, exhibitors, contracted sales table dealers, and all table helpers and assistants must be NIA members.
14. The reservation of a table at an NIA sponsored show constitutes the acceptance of these rules and agreement to comply with them.

DEFINITIONS and TERMINOLOGY

INSULATOR RELATED DEFINITIONS

The term "insulator" or "insulators" appearing throughout this handbook refers specifically to any device used to prevent the passage, leakage, or undesired flow of electricity. It does not refer to devices used to prevent the transfer of thermal or mechanical energy.

An "Original Insulator" is defined as any device manufactured at any time by any industrial, commercial, or private interest with the specific intended purpose of being commercially or privately utilized to prevent the passage, leakage, or undesired flow of electricity.

A "Special Purpose Original Insulator" is defined as any device manufactured at any time by any industrial, commercial, or private interest, with existing regular production equipment, specifically made to be collectible as a souvenir or memento, or to enhance the marketing or sales of original insulators.

A "Salesman Sample" is a specific type of special purpose original insulator uniquely defined as a model of an insulator known to have been manufactured by an insulator company for salesmen to use as a promotional gift or product example.

An "Imitation Insulator" is defined as any device resembling an original insulator, or special purpose original insulator that is not actually an original insulator or special purpose original insulator but could be represented as such. This definition may appear in other terms including but not limited to: reproduction insulator, insulator copies, insulator replicas, or counterfeit insulators.

RULE: All imitation insulators must be permanently marked "REPRODUCTION" with the exceptions noted below in Commemorative and Miniature Insulator definitions.

A "Commemorative" or "Private Issue Commemorative" is a specific type of Imitation Insulator that is uniquely defined as any device manufactured to resemble an insulator with specific embossing declaring the commemorated person, place, device, event, organization, or insulator design.

A "Miniature Insulator" is an Imitation Insulator and is uniquely defined as any device resembling an insulator known to have been manufactured by a private individual or organization for the purpose of resale or gifting as a promotion or commemorative.

RULE: All Miniature Insulators must be permanently marked "REPRODUCTION" and the calendar year of production. If the physical size of the item renders such markings impractical the calendar year marking will suffice.

A "Questionable Insulator" is defined as any device purporting to be an original insulator or original special purpose insulator whose provenance is uncertain or cannot be validated or verified. The NIA does not require questionable insulators to be permanently marked. Nor does the NIA require any disclosure by the owner at the time of sale or trade.

An "Altered Insulator" is any original insulator, commemorative or salesman sample that has been intentionally modified. Often, this is to make it appear to be worth more than it would otherwise have been worth for the specific purpose of deceiving the buyer and/or profiting the owner.

RULE: All Altered Insulators must be permanently marked "FAKE."

A "Restored insulator" is any original insulator, commemorative or salesman sample that has been intentionally modified to make it more resemble its original factory appearance. Restored items present a unique dilemma. In the wrong hands restored items can be misrepresented the way that altered items can. Restored insulators are not required to be permanently marked, as is the case with imitation altered insulators. It is important to note that for an insulator to be deemed "restored", the repair must not enhance the insulator beyond what would have been its original factory intended appearance (i.e. removal of drip points or threads, change in color, etc.). To do so would make it an altered insulator. Restored insulators are not required to be permanently marked "RESTORED".

RULE: The NIA requires any repair to an insulator be disclosed to a potential buyer.

TERMINOLOGY

"Objectionable to the Best Interests of the Hobby" includes, but is not limited to, any action or item which is likely to cause financial damage and/or loss, ill will, or injury to collectors or organizations involved in the collecting of insulators and related items. For example, a false or misleading representation of fact likely to cause confusion and/or the possibility of the use of an insulator to commit fraud (either by the issuing party or through a subsequent party).

"NIA Approved" is a term reserved for use by the Board of Directors. Any member may apply for permission to use the term "NIA Approved" in conjunction with the production and distribution of any hobby related material.

RULE: Any use of the NIA name, graphics, logo, or proprietary material in any form by any entity for personal or commercial purposes (including endorsements), must be approved in writing by the NIA Board of Directors in advance of its use. Approval for commercial use of all NIA proprietary, physical and intellectual property shall include an appropriate written agreement for compensation to the NIA for such use.

