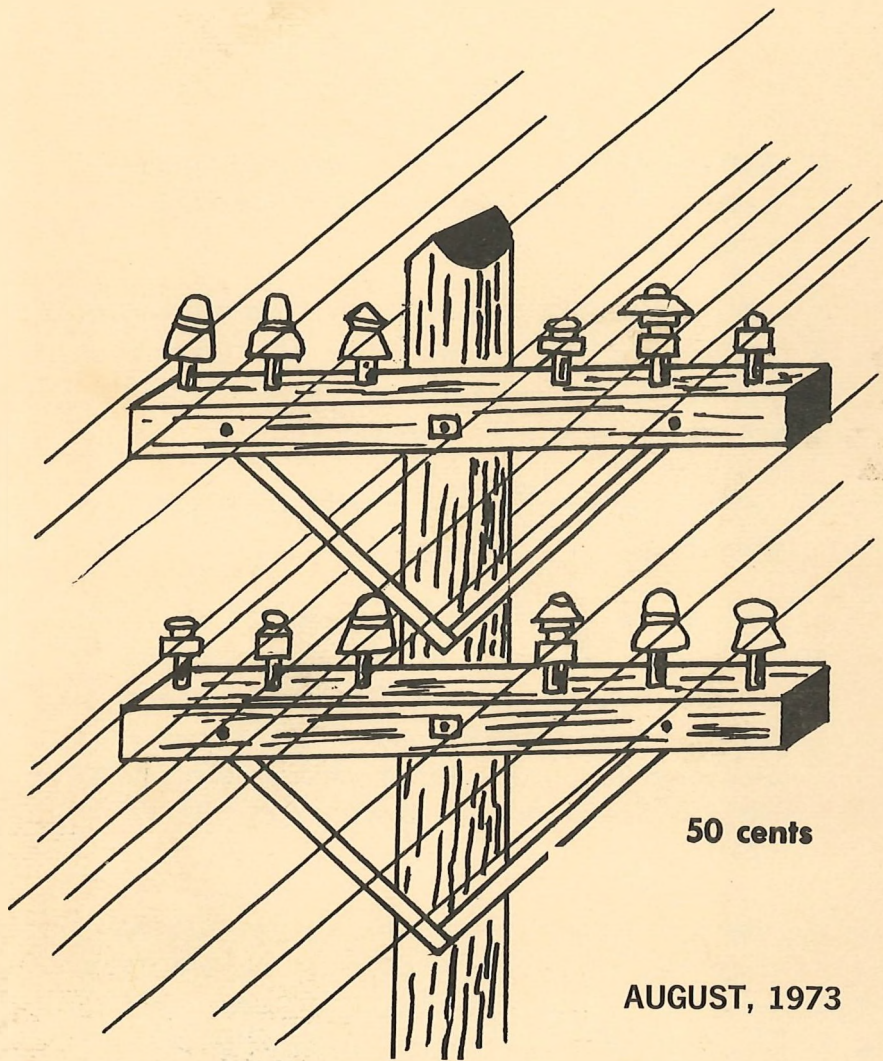


CROSS ARMS

an
insulator collectors'
magazine



50 cents

AUGUST, 1973

367 Signal Hill Road
King of Prussia, Pa. 19406

CROSS ARMS--dedicated to enriching the knowledge of the insulator collector, and enlarging the ranks of the insulator collecting hobby.

PUBLISHING POLICY

1. CROSS ARMS will publish any information available concerning insulator shows and swap meets.
2. Any information received by CROSS ARMS before the 15th of the month will be published and in the hands of our subscribers by the 5th of the next month.
3. All ads are kept confidential until they are published.
4. We will do our best to make sure all advertisers are reliable but cannot be held responsible for the validity of their copy nor for their performance. We accept no responsibility for errors except to reprint the incorrect portion of the ad in a later edition.
5. Send black and white prints or copies as they will reproduce with more satisfactory results. All material will be returned to the sender if specified, all other material becomes the property of CROSS ARMS.

CROSS ARMS

An Insulator
Collector's Magazine

Vol. 2, No. 7

August, 1973

Editor James Garrity
Production Catherine, Mary Alice Garrity, Edward Szymala

Single Copy 50¢. Subscription price \$5.00 (12 issues)
Back issues available at 50¢ each. (not all issues are available).

Copyright © 1973 by CROSS ARMS

This journal is protected by copyright and no part of it may be reproduced in any manner without written permission from the publisher.

TABLE OF CONTENTS

	PAGE
C. D. of the Month (185. 2)	22
Classified Ads	34
Dos Palos Insulator Show	32
E. I. C.	20
El Paso Centennial Collectors Show	18
Fourth National Insulator Show	27
How Would You Like to Host a National?	10
Know Your Collector	31
Letters to the Editor	29
Market News	21
Mid-State Bottle Show	13
National Insulator Association (N. I. A.)	6
South Central National Insulator Show.	11
Yankee Polecats Insulator Show.	19

SHOWS AND SWAPS

AUGUST 10-11 Belfast Maine

Dirigo Bot. Col. Club of Bangor, Maine, and the Mid Coast Bottle Club of Thomaston, Maine, Show & Sale.. Info: John Poor, P. O. Box 104, Kenduskeag, ME 04450.

AUGUST 11-12 Fresno, California

Collectors Jamboree, Junior Exhibit Bldg. Info: Bill Heitkotter, 35 E. Cornell, Fresno, CA 93705 Ph. (209) 224-1478.

AUGUST 25-26 Hawthorne, California

The South Bay Antique Bottle Show & Sale. Hawthorne Memorial Center, 3901 W. El Segundo Blyd. Info: Mike Baron, 213 N. Irena Ave, Redondo Beach CA 90272 (213) 372-4591.

AUGUST 25-26 Denver, Colorado

Mountain States Insulator, Bottle & Collectibles Show & Sale. Info: Michael Bliss, 4640 E. Asbury Circle #22, Denver, CO 80222 (303) 778-1765.

SEPTEMBER 1-2 Hutchinson, Kansas

Insulator, lightning rod ball & bottle and collectors show, Sports Arena. Info: George Phillips, Box 1791 Hutchinson, KS 67501.

SEPTEMBER 1-2-3 Bakersfield, California

2nd Annual Insulator Show at Bakersfield Elks Lodge Hall. Info: Chuck Henry, 7400 Pembroke Ave., Bakersfield, CA 93308 (805) 399-8892.

SEPTEMBER 2

New Holland, Pennsylvania

New Holland Bottle Show & Sale, Liberty Fire Hall, Rt. 23. Info: Alfred B. Carpenter, Blue Ball, PA 17506.

SEPTEMBER 2

Decatur, Illinois

Land of Lincoln Bottle Club Show & Sale, Holiday Inn, Rt. 36 West. Info: Mrs. Beverly Taylor, 2515 Illinois Circle, Decatur, IL 62526 (217) 423-6241.

SEPTEMBER 8-9

San Bernardino, California

San Bernardino County H. B. C. Show & Sale, Convention Center. Info: Gene Kemble, 311 W. Holly St., Riolto, CA 92376.

SEPTEMBER 9

Alexander, New York

Western New York Bottle Collectors Sale. Insulators, lightning rod balls & bottles. Alexander Firemen's Hall, Rt. 98 & Rt. 20, Alexander, NY (near Batavia.) Info: Dennis Sobotka, 4316 Military Rd., Niagra Falls, NY 14305.

SEPTEMBER 14-16

Coos Bay, Oregon

Bottle & Antique Show. Info: Ed Lange, 1390 Penn, Rt. 3, Coos Bay, OR 97240.

SEPTEMBER 15-16

Winchester, Virginia

Apple Valley Bottle Club Show & Sale, Winchester Armory. Info: Mrs. Hillary Mills, R. D. 1, Box 410, Winchester, VA 22601.

SEPTEMBER 16

Sellersville, Pennsylvania

Delaware Valley Bottle & Insulator Show & Sale at the V. F. W. Forrest Lodge on old Rt. 309. Info: Bob Essick, Box 19, Revere, PA 18953.

SEPTEMBER 22-23 Buechel, Kentucky

Louisville Bottle Club Show & Sale, National Guard Armory, Progress Road. Info: C. "Tiny" Kennedy, 11819 Garrs Ave., Anchorage, KY 40223.

SEPTEMBER 22-23 Reno, Nevada

Reno-Sparks A. B. C. A. Show & Sale, Washoe County Fairgrounds. Info: P. O. Box 6145, Reno, NV 89503.

SEPTEMBER 23 Binghamton, New York

1st annual bottle & insulator show & sale, Masonic Temple, 66 Main St. Info: Chuck Purdy, 47 Dickinson Ave., Port Dick, NY 13904.

SEPTEMBER 29-30 Columbia City, Indiana

Hoosier Insulator Collector's Fall Show. Whitley County 4-H Building. Info: Paul Houpt, 211 S. Chauncey St., Columbia City, IN 46725.

OCTOBER 6 Scotia, New York

Capital District Insulator Club Show & Swap Meet, First Reformed Church Hall. Info: Grant Barnes, 24 Harlau Rd., Scotia, NY 12302.

OCTOBER 6-7 Grand Junction, Colorado

Western Slope Bottle Club's 1st Annual Bottle & Insulator Show & Sale, Lincoln Park Auditorium, 12 & Teller. Info: Janet Hooker, Box 354, Palisade, CO 81526.

OCTOBER 12-13-14 St. Charles, Illinois

2nd Chicago Mid-West National Insulator Show, Kane County Fairgrounds. Info: L. Veneziano, 324 Hawthorne Dr., Bensenville, IL 60106.

OCTOBER 13

East Bridgewater, Mass.

8th Eastern Mass. Antique Bottle & Insulator Show & Sale. Square Acres Dance Hall. Info: Fred Swiechowicy, 200 Warren St., Randolph, MA 02368.

OCTOBER 20-21

Glendale, California

7th Annual Bottle Show & Sale, Los Angeles Historical Bottle Club. Glendale Civic Auditorium. Info: Show Chairman, PO Box 60762, Terminal Annex, Los Angeles, CA 90060.

NOVEMBER 4

Springfield, Virginia

Eastern Insulator Club presents its fall show in Springfield, Virginia, at the Springfield Mall Shopping Center. Info: Jim Barron, 6815 Darby Lane, Springfield, VA 22150 (703) 971-1647.

NOTICE TO ALL SUBSCRIBERS: _____

CROSS ARMS has started to assemble its Subscribers Directory. Anyone wishing to be left out of the Directory, please notify us.

The Subscribers Directory will come out in February of '74. It will be a separate issue and will also include an index for the past 12 issues of CROSS ARMS. The Subscribers Directory is not included with your subscription. It will be sold to anyone requesting a copy. The cost will be 50¢ to CROSS ARMS subscribers and \$1.00 to non-subscribers.

NATIONAL INSULATOR ASSOCIATION

July 7, 1973, Ramada Inn, Hutchinson, Kansas. A banquet dinner was served and the committee to form the N. I. A. along with all interested collectors held a meeting afterwards to formally establish the N. I. A.

In order to get things moving, Warren Olsen (who conducted the meeting) called for adoption of the present by-laws (as published in June, CROSS ARMS.) The motion being entered and seconded, the body then voted and the ayes had it. The next order was nomination for, and election of officers. The offices open for nomination were: President, Eastern V. P., Central V. P. and Western V. P. Ballots were passed around to the body and some changes were made on the ballot as some people declined the nominations. Nominations were called for from the floor and they were written on the ballot. The ballots were marked and votes counted.

Candidates for election were: President- Paul Houpt, O. B. Crockett, Fred Griffin; Eastern V. P. - Steve Freedman, James Garrity; Central V. P. - Larry Harmon, Tim Askew, Dick Augustyn, Dennis McHenry; Western V. P. - Ernie Rostock, Jesse Moreland.

While the ballots were being counted the next order of business brought forward was the amount of dues to be charged. The dues were set at \$2.00 per person, or club and this would entitle the person or club to a vote at the next meeting.

The officers elected were: President- Fred Griffin; Eastern V. P. - Steve Freedman; Central V. P. - Dick Augustyn; and Western V. P. - Jesse Moreland.

At this point Warren Olson stepped down and turned

the meeting over to Fred Griffin. Fred and the Vice-Presidents held a slightly informal meeting which set up 4 committees and asked for volunteers to fill some of the positions set up by the by-laws. The positions filled were: Treasurer-Dennis McHenry; Executive Director-Bill Dreggors; Information Director- Ray Bryan.

The committees formed were:

Show committee: (Chairman) Ernie Rostock; Steve Freedman; Dick Augustyn, Warren Olson; Don Harned; Paul Houpt.

By-Laws Revision committee: (Chairman) Jack Tod; Ray Bryan.

Membership committee: (Chairman) Ernie Rostock; Steve Freedman.

Ethics committee: (Chairman) Rodney Wing; Dick Augustyn; Jack Tod; John Hall, Jim Garrity, Maury Tasem.

The committees and officers are in need of volunteers and suggestions. In a separate article in this issue we list all officers and committee members and their addresses. This will enable you to communicate with them.

Editors Comment: I went to the meeting with reservations suspecting that "this N. I. A. deal sounds like a railroad job on collectors." I was wrong. This organization is going overboard to help the hobby and the collector. I feel every collector should join the N. I. A. It's for your own benefit. The machinery was set in motion at Hutchinson--now it's up to all of us to keep the wheels turning.

N. I. A. - - who to contact

Here are the names & addresses of all the officers and committee members of the N. I. A.

President: Fred Griffin, 512 Palm Ave, Palatka, FL 32077.

Eastern V. P.: Steve Freedman, 18 Highland Drive, Wallingford, CT 06492.

Central V. P.: Dick Augustyn, 640 S. Harvard Ave., Addison, IL 60101.

Western V. P.: Ernest Rostock, 3008 S. W. Nye, Pendleton, OR 97801.

Executive Director: Bill Dreggors, Rt. 3, Box 566, DeLand, FL 32720.

Treasurer: Dennis McHenry, Trexend, Rt. 1 Bettendorf, IA 52722.

Information Director: Ray Bryan, 924 Garfield, Ames, IA 50010.

Show Committee:

Ernie Rostock (chairman)-see western V. P.
Chuck Henry, 7400 Pembroke Ave., Bakersfield, CA 93308

Dick Augustyn-see Central V. P.

Warren Olson, 34 N Main, Denison, IA 51442.

Don Harned, Rt. 1 Box 475, Chico, CA 95926.

Paul Haupt, 211 S. Chauncey St. Columbia City, IN 46725.

By-Laws Revision Committee:

Jack Tod (chairman) 3427 N. 47th Place, Phoenix, AZ 85015.

Ray Bryan-see Information Director.

Membership Committee:

Ernie Rostock (chairman)-see Western V. P.
Steve Freedman-see Eastern V. P.

Ethics Committee:

Rodney Wing (chairman), 28439 Rosslyn,
Garden City, MI 48135.
Dick Augustyn, -see Central V. P.
Jack Tod-see By-Laws Committee.
Jim Garrity, 367 Signal Hill Road, King of
Prussia, PA 19406.
John Hall, 5200 Shannon Rd., Canal Win-
chester, OH 43110.
Maury Tasem, 519 Verdin St., El Cajon,
CA 92021.

Now that you have their names and addresses, we at
CROSS ARMS urge you to let the appropriate people
know what your feelings are concerning the by-laws,
ethics, etc. I know all the chairmen are looking
forward to your views on the subject.

1845- Amos Kendall, ex-postmaster General, acting as
agent for Samuel F. B. Morse, organized the Magnetic
Telegraph Co. --New York to Washington. They made
J. D. Reid the Superintendent.

Aug. 1898- The P. R. R. set 42 poles in the ground be-
tween Rosemont and Vilinova under varying conditions
to learn the best pole and best mounting.

HOW WOULD YOU
LIKE TO HOST THE FIFTH NATIONAL SHOW?

The N. I. A. hasn't picked the site of the 5th National yet. According to the by-laws, the 1974 National will be held in the Eastern Section. In an effort to give any show host a fair chance to hold a National Show, the N. I. A. Show Committee will pick the best show site from the list of applicants.

Here is the list of qualifications necessary for anyone desiring to host a National Show.

1. Space for a minimum of 160 sales tables in 1 room or area.
2. P. A. System available.
3. Air conditioned if possible or necessary.
4. Adequate parking for 500 cars.
5. Other family attractions and activities in the immediate area (Tourist Attractions, Entertainment Facilities).
6. Banquet Hall.
7. Guaranteed National and Local Publicity.
8. Food on Premise.
9. Adequate Additional Wiring.
10. Separate or separated exhibit area.
11. 24 hour security.
12. Furnished table covers.
13. Table signs and registration tags.
14. Show must be held during June, July, and August.

Applications for hosting each year National Insulator Show will be accepted. Those individuals or clubs interested in hosting the 1974 Show should make applications by Sept. 30. Applications should be sent to Bill Dreggor, Rt. 3, Box 566, Deland, FL 32720.

Applications for 1975 and 1976 Show also will be accepted until April 1974.

2nd SOUTH CENTRAL NATIONAL INSULATOR SHOW

by Wayne A. Moore

The Second South Central National Insulator Show was held in Frankfort, KY. The CROSS ARMS First Place ribbon was won by Dave Reed of Richmond, KY., with his display of baby signals. The Second Place was won by Mike Dawkins of Frankfort, KY, with his porcelain display. Roy Galloway of Winchester, KY, won Crown Jewels Grand Prize ribbon with his display of kegs. The ribbons were voted on by every dealer that had a table set up.

We had about 25 tables of insulators from common to rare. Everyone was buying, selling and trading.