"Manufactured in Accordance with NIA Guidelines" is a term reserved by the Board of Directors for the production and distribution of hobby related material specifically including Imitation Insulators. Use of this term means that those engaged in the production and distribution of the Imitation insulator or hobby related material have agreed to abide by all NIA guidelines.

RULE: NIA members who intend to engage in the production and or distribution of any hobby related material, especially Imitation Insulators, shall agree to apply in writing for NIA endorsement prior to commencing any phase of production and wait for the NIA's written response before commencing production.

"Permanently Marked" An item is considered "Permanently Marked" when it bears an identifying alpha-numeric graphic that cannot be removed without obviously disfiguring or conspicuously damaging the item. Ideally such a mark will result from lost material (such as engraving or etching) rather than added material (such as embossing.) However, due to the diverse styles of insulators, the NIA reserves the right to determine what constitutes permanent marking on a case-by-case basis for imitation and altered insulators.

"Hobby Related Material" as used in the Code of Ethics is a term designed to give the NIA Board of Directors the most broad oversight when investigating and dealing with any issue suspected or found by the Board of Directors to be contrary to the best interests of the hobby.

"Related Items" as used in the Show Standards Section include virtually all items associated with power or communications equipment, plus items such as lightning rod equipment, pole nails, magazines, books, etc.

NIA CODE OF ETHICS

The following mandates govern NIA members' conduct. Any member found by the Board of Directors to be in violation of any of these mandates risks loss of privileges, suspension, and / or expulsion (Reference Bylaws, Article 4, Section 4.6, Removal of a Member) from the NIA. Refer to the "Definitions and Terminology Chapter" of this Handbook.

Obviously, these ethics must take into account the fact that an enormous body of previously produced material exists and must be grandfathered. Specifically, the NIA commemorative, as traditionally designed, has been recognized by the NIA Board and the hobby at large to be an authorized Imitation Insulator.

ETHICS MANDATES NIA Members:

1. Shall, to the best of their ability, conduct themselves honorably, honestly and in a manner which reflects respect for the NIA, its members and affiliated clubs, and contributes to the best interests of the insulator collecting hobby as a whole.
2. Shall conduct themselves in a lawful manner, and in a manner that does not present a disruptive influence at any NIA sponsored or endorsed gathering.
3. Shall refrain from conducting themselves in any manner that reflects poorly on the NIA or suggests that the NIA condones harmful or unlawful practices in pursuit of the hobby. Such conduct may lead to loss of privileges, suspension, and / or expulsion from the NIA.
4. Shall conduct their insulator collecting hobby transactions fairly and expeditiously. Members on either side of a transaction found to have conducted themselves in a disingenuous manner risk loss of privileges, suspension, and / or expulsion from the NIA.
5. Shall make every reasonable effort to comply with grading standards established by the NIA for the accurate description of the type and condition of insulators. (Refer to the chapter titled "Grading Standards")
6. Shall make every reasonable effort to accurately represent the rarity and value of any hobby related item(s) that they intend to introduce into the hobby for distribution, including buying, selling, auctioning, or trading.
7. Shall treat all NIA graphics and credentials as proprietary and refrain from displaying such material in any manner contrary to the best interests of the NIA. Members who observe what they believe to be abusive or inappropriate use of such material must bring such use to the attention of any member of the current NIA Board of Directors.
8. Who produce or contract for the production of any hobby related material whatsoever found by the Board of Directors to be contrary to the best interests of the hobby risk loss of privileges, suspension, and / or expulsion from the NIA.
9. Who intend to produce or contract for the production of and distribute any hobby related material, for educational purposes or otherwise, must abide by the requirements set forth in the "Guidelines for the Production and Sale of Imitation Insulators." The spirit of this rule is to ensure that all commemorative and imitation material that is produced by our members will contribute to the best interests of the hobby.
10. Who are found by the Board of Directors to have produced, contracted for production, advertised, exhibited, or introduced into the hobby for distribution, including buying, selling, auctioning, or trading, any authentic reproduction, commemorative, imitation insulator or related item, for educational purposes or otherwise, not plainly and permanently marked "reproduction" with the calendar year in which the item was manufactured risk loss of privileges, suspension, and / or expulsion from the NIA. If the physical size of the item renders such markings impractical, as in the case of miniature imitation insulators, the Board of Directors will address these issues on a case-by-case basis. If an item is classified as "altered" it must be plainly and permanently marked "FAKE." (Refer to the chapter titled "Definitions and Terminology")
11. Who observe or become aware of what they believe to be misconduct by any person, persons, or organization are cautioned against gossiping and are advised to share such information only with any member of the current NIA Board of Directors or the Ethics Advisor.