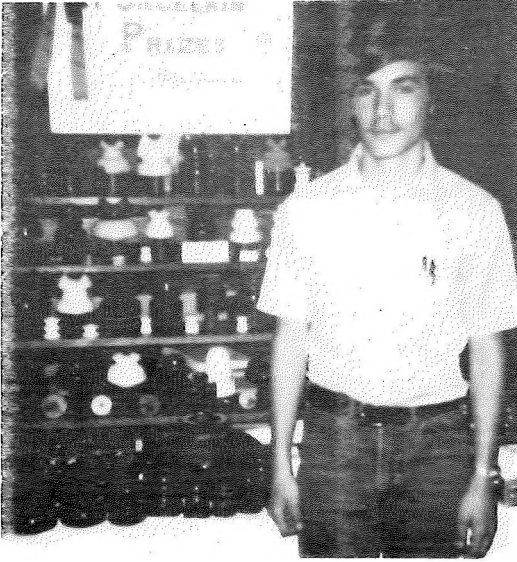
left: Dave Reed



right:

Roy Galloway

2nd South Central National Insulator Show.



left: Mike Dawkins



Westinghouse Electric & Mfg. Co.
Choke Coil 30 Amps
Type No 7 2500 volts
Style No. 243625

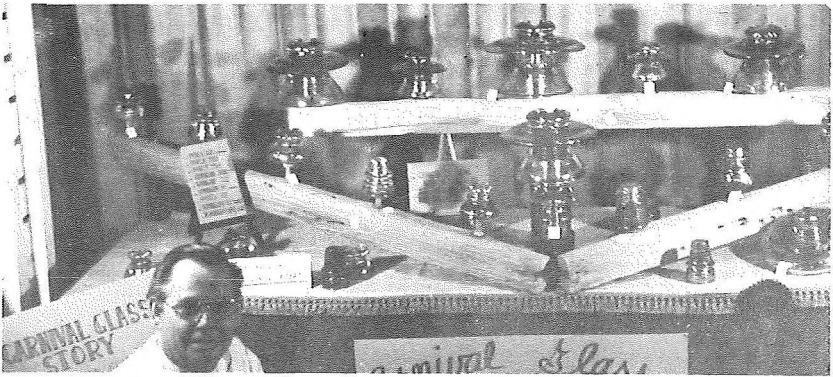
The insulator is a #2 Provo, with a metal clamp cemented on the top. The name plate data describes the unit the insulator was used on.

Picture and name plate data from Larry Foehrenbach of Indiana, PA.

MIDSTATE ANTIQUE BOTTLE SHOW

by Alan Rogers

Midstate Antique Bottle Show was held May 12-13, in Orlando, Fla. The show was well attended by the local insulator collectors. A show is the best place to meet new collectors, and this show was no exception. Mr. B. Z. Cashman III set up a real nice display that got him First Place. On all carnival glass display was exhibited by Don & Ruby Bryant. Here are photos of some of the dealers and displays.



Don Bryant, 1st Place in carnival glass.

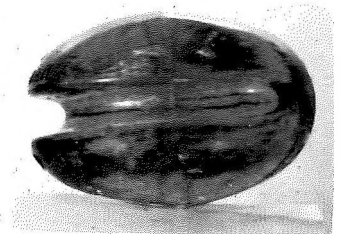


B. Z. Cashman, Lakeland, FL., First Place.

Mid State Antique & Bottle Show.



Bob Alexander, 3rd Place, from Winter Haven.



left: A new piece from Mexico. Clear, 3 1/4" hi from Ray Richter of Colorado. right: An embossed California strain insulator from Ron Hibbert of Nebraska.

PATENT INFORMATION

John Yandell of St. Louis, Missouri. Improvement in insulators for telegraphs. Patent No. 8,438, dated October 14, 1851.

I, John Yandell, have invented a new and useful Improvement in the Mode of Insulating the Wires of Magnetic Telegraphs and Magnetic Apparatus.

.. Fig. 1 is an elevation of the upper end of a telegraph pole with the insulator inserted therein. ... Fig. 3 is a side view of a bracket containing an insulator designed to be used in securing to a tree. ... Fig. 6 is a side view of the insulator. Fig. 7 is a longitudinal section of the same. Fig. 8 is an end view of the same. ... Fig. 11 is a longitudinal section of a modified form of the same, the flange being concentric with the cylindrical portion forming the body.

... A is the upper portion of the telegraph post hewed to an edge at its upper end, so as to shed off rain, snow, sleet, &c, and having a horizontal hole bored through it a short distance below its upper end, and depressions hewed in its sides below said hole, to prepare it for the reception of the insulator. ... This being done, an inclined slit, B, sufficient to admit the wire, is sawed from one side of the post into the holes. ... Any suitable cover may be placed over to shed the water, &c.

... F is the glass insulator, made in the form of a cylinder, corresponding with the size of the hole through the post, with its interior bore, which is flared outward or enlarged at the ends and eccentric or concentric with the outer periphery. When eccentric the heaviest part is opposite to the slit from end to end.

J. YANDELL.
INSULATOR FOR TELEGRAPHS.

Fig 1

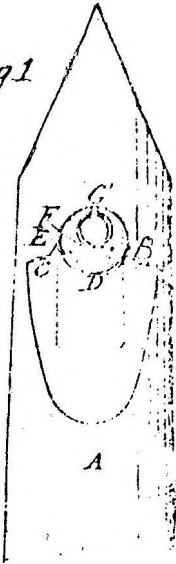


Fig 6

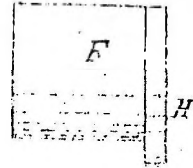


Fig 7

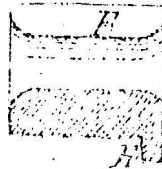


Fig 8

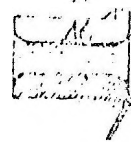


Fig 3

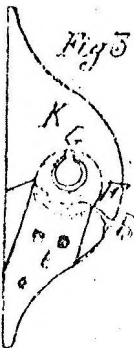


Fig 8

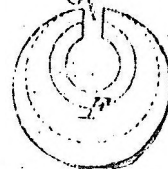
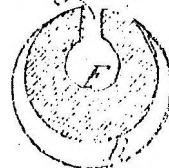
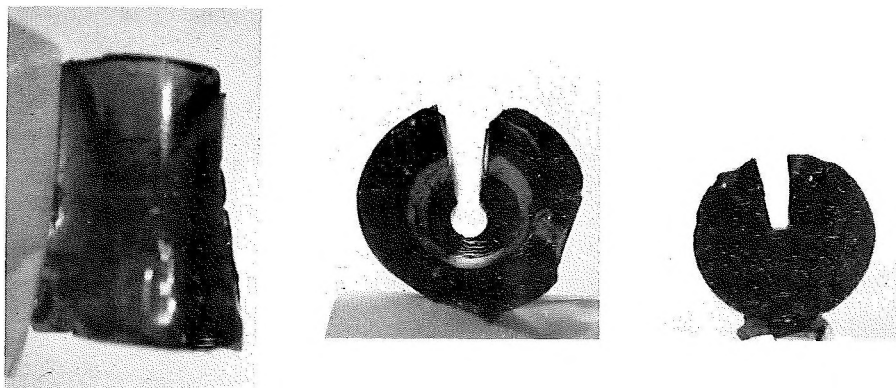


Fig 9



G is a slit to allow the entrance of the wire into the bore.

...M is a modification of the insulator, made similar to the one first described, except that its flange is concentric with the cylinder, instead of eccentric, and that it is provided with a notch in the flange, through which a nail, N, is driven into the post or bracket, whose head prevents it from either turning or becoming dislodged from its place.



These are actual photos of the "Yandell sleeve." Left and middle, a front and end view. This sleeve belongs to Greg Everett of Abilene, TX and was found between Houston and Galveston in an old railroad dump along a 1852 railroad line. On the right, an end view of another "Yandell sleeve." Notice the wire groove variation. This piece belongs to Bob Wilson of Philadelphia, PA

Greg's is aqua, while Bob's is dark emerald green.

EL PASO CENTENNIAL COLLECTORS SHOW

The men of the Insulator Club, Bottle Club and Prospectors Club were in Centennial attire with their beards, mustaches, top hats and vests for the Collectors Show held May 12-13, 1973. The women wore their long dresses and bonnets for El Paso's 100th birthday.

There were 65 tables set up with insulators, bottles and artifacts, and an attendance of about 700. Garland Nelson and Orvil Smith came from Wasco, Calif., and Orvil went home with 2 ribbons, one for Best in Insulators and one for Best in Show.

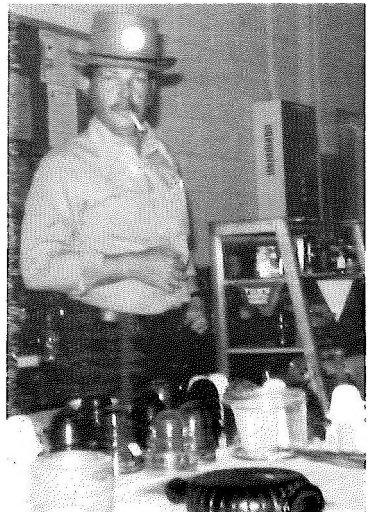
Mr. & Mrs. Cliff Martin of Humble, Texas, attended our show as well as Willard Riggs of Hill City, Kansas. We had people from Tucson, Lubbock, Albuquerque, Monahans and surrounding areas. I wish to thank all of those who attended, and to help make our show a success.

B. J. Morris

El Paso Insulator Club



Top-Orvil Smith of Calif. receiving 1 of his 2 ribbons from Bob Sproull.



Left-Bob Keyes our show chairman at his table.

YANKEE POLECATS INSULATOR CLUB SHOW

by Gert Wyer

On June 24th, the Yankee Polecats Insulator Club held its 2nd meeting of the year at Bridgewater, Mass.

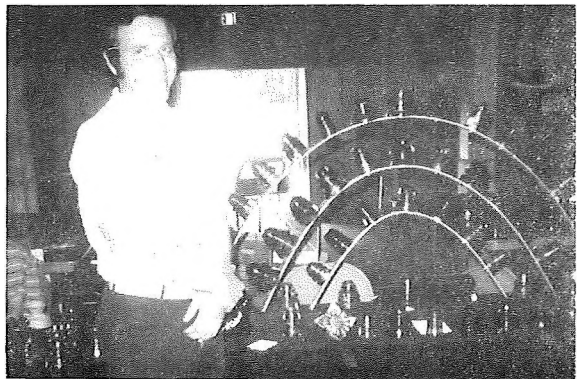
Despite the time of the year and the gasoline shortage, we had 22 tables with about 70 people.

The Club awarded two ribbons. The first place ribbon was won by Ray and Bob Lanpher and the second place by Doug MacGillvary.



First Place
Yankee Polecat
ribbon went to
Ray & Bob
Lanpher.

2nd Place
ribbon was
Doug
MacGillvary.



Hello! Fellow Members of Eastern Insulator Club.

The news for August is pretty good. The membership has grown to 174 members.

We would like to congratulate two of the club's members from Florida. They are Alan Rodgers and B. Z. Cashman III. Alan Rodgers won 1st place and Crown Jewels Ribbon and B. Z. Cashman III took 2nd place at the 7th Annual Bottle Show and Sale in Miami, Florida. Both had impressive looking displays.

The members in the Illinois and Mid West area might be interested to know that our former Secretary, Peg Hotton, and her family have moved to Illinois. Before Peg left, she offered her services as a regional contact for the club. If there are any of you who would like to get in touch with Peg, her new address is: The Hottons, 442 E. 8th & County Line, Hinsdale, IL 60521.

Just a little note on our fall show. Mr. & Mrs. Milholland have accepted our invitation and are planning to attend. Also, Jim Garrity of CROSS ARMS will be there. Look for our big ad in this issue.

Starting this month, we would like to list some of our new members. They are as follows: Charles Amsell, Chalfont, Pa. - Sybil Lawrence, Clintonville, New York - J.D. Ellis, Beecher, Illinois - Ervin J. Kaminski, South Gibson, Pa. - Hugh D. Summers, Malvern, Pa. - Elaine Keebler, Edinboro, Pa. - Mr. & Mrs. Charles Rickett, Jr., Trenton, New Jersey - Kenneth C. Ridley, Salem, New Jersey - Gerald B. Wert, Thompsontown, Pa. - Gary Babin, Edmundston, N.B., Canada - Robert C. Galloway, Glenn Dale, Maryland and W.B. "Rip" West, Kingman, Arizona.

MARKET NEWS

Listed below are some of the going prices of insulators as recorded at the 4th National Show in Hutchinson, Kansas.

<u>Company</u>	<u>CD</u>	<u>Condition</u>	<u>Color</u>	<u>Prices</u>
Hem. 9	106	mint	green	\$ 6
1687	162	mint	aqua	8
Whitall Tatum	154	mint	purple	4
Am. Tel & Tel	121	mint	purple	6
Hem. # 19	162	mint	em. green	4
Hem. #43	214	mint	em. green	3
Corning 662	235	mint	dkcarnival	9
Hem. SB	128.4	mint	clear	25
Columbia #2	262	mint	aqua	85
No name	144	VNM	aqua	20
Maydwell 20	164	mint	milk	6
Hem. D510	168	mint	amber	5
Locke Victor 23	319	mint	aqua	22
W. G. M. CO	145	mint	purple	12
W. F. G. CO	121	mint	ice	4
Mulford & Biddle	735	VVNM	aqua	140
Chicago (tear drop)	105	mint	aqua	550
No name (egg)	700	mint	aqua	200
McLaughlin 20	164	mint	em.green	4
McLaughlin 19	162	mint	em. green	10
No name	178	mint	aqua	12
emb. Diamond	102	mint	all colors	4
Hemi 25	175	mint	aqua	5

In compiling our market news we are now using the new CD numbers from Milhollands 2nd Revision "Most about Glass Insulators." examples: CD 128.4---105.

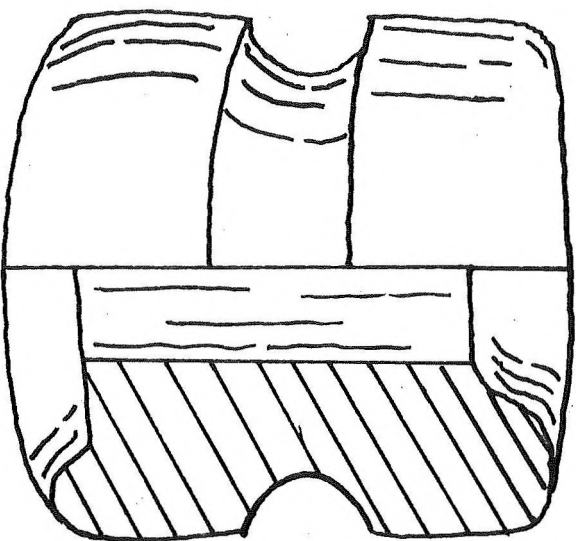
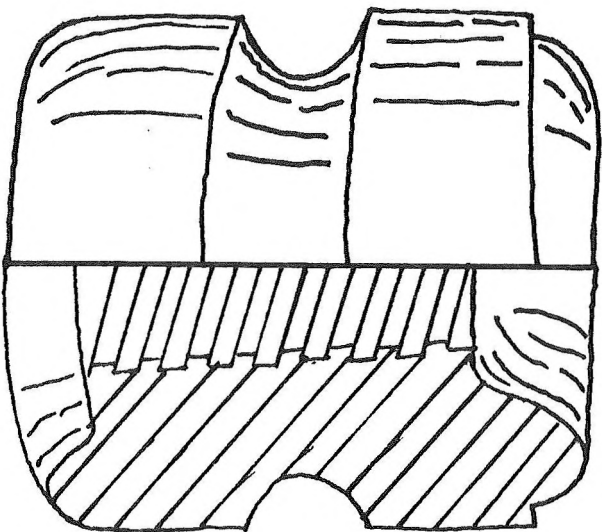
pieces are usually used together, or 2 porcelain spoons and 1 tin can. D. E. D.
CO. are used together

LIST OF EMBOSSINGS:

Front: B. E. L. CO.

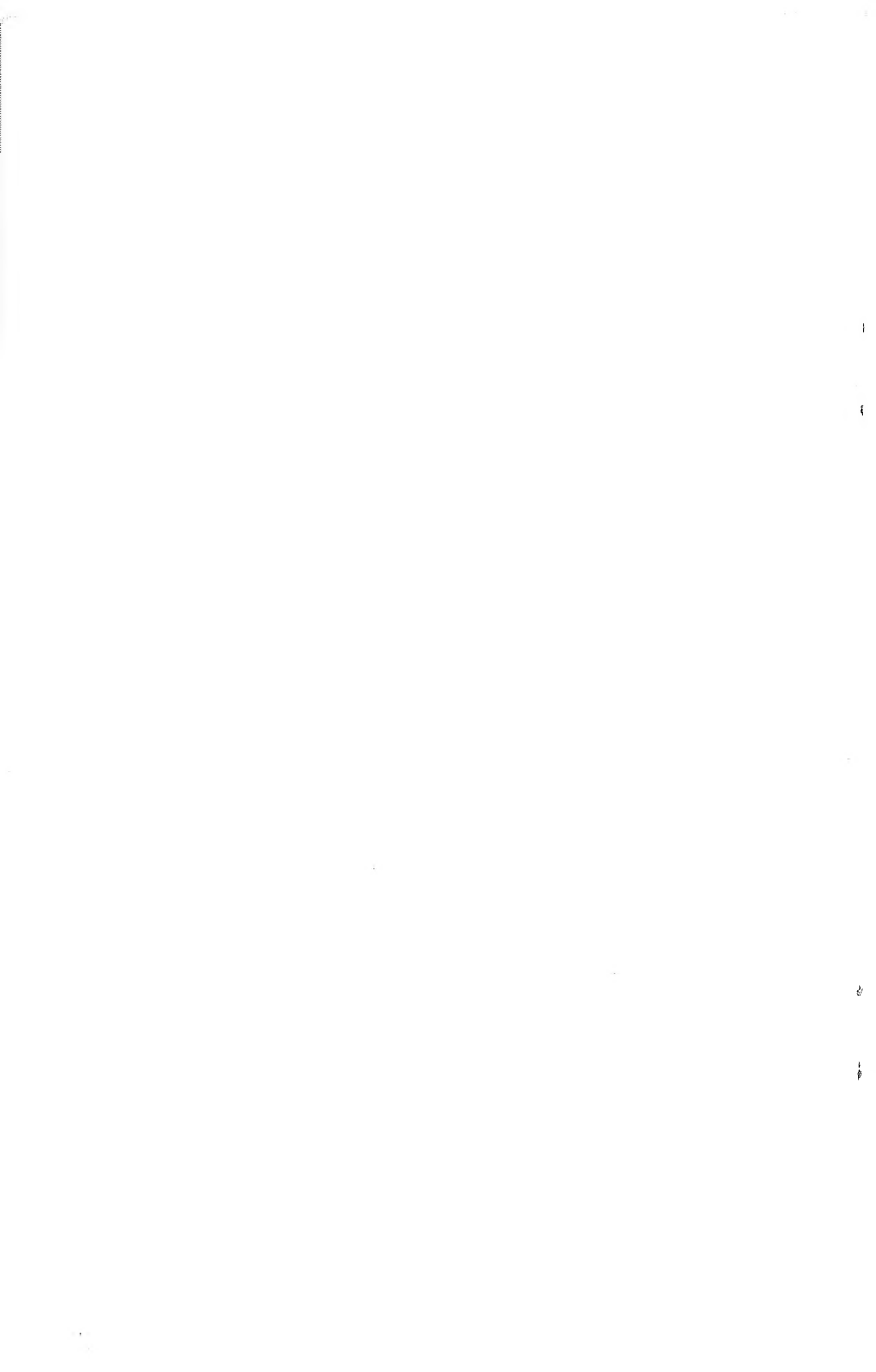
No name.