NIA EXHIBIT AND JUDGING RULES

One of the primary reasons for exhibiting is to promote the insulator "story" to the general public, by stressing education, history and information. One of the NIA's primary goals is to increase interest in insulator collecting thus attracting new collectors, which can be accomplished through quality displays. The NIA Board of Directors as a general guide for show hosts has adopted the following Exhibit and Judging Rules. They are meant to encourage more collectors to display, improve the quality of exhibits, and to provide some measure of uniformity and fairness in judging. These rules are in full effect for the NIA National and Regional shows. For NIA sanctioned local shows, adjustments may be made at the host's discretion to fit certain circumstances.

Exhibitors are encouraged to familiarize themselves with the exhibit scoring sheet (see Addendum). The judging of exhibits will be accomplished using the NIA's standard 100- point system. The average of all judges for any given category will be the final score. Points are scored for all of the following aspects included in an exhibit or display: Showmanship (Eye-catching, Public appeal, Good use of go-withs, Display props, Lighting, Condition, Category adherence); Education (History, Information, Explanation, Good use of titles, Labels, Handouts, Exhibitor biography); Rarity; Variety; and Originality (Independent and creative thought, Freshness of idea, New or unusual arrangement.)

1. Exhibit Categories

- a.) Displays or exhibits may be either a non-competitive entry or a competitive entry.
- b.) The Non-Competitive Entry category is open to exhibits of insulators and/or related items displayed by individuals, clubs, groups, museums, or displays shared by multiple owners who choose to not have their exhibit/display judged.

c.) A Competitive Entry (Junior and Adult) exhibit will comprise one of the following 10 categories:

- 1) Threadless (Dr. Fredrick L. Griffin Memorial Award)
- 2) Threaded Glass
- 3) Threaded Porcelain (Marilyn Albers Memorial Award)
- 4) Specialty (i.e. one company, one style, patents, errors, etc.)
- 5) General (exhibits of mixed insulators, the total theme of which does not accurately fit any other single category listing.)
- 6) Color (glass, porcelain or any combination)
- 7) Foreign (glass, porcelain or any combination)
- 8) Lightning Rod Equipment (insulators, balls, vanes, etc.)
- 9) Pole Line Hardware and Equipment (insulator mounting pins, brackets, pole and cross-arm construction materials, lineman tools, tie wires, pole steps, and other hardware used in conjunction with insulators and line construction. The exhibit must include some use of insulators and must clearly identify the connection between insulators and those items being displayed.)
- 10) Go-withs (advertising pieces, post cards, insulator shipping boxes, insulators on postage stamps, business cards of collectors, metal signs or non-insulator products made by insulator manufacturing companies. The exhibit must include some use of insulators and must clearly identify the connection between insulators and those items being displayed.)

2. Exhibitor Rules:

- a. At the NIA National Show and Convention only, exhibitors must be NIA members.
- b. NIA Junior members will enter their exhibit in one of the standard NIA exhibit categories.
- c. A Junior member is defined as under the age of 18. Junior members must not attain their 18th birthday during the show they are exhibiting in.
- d. The exhibitor must determine and declare the competitive category of their exhibit/display at the time of reserving exhibit space.
- e. Two or more people or a club may collaborate on a competitive exhibit/display. Only one award will be presented to collaborative exhibits/displays. In instances where the collaboration includes both "Junior" and "Adult" members the exhibit/display will be judged as an Adult entry.
- f. Exhibitors will be permitted to include limited numbers of nonowned items in their display. Ownership of borrowed pieces must be acknowledged in the display.
- g. Imitation or altered insulators and/or related items may be used in exhibits, but must be clearly identified as such in the exhibit. Restored items are acceptable in exhibits, and need not be identified as such.
- h. Exhibits or portions thereof may not be marked "for sale," or their value indicated in any way.
- i. Exhibitors are requested to display the awards(s) on their exhibit until it is taken down, and should wear any special name cards or badges provided by the show host.
- j. Exhibits should not be dismantled until the end of the show unless prior arrangements are made with the show hosts.

3. Show Organizer(s) Exhibit/Display Rules:

- a. Exhibit space at all shows shall be free and available on a firstcome basis. Exhibitors may be expected to bring their own fixtures, extension cords, etc.
- b. At the NIA National and Regional shows, if exhibit space reserved for insulators and/or related items should still be available 60 days or less from the date of the show, the show organizer may permit other non-competitive exhibits of suitable antique/collectable items, subject to the approval of the NIA Board of Directors.

4. Awards and Presentations

- a. The NIA will provide trophies, plaques or awards for Junior and Adult 1st place winners of the various categories.
- b. The show organizer(s) will provide ribbons or some type of award for all exhibitors as recognition for exhibiting.
- c. The NIA Board of Directors has the authority to honor esteemed contributors to the hobby and the NIA, by naming awards after such individuals. As such, the "Dr. Fredrick L. Griffin Memorial Award" (recipient selected by the show judging panel), is in recognition of the first NIA President, and will be given for the most outstanding threadless exhibit, in lieu of a standard first place award.
- d. The NIA will present a "NIA Best of Show Award" at National and Regional Shows. The award will be presented to the exhibitor achieving the highest total cumulative score from the judges. The National Show award shall be presented as the "Steve Blair Memorial Best of Show Award".
- e. The NIA, at the National Show, may present four special awards:
 1. The "Milholland Educational Award" (recipient selected by the show judging panel). This award is in recognition of Marion and Evelyn Milholland for their tireless work over many years to research and publish information on glass insulators, all of

which contributed immeasurably to the growth and enjoyment of the hobby. The award is given for the one exhibit that most effectively achieves an educational theme. Insulators, props and historical explanations must be combined with good showmanship to capture the attention of all collectors and the viewing public. This award may be any exhibit regardless of the category entered. The award is determined and selected as that exhibit receiving the highest cumulative score of all the judges scoring in the showmanship and education portions of the score sheet.

2. The "Outstanding Service Award" may be presented to an NIA member who has performed outstanding service for the NIA and contributed substantially to the insulator hobby. The Awards and Recognition Committee receives nominations from the membership and delivers the nominations to the NIA President. The NIA President prepares, distributes and tabulates ballots for this award.

Individual members may not nominate themselves nor their spouses. Individuals receiving the Outstanding Service Award are not eligible to receive that award again for five (5) years.

For a current Board Member, Advisor, Committee Member, Employee or Volunteer appointed by the Board to be eligible for Outstanding Service Award consideration, that individual must have served six (6) complete and consecutive years in one or more of the following capacities: Board Member, Advisor, Committee Member, Employee and/or Volunteer appointed by the Board.

3. A "NIA Lifetime Membership" may be presented to any NIA member for cumulative meritorious service to the NIA or the insulator- collecting hobby. The Awards and Recognition Committee receives nominations from the membership and delivers the nominations to the NIA President. The NIA President prepares, distributes and tabulates ballots for this award. Individual members may not nominate themselves nor their spouses for this award.

For a current Board Member, Advisor, Committee Member, Employee or Volunteer appointed by the Board of Directors to be eligible for NIA Lifetime Membership consideration, that individual must have served six (6) complete and consecutive years in one or more of the following capacities: Board Member, Advisor, Committee Member, Employee and/or Volunteer appointed by the Board.

4. The NIA Board of Directors has the authority to honor esteemed contributors to the hobby and the NIA by inducting such individuals into the NIA "Hall of Fame."

The purpose of the NIA Hall of Fame is to recognize and preserve the historical significance of the contributions of those who have significantly advanced the invention, manufacture, application and collection of insulators upon which the hobby and the NIA is founded.

Candidates for induction into the Hall of Fame may be any past or present member of the NIA as well as other individuals who have significantly advanced the invention, manufacture, application and collection of insulators upon which the hobby is founded.