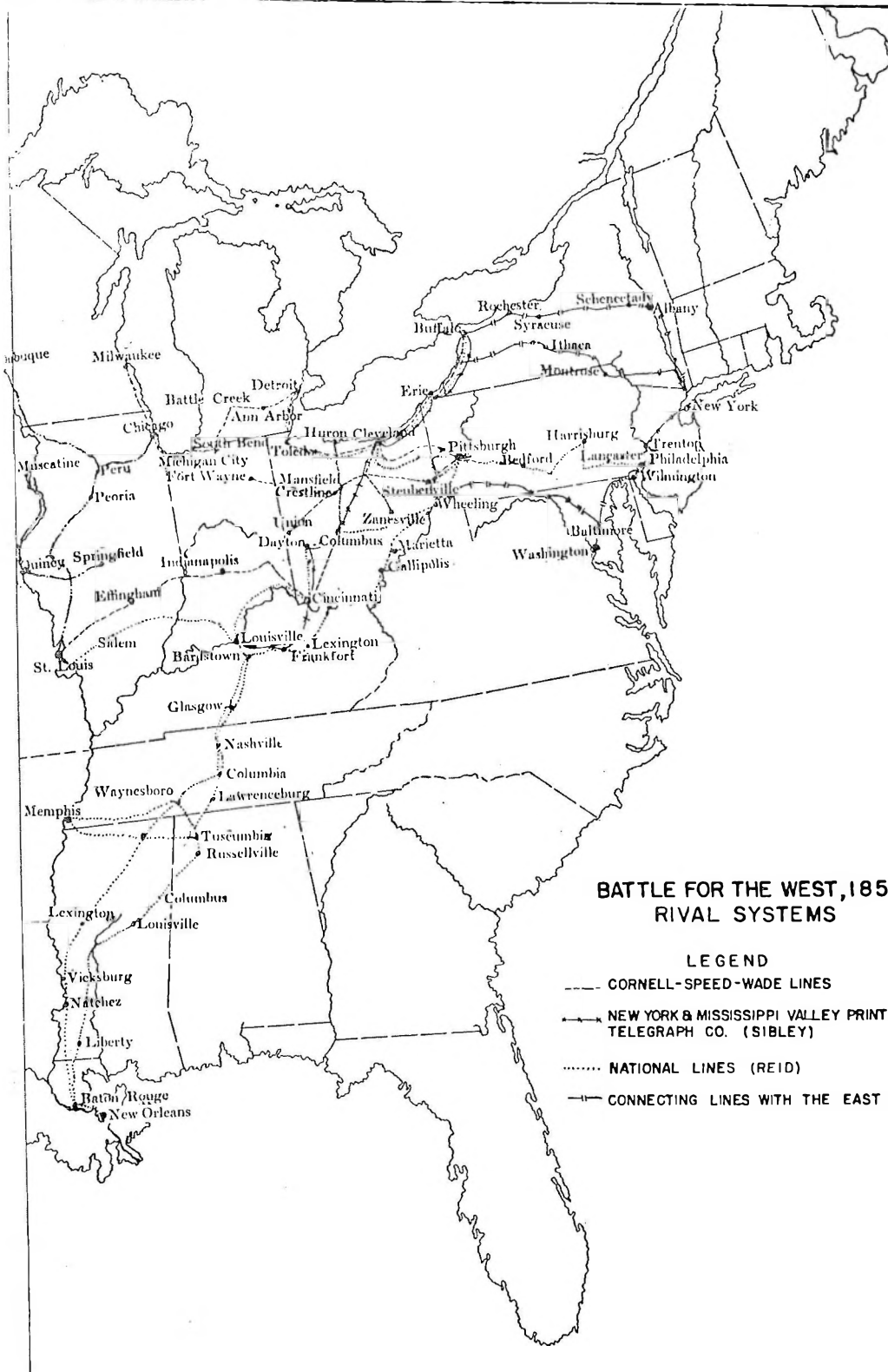
note: This is the first we have used the new CD number assignments. CD 185 is the Jeffrey mine insulator and the CD 185.2 is a variation of the 185. It is Mr. N. R. Woodward's hope that although the new decimal points will confuse some of the collectors for a while, in the end we will all benefit.



This insulator is threaded with standard threads, no inner skirt. We have also shown the no threads variation of the CD 185.2 (the threadless piece doesn't have a CD number.) It has the same embossings.

The CD 185.2 has been found in the Philadelphia, PA, area and the Cambridge, Mass., area. In the Philadelphia region they are used as part of the 3 wire service rack which attaches to a building. Two threaded pieces and 1 threadless piece are usually used together. (1 or 2 porcelain spools and 1 threadless P. E. T.





**BATTLE FOR THE WEST, 1851
RIVAL SYSTEMS**

LEGEND

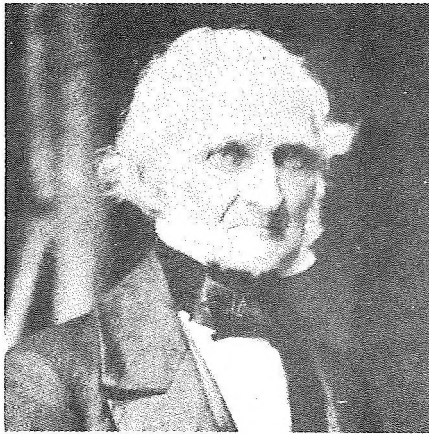
- CORNELL-SPEED-WADE LINES
- - - NEW YORK & MISSISSIPPI VALLEY PRINTING TELEGRAPH CO. (SIBLEY)
- NATIONAL LINES (REID)
- |— CONNECTING LINES WITH THE EAST



Theodore S. Faxton



Henry O'Rielly



Amos Kendall



John J. Speed

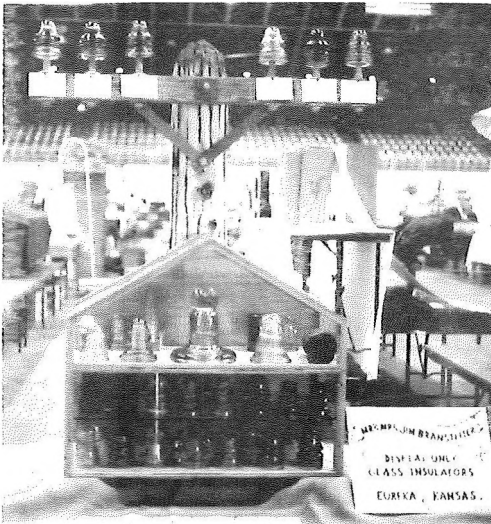


Ezra Cornell

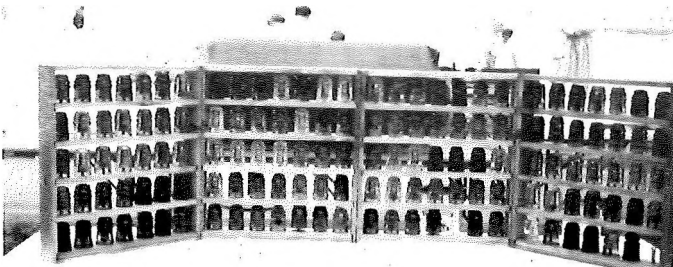
FOURTH NATIONAL INSULATOR SHOW

On July 7 & 8, the Fourth National Insulator Show was held at the Sports Arena in Hutchinson, Kansas. The show was sponsored by George Phillips and Thomas Wolfe. There were 127 dealers and collectors with tables and displays. The Arena wasn't air conditioned and 100^o+ temperatures were felt by everyone. Most of the "action" took place between the show participants as the thru the door crowd was small.

Here are pictures of the winning displays and some close-ups of some of the glass that was at the show.

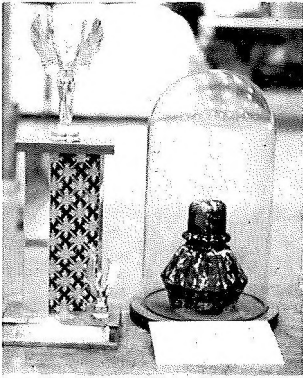


left: Mr. & Mrs. J. Branstetter of Kansas, First Place CROSS ARMS winner.



John Slagle of Parker, PA winner of CROSS ARMS 2nd Place.

Fourth National Insulator Show.



left: Forrest Jones of New Carlisle, Ohio, winner of Show Trophy (best in porcelain.) right: Piper Wrigley of Independence, MO, winner of Gerald Brown's Book.

Due to the large amount of shows this month we will picture the other display winners of the Fourth National Insulator Show next month.



left: from Ray Richter, CD 126 embossed: R 149959 found in Eureka, NV, with an ember E. C. & M. right: A CD ??? embossed with a bar on one side. This piece has an inner skirt from Hank Wankel, Perkin, IL.

LETTERS TO THE EDITOR

Dear Editor,

As a new subscriber to CROSS ARMS, let me say I am very pleased with its contents. The article on fakes or reproductions, I am answering. We don't need them at this point. There are still plenty of "Good" insulators to pick up. The new ones degrade the old ones. Its just some people want to commercialize and capitalize on everything, even my hobby. People who get "burned" once, hate to be burned twice.

* Thank * you, * Your * friend, * Harlan * Pallasch.

Hi, Mr. Garrity,

We just received the June issue of CROSS ARMS. After reading your Editorial on reproductions, private issues and limited editions, I agree with you 100%. I have talked with new collectors who have been taken this way. They were a little let down, and disgusted for awhile. We have had our share of this kind of dealing here on the west coast.

At a show, this spring, one dealer had a bunch of fake carnival insulators. It was buyer, beware, as he did not say one word that they were fake. Keep up the good work, as we enjoy your magazine.

Yours, truly

Lyle Strayer

Here are some excerpts from a cross section of the letters I received concerning my Editorial in last months issue concerning reproductions, private issues, and limited editions. I want to thank Harlan and Lyle and all the others who responded. We do not have room to print them all at this time but are still looking for pros and cons.

Editor.

To the Editor:

I would like any information your readers may have on the Lima, N. Y. insulators. These came from an Alaskan line. The same line that had dated 1900 Imperials. I have acquired three of these, they are cemented together two-piece in beautiful glaze. They resemble somewhat the Diamond no. 1 in Brown's book. I am a glass collector, so I know very little about porcelain.

Gordon Marsh
458 Chestnut St.
Corning, Calif 96021

* * * * *

To all collectors who were at the Hutchinson Show:

I am very sorry that I did not get around to all of the tables at the show. There were insulators and people who I would have liked to see. I am sure that you will understand the reasons for one not being able to do all that he wanted to. If anyone had questions for me that I did not answer I will be happy to answer your letter.

Gerald Brown, Two Buttes, CO
81084

* * * * *

Dear Jim,

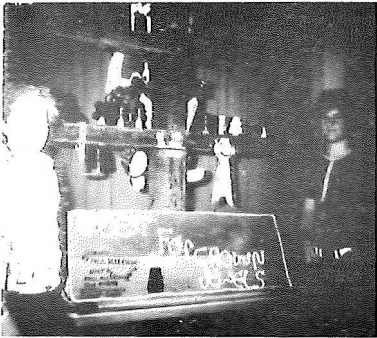
I would like to pass on this suggestion for what it's worth. For Christmas I received a Dremel #290 engraver which will easily mark glass or porcelain insulators inconspicuously. Perhaps if a large number of people marked their insulators it would not pay for thieves to take them. A tip of the old hat to Rodney Wing for his slush fund for the Kelly's.

Sincerely yours,

Jerry Turner
Goshen, OH

KNOW YOUR COLLECTOR

Paul and Tim Alleeson, 15860 Los Alimos, Granada Hills, CA 91344. The boys have been collecting for only a few years and became interested in insulators when one of Paul's class mates brought one to school. Paul is only 14 yrs. old and is a 9th grader at L. A. Baptist High School in Sepulveda with some 124 glass insulators in his collection. His brother, Tim, is 12 years old and a 7th grader in same school. Tim collects porcelain and has between 80-85 insulators in his collection.

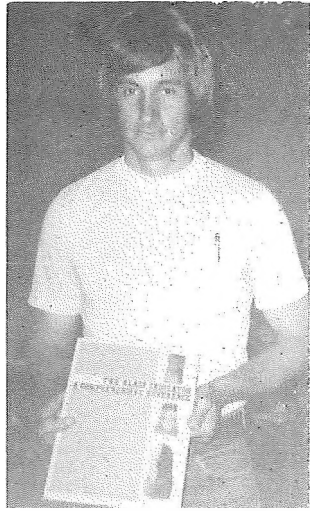


Shown with their display which won the OBX award at Ojai, CA Show in May. This display was unique. A smaller than average utility pole and cross arm showed only a few priced insulators and a dummy made by the boys older sister was dressed to resemble a lineman who had authentic equipment once used by the boy's Grandfather who was a lineman.

To raise money to buy insulators, the boys make beautiful insulator pictures in various sizes and each very nice for any collector to own. The boys have a great family, who although not interested in insulators, do help the boys and their hobby.

DOS PALOS THIRD ANNUAL INSULATOR SWAP MEET
BY Addie

June 9 & 10, Dos Palos, California, Charles and Letha Zuspan hosted their 3rd annual show. The show was attended by 22 dealers and collectors. This show has a loyal following of collectors every year. Charle and Letha always go out of their way to be good hosts with a barbacue, movies, etc. plus a chance to meet old friends and make new ones. We on the west coast look forward every year to the Dos Palos Show.

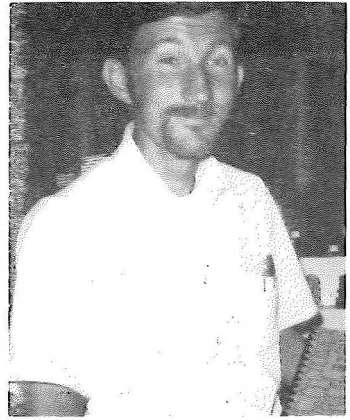
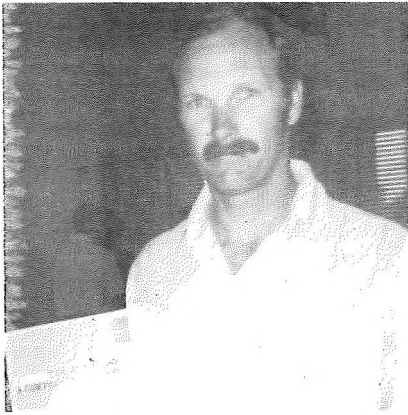


left: Charlie & Letha Zuspan, right:
Gary Cranfill, author of the book he is holding,
"The Glass Insulator, A Comprehensive Reference."



Bill Kemp
South El Monte,
Calif.

Dos Palos Show.



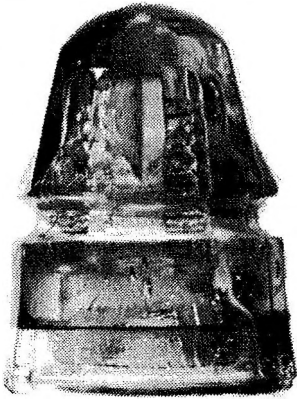
left: Bruce Evans, Granada Hills, winner of Gary Cranfill's book. right: Pat Morris, winner of Gerald Brown's book.



right: a purple California with drips from "Rip" West of Arizona. left: signal embossed: H. G. CO. NO. 7 STANDARD from John & Eva Dewy of OK.

CLASSIFIED ADS

"THE GLASS INSULATOR-A COMPREHENSIVE REFERENCE"



This book represents nearly 7 years of research and collecting, and is the fifth book by the authors. In just two months it has been praised as one of the best books in the field by collectors, dealers and other authors. It contains 144 pages plus 13 pages of Price Trends. 600 insulators are beautifully photographed and arranged by company. The newly revised

CD numbers and a history of most companies with description and prices for nearly 1200 different insulators make this popular and a must for beginners as well as advanced collectors. \$6.00 P.P. or send a large S. A. S. E. for a free sample page and our latest list. California residents add 6% sales tax please. GARY CRANFILL, 5536 KEONCREST CL. #2, SACRAMENTO, CAL. 95841.

INSULATOR - BOTTLE - SHOW

SUNDAY, OCTOBER 28 9 AM - 4:30 PM

I. B. E. W. HALL 1211 WILEY BLVD SW

CEDAR RAPIDS, IOWA

Free Parking Motel & Restaurant close
1-8 ft. table \$6.50 Admission 50¢

Contact:

Dale L. Vincent
283 22nd Ave. SW
Cedar Rapids, IA 52404
(319) 365-2480

Noel J. Motter
2865 2nd Ave
Marion, IA 52302
(319) 377-6041

GLASS BLOCK for trade. Ice blue glass block with small end-base repair, otherwise very near mint. Expertly repaired. Displays mint. Will trade for H. G. CO. beehives in colors. VNM or Mint only. Need dark violet, dark red-amber, dark greens and blues. Write for better description of block. Richard Larson, Box 355, Drummond, Montana 59832.

For Sale the beautiful T-H 9200 CD 245 mint \$50.00. Will trade. I need CD 130, CD 436, CD 206, CD 262, CD 269 and other good glass. Also have for trade CD 108 whitall Tatum purple, CD 102 Hawley, CD 112 S. B. T. & T. CO., CD 126 Cauvets embossed below wire groove, CD 127 Cauvets April 4, 1870. E. L. Milner, 3850 Overbrook Dr., Columbia, S. C. 29205 (803) 787-4066.