Candidates can be nominated by affiliated clubs, individual NIA members, or family members related to the candidate. Current members of the NIA Board of Directors may nominate candidates for induction into the Hall of Fame. Individual members may not nominate themselves or their spouses.

The NIA Awards and Recognitions Committee will receive the submitted written applications and supporting documentation for the proposed candidate. Induction into the Hall of Fame shall be by recommendation from the Awards and Recognitions Committee. Induction into the Hall of Fame will require a vote for approval by two-thirds (6) of the members of the Board of Directors.

The numbers of inductees shall be limited to no more than three (3) members per year.

Inductees to the Hall of Fame will be announced at the annual NIA National Show Awards Banquet. Photographs and biographies of the inductees will be published in the Drip Points magazine, Crown Jewels of the Wire magazine, and on the "Hall of Fame" page of the NIA web site. The Association Historian will be responsible for preserving the inductee's biographical information in the NIA archives.

f) The presentation of all NIA category awards and individual club awards should be made on the show floor immediately after the judging and tabulation of scores but at the discretion of the show organizers in coordination with the NIA.

g) The top NIA awards (Best of Show Award, Milholland Educational Award, Outstanding Service Award, Hall of Fame Award, and Lifetime Membership Award) will be presented at the awards banquet. In addition, presentations to show organizer(s), People's Choice award, President's Special Award(s) and other miscellaneous awards will be presented during the banquet. Additionally, if the category and club awards were presented on the show floor, those winners of category and club awards would also be announced and recognized during the awards banquet.

5. Judging Rules

a. Judges and exhibitors should remember that displays are for the general public as well as for other members of the hobby, so it is desirable to be creative and original, and avoid showing the same exhibit several times without substantial modification. Repetitive showings of the same exhibit should result in a reduced score.

b. An exhibit/display must exceed a threshold numerical judging score in order to qualify for the "best of category" award. An Adult exhibitor must achieve a minimum score of 75 and a Junior exhibitor must achieve a minimum score of 65. Single exhibitors in any category must achieve the minimum score for their exhibit in order to receive an award.

c. A tally sheet will be furnished to exhibitors after the judging, showing how the judges rated each exhibit as compared with other entrants in the same category. This will show exhibitors where improvement is needed. The judges will not be identified on these tally sheets.

d. Judging decisions will be final. Ties will be re-judged.

e. There will be a minimum of three (3) judges for each category, and a given person may judge more than one category, if qualified. A total of five (5) judges is recommended. All judges at a National Show should have previous judging experience. The majority of judges at a Regional Show should have previous judging experience. At a National Show the judging panel should include at least one judge from each of the three NIA regions.

f. A person may not judge any category in which that person or a family member has an entry.

g. The Awards & Recognition Committee Chairperson (or in his/her absence an Awards & Recognition Committee Member) will act as the Judging Chairperson at the NIA National Convention. The

Judging Chairperson, with the cooperation of the Show Organizer(s), will determine who will be in attendance at the show, select the judges, supervise them, and tally the score sheets. The Judging Chairperson at the NIA National Convention is not allowed to enter a competitive exhibit.

h. Judges will be furnished standardized printed scoring sheets by the Judging Chairperson, and

1. Should consider each grading factor separately without regard to other factors, thus making a conscious effort to avoid a "halo" effect, or a tendency to give an exhibit high scores in "Showmanship" and/or "Education" because it is outstanding in "Rarity;" and

2. In an effort to make scoring meaningful, judges should consider starting their scoring with a presumptive number of points. For example, start in the middle of the point range and then mentally adjust their ratings downward or upward as appropriate.

i. Judging will be accomplished using the NIA's standard 100- point system. The average of all judges for any given category will be the final score. The standard NIA 100-point system is as follows:

35 points – Showmanship (Eye-catching, Public appeal, Good use of go-withs, Display props, Lighting, Condition, Category adherence.) Five points are possible for each element.

35 points – Education (History, Information, Explanation, Good use of titles, Labels, Handouts, Exhibitor biography.) Five points are possible for each element.

15 points – Rarity

9 points – Variety

6 points – Originality (Independent and creative thought, Freshness of idea, New or unusual arrangement.) Two points are possible for each element.