PORCELAIN INSULATORS GUIDE BOOK FOR COLLECTORS, a comprehensive original research book and complete collector's reference for unipart pin type porcelains. Universal Style Chart with scale drawings of every unipart pin type shape, manufacturer's markings, pricing guide, company histories, etc. The standard for collectors and mail traders. Hardbound, 206 pages, \$10 postpaid. Also 1972 Supplement, \$1.95 postpaid. Jack H. Tod 'CA', 3427 N. 47th Place, Phoenix, Arizona, 85018.

INTERESTED in ramshorns and threadless insulators. I have many pieces of glass for trade, also cash. Want all threadless, embossed or unembossed, mint to damaged. All letters answered. Bob Wilson, 12612 Chilton Rd., Phila. PA 19154 (215) NE7-9435.

I have a few copies of the First Edition-Collectible Porcelain Insulators left. They are fine for beginners. \$2.25 post paid. Gerald Brown, Two Buttes, CO 81084.

TEN INS' FOR SALE--

CD 260 STAR, aqua ISC	\$60
CD 260 STAR, greenish aqua dated ISC	65
CD 260 STAR, green dated ISC	70
CD 102 STAR, shisel drips, wire cut	75
CD 104 STAR, aqua M	16
CD 162 STAR SCA M	100
CD 162 STAR, chisel drips, disp. very good	75
CD 200 STAR, aqua, bruised upper shoulder	50
CD 134 STAR, aqua M	16
CD 123 ECMCo, aqua VNM	35

All items display VNM or better. Trades possible for threadless or? Complete list available, many good traders. Jack Snyder, 244 Waggoner Blvd., Toledo, OH 43612. (419-4764902).

AFTER JULY 1—1973

Milholland's 2nd Revision

MOST ABOUT GLASS INSULATORS

MORE THAN 2600 INSULATORS DESCRIBED

INCLUDING OVER 100 THREADLESS

New revised consolidated design numbers. History and personal photos as well as insulator machine designs by "BROOKFIELDS." Beautiful full scale photos, over 300 pages, hard cover book.

\$10.00 Post Paid

MILHOLLAND'S FAVORITE #2 BOOK—FOR THE BEGINNER

About 700 insulators described with full scale photos, drawings and descriptions.

\$4.50 Post Paid

1973 GRADED SUGGESTED PRICE LIST

\$1.50 Post Paid

From your dealer or—M. Milholland R. #2 Box 368 Sequim Wash. 98382—Phone-1-206-683-4598

2ND ANNUAL

WEST COAST NATIONAL INSULATOR SHOW

BIG 3 DAY MEET

September 1, 2, 3, 1973

ALL NEW BAKERSFIELD ELKS LODGE HALL

BAKERSFIELD, CALIFORNIA

Sale Tables 8'-0"

3 Days \$25.00

2 Days \$20.00 - 1 Day \$12.50

Display Tables 3'-0" & 6'-0"

Limited Quantity

Free

CROSS ARMS RIBBON AWARDED

Crown Jewels Ribbon and Trophies Awarded

Floors Carpeted

Tables Covered

FOOD, DRINK AND ROOMS AVAILABLE

For Further Information and Reservations Contact

Chuck Henry

7400 Pembroke Ave.

Bakersfield, California, 93308

Ph. 805-399-8892

Orval Smith

814 Wilson Ave.

Oildale, California, 93308

Ph. 805-399-8487

OR

BOTTLES WELCOME

FOR SALE - CD 459 Boston, aqua (M)-\$250; CD 765 threadless, 2 pin slots, no emb. (VG)-\$300; CD 410 National Corkscrew, aqua (M)-\$80; CD 456 American one date, base emb., aqua (M)-\$30; CD 112 S. F., aqua, (M)-\$20; CD 162 T-H. E. CO/Pat. Nov. 13, 1883, aqua, (M)-\$25; CD 731 McKee (dug) slight crack in wire groove, aqua-\$175; CD 145 American base emb., olive. (M)-\$30; CD 185 Hem 95, aqua (M)-\$50; CD 162 Ft. W. E. CO./Pat Nov 13, 1883, aqua (NM)-\$35; CD 731 No name threadless, three piece botton mold, blue aqua (VG)-\$125; CD 1001 Cutter, aqua (NM)-\$95.
Bob Meszaros, Church Rd., Titusville, NJ 08560.

Imperial white porcelain in limited quantity, with April 1900's date embossed. Listed in Brown's book in Imperial no. 1. These insulators were all taken from lines in old Dawson City, Yukon Terr., heart of the Alaskan Gold Rush. 25.00 near mint, 20.00 for small base chips and small hairline cracks. All are in very good shape. Also porcelain no name transpositions for 8.00 in mottled glaze. All are postpaid, will trade for good glass, no porcelain. Gordon Marsh, 458 Chestnut, Corning, California 96021.

**Gerald Brown's "SECOND EDITION"
of "COLLECTABLE PORCELAIN INSULATORS"**

Not a supplement.

A COMPLETE guide for porcelain insulator collectors.

175 pages 8½" x 11" Plastic ring bindinn

Pictures and drawings describe over 700 porcelain insulators.

\$6.00 P.P.)

**From Author Gerald Brown
Two Buttes, Co. 81084**


CD#	NAME AND / OR EMBOSING	COLOR	CONDITION	PRICE
121	R. GOOD JR DENVER COLO 16	PURPLE	V.V.V.N.M.	\$ 22.50
121	McLAUGHLIN 16	BLACK GLASS	MINT	5.50
134	STAR (WITH DRIPS)	AQUA	V.N.M.	42.50
134	W.F.G. CO DENVER COLO	OFF CLEAR	V.V.N.M.	8.00
143	CANADIAN PACIFIC RY CO	DARK PURPLE	N.M. ALMOST VNM	9.00
145	T.H.E. CO	AQUA	V.V.N.M.	100.00
154	WHITALL TATUM 1	PURPLE	MINT	4.50
160	CALIFORNIA	SMOKE	MINT	9.00
162	W. BROOKFIELD NEW YORK THIS IS A LARGE HEAVY PIECE OF GLASS EXCEPTIONALLY GOOD COLOR	PURPLE	MINT	75.00
162	H.G.CO.	COBALT (BRIGHT BLUE)	V.V.N.M.	20.00
205	LYNCHBURG 530 WITH DRIPS	AQUA	V.V.V.N.M.	24.00
	BROOKFIELD 53 TRANS. <u>RARE RARE</u>	GREEN (NOT AQUA)	SMALL ISC	21.00
	GAYNER 530 WITH DRIPS	LIGHT GREEN	V.V.V.N.M.	14.00
	LYNCHBURG 530 NO DRIPS	AQUA	V.V.N.M.	13.00
	GAYNER 530 NO DRIPS	AQUA	MINT	9.00
234	PYREX 63	DARK CARNIVAL	MINT	8.50
240	PYREX 131 (SCARCE)	CLEAR	V.N.M.	15.00
245	T H 9200 (RARE)	LIGHT AQUA	MINT	100.00
254	HEMI. # 3 CABLE (NO DRIPS)	AQUA	MINT	27.50
256	MANHATTAN (PATENT DATE)	GREEN	V.V.N.M.	40.00
257	HEMINGRAY 60 WIDE GROOVE	ELECT BLUE	M-V.N.M.	12.00
	HEMINGRAY 60	ELECT. BLUE	M-V.N.M.	8.00
	HEMINGRAY 60 WIDE GROOVE	CLEAR	MINT	6.25
	HEMINGRAY 60	CLEAR	MINT	4.75
262	NO 2 COLUMBIA	GREEN	V.V.V.V.N.M.	120.00
	NO 2 COLUMBIA	AQUA	V.V.V.V.N.M.	100.00

ROBERT H. GREEN 1703 NE 72 TERR. GLADSTONE, MISSOURI PHONE 1-816-GE 6-0953
SATISFACTION GUARANTEED--10 DAY RETURN PRIVILEGE--POSTAGE \$1.00 FOR FIRST INSULATOR
AND .50 CENTS FOR EACH ADDITIONAL--POSTAGE AND INSURANCE PAID ON ORDERS OF \$50.00

AUGUST SPECIAL-----1 CD145 THE CO AQUA V.V.N.M. AND 1 CD245 T H 9200 LIGHT AQUA MINT
FOR \$170.00 POSTAGE AND INSURANCE PRE PAID.

 *
 * 1ST ANNUAL *
 * HOOSIER INSULATOR COLLECTORS *
 * (FALL SHOW) *
 * AND *
 * AUCTION ON SUNDAY 1:00 P.M. *
 * LIGHTNING RODS & BALLS AND BOTTLES WELCOME *
 * SEPT. 29-30, 1973 *
 * COLUMBIA CITY, IND. *
 * WHITLEY COUNTY 4-H BUILDING *
 * 75+ TABLES *
 * RESERVATION NEEDED BY SEPT. 20 *
 * TABLE PRICES *
 * 1 DAY \$8.00 2 DAYS \$15.00 *
 * EACH TABLE RESERVED FOR 2 DAYS WILL RECEIVE 1 *
 * TICKET TO THE OX-ROAST SEPT. 29 AT AMERICAN *
 * LEGION HOME. *
 * SECTION FOR DISPLAY LIMITED *
 * FIRST COME - FIRST SERVED *
 * AWARDS LUNCH COUNTER *
 * DOOR PRIZES PUBLIC ADMISSION \$.50 *
 * DEALER SETUP 7-9 AM OPEN TO PUBLIC 9 AM-5:30 PM *
 * INFORMATION & CONTRACT *
 * PAUL H. HOUP *
 * 211 S. CHAUNCEY ST. *
 * COLUMBIA CITY, IND. 46725 *
 * (219) 244-5840 *

ADMISSION 50c
INSULATORS
 BUY -- SELL -- TRADE
FRESNO FAIRGROUNDS
 AUGUST 11 and 12 -- SAT. and SUN.

OVER 150 DEALERS ⁸⁰ TABLES FOR 
 Antique Furniture Bottles and Insulators
 Clocks, Coins Indian Artifacts
 Western Art Date Nails - Barbed Wire
 Old Guns Cut Glass
 Depression Glass Carnival Glass

JUNIOR EXHIBIT BLDG. BUTLER ENTRANCE
HOURS...SAT. 9 to 7 SUN. 9 to 5

FOR INFORMATION
 Bill Heitkotter
 35 E. Cornell
 Fresno, Calif. 93705
 Phone (209) 224-1478

HAVE A BALL AT THE MALL IN THE FALL



Eastern Insulator Club's --- 4TH Annual Show and Sale Sunday, Nov. 4TH, 1973, Springfield, Va.

Springfield Mall Shopping Center
Springfield, Virginia

10 A.M. till 7 P.M.
Public Admission - 50¢

The MILHOLLAND's, authors of Most About Glass Insulators and Revisions 1 & 2, plan to attend. Mr. Milholland's new book, Revision # 2, offers more information on threadless insulators and production facts and figures on various manufacturers.

FREE ADMISSION TO MEMBERS OF THE EASTERN INSULATOR CLUB NOT SELLING OR DISPLAYING

Awards-Door prizes

Cost per table	1/2 table
Non-member - \$6	\$4
Member - \$3.50	\$2.50

Display tables are free, but number of tables is limited and reservations should be sent in early.

Jim Garrity, Editor of CROSS ARMS Magazine, will attend the show and CROSS ARMS awards will be presented for the best displays.

For reservations or further information, call or mail form below to:
J. A. Barron
6815 Darby Lane
Springfield, Virginia 22150 703-971-1647

Please reserve _____ table(s) in my name in the following categories:
Enclosed is check - - - - M. O. for \$ _____

- Sell Only

- Display Only

- Sell & Display

- Full-Table

- Beginners Glass

If you check this box, please indicate which class you will be displaying in.

- 1/2 Table

- Advanced Glass

tables are 3 x 8

- Ceramics

NAME _____ ADDRESS _____

Please make checks payable to - The Eastern Insulator Club.

check here if you would like more information about the EASTERN INSULATOR CLUB.

Doors will be open to participants at 8 a.m. - Persons sending in forms will receive by return mail a map and information on Motel accommodations.

Insulator Collector has rare No. 4 Cable, aqua, CD 267 very near mint for trade. Want threadless, Boston Bottle Works, ERW, or others along this line. Mary Beth Kuebel, 229 Lind Ave., Hillside, Illinois 60162.

CD 194-195 54 A&B SCA mint \$35.00, CD 259 Cable Oakman embossed (base) aqua nm \$15.00, CD 168 Hemingray D-510 carnival very good and very good color, \$8.00, CD 219 Hemingray 660 amber good to nm \$4.00, CD 128 E-1 light green good \$8.00, CD 232 E-3 light green good \$8.00, CD 122 Hemingray 17 clear m \$2.00, CD 231 Kimble 820 nm \$2.00, CD 221 Hem 680 Lowex light green nm \$4.00, CD 128 E-14B good opaline \$8.00, CD 426 Am In. Co. aqua nm \$15.00, CD 239 Kimble 830 clear m \$4.00, CD 238 Hem 514 clear m \$3.00, CD 203 V.G. Converse Provo type aqua vnm \$25.00, CD 143 No name (pleats above and below wire groove) good \$8.00, CD 145 Am In. Co. ice blue nm \$10.00, CD 145 Postal aqua nm \$4.00, Ft. W.E. Co. signal aqua \$25.00 nm, CD 208 Brookfield (hot cross) nm \$20.00, CD 220 Hemingray 670 amber good \$7.00. Send S. A. S. E. for more complete list. Ken and Naomi Roach, R9, Box 313, Muncie, Ind. 47302.

FOR SALE OR TRADE: CD 321 Knowles Prism, Pat June 17, 1890, pretty blue, \$18 M, \$15 NM, \$10 Good; No. 2 Cable, aqua green, \$6 M, \$4 NM; CD 433 Patent Dec. 18, 1871 aqua, \$10 NM; CD 145 "B" sharp drips, \$10 VNM, \$8 NM; CD 164 Star emerald green, \$6 M, \$5 NM; All letters answered. All sales plus postage. Benton Ruppenthal, 2702 Hugh St., Parkersburg, WV 26101.

INSULATOR LIST. Common to rare. Armstrong-Jumbo, etc. Send Stamped envelope. Phil Balkan, 5860 Tobias Ave., Van Nuys, Cal 91401.

**JUMBO
SHOW**

2ND

**JUMBO
SHOW**

CHICAGO MID-WEST NATIONAL INSULATOR SHOW

KANE COUNTY FAIRGROUNDS

Oct. 12 - 13 - 14

FREE FRIDAY - "Wheeler-Dealer" Day

Dick Augustyn

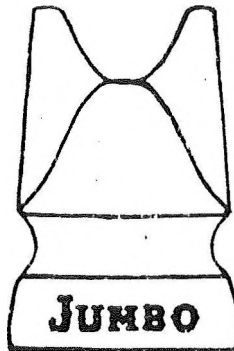
Larry Veneziano

Acres of Parking
200 plus Tables
Super Large Bldg.
Dealer-Collector
Display Tables
Show Ribbons
Awards
Food Served

Admission to Fairgrounds
\$1.00 Each
No Additional Admission
Inside - Or - Outside
Display Tables Welcomed

A SPECIAL FEATURE:
LIGHTNING ROD BALLS
WEATHER VANES AND ARROWS

BOTTLES WELCOME



SHOW

FAIRGROUNDS

(on Randall Rd.)

Thru St. Charles On Fr. 64

St. Charles, ILL.

JUMBO SHOW

Time

8 a.m. TO 8 p.m.

200 plus Tables

Acres of Parking

For Reservations:

Veneziano

324 Hawthorne Dr.

Bensenville, Ill. 60106

Phone (312) 766-3705

**FREE FRIDAY
"Wheeler-Dealer" Day**

1 - TABLE	1 - DAY	\$ 12.00
1 - TABLE	2 - DAYS	\$ 20.00
2 - TABLES	2 - DAYS	\$ 30.00
3 - TABLES	2 - DAYS	\$ 45.00

(BOOTH)

A NEW BOOK! Milholland's 2nd revision, MOST ABOUT GLASS INSULATORS lists 2650 insulators (650 additional), hard cover, 250 pages. \$10.00. 1974 price list \$1.50 additional. PORCELAIN INSULATORS PICTURED, PRICED, Terrill, \$3.00. Woodward's GLASS INSULATOR IN AMERICA \$4.25. Milholland's REFERENCE BOOK, 1000 insulators, \$4.50. Price list \$1.50 extra. Tod's PORCELAIN INSULATORS, 203 pages, hard bound, \$10.00. Tod's SUPPLEMENT "A" \$1.95. KNOWLES CATALOGUE 1902 REPRINT 50 pages, \$3.00. LOCKE 1907 CATALOGUE REPRINT, 61 pages, \$3.00. Above pair, \$5.00. These reprints have been reviewed and recommended for purchase by N. R. Woodward, Jack Tod, CROSS ARMS, and Crown Jewels. Need we say more? Order your copies today. Frank Peters BOOKS, 1240 Kearney, Fresno, Calif, 93706.

CANADIANS FOR SALE-MINT

CD 115 F Diamond B Diamond	\$5.00
DOMINION 10 Drips	8.00
CD 143 CANADIAN PACIFIC	6.00
C. P. R. STANDARD	7.00
MONTREAL TELEGRAPH CO	25.00
G. N. W.	12.00
DWIGHT PATTERN	8.00
G. N. W. DWIGHT PATTERN	30.00
54 VERT. RIDGES	25.00
8 HOR. 70 VERT RIDGES (VNM)	35.00
CD 162 1678 No drips	10.00
1678 Drips	14.00

For lists of many others write--H. L. Stanley, R. R. 1 Box 176, Williamsburg, KY 40769.

Specialty collector needs better and unusual CD 160 and Amer. Ins. Co. Jerry Wagner, 15 N. Demarest Ave., Bergenfield, N. J. 07621.

6. In order to keep CROSS ARMS up to date we would like all reports on shows and swaps sent in no later than 45 days after the show has taken place.

ADVERTISING RATES:

DISPLAY ADS:

1/4 page - \$5.00 per issue
*\$12.00 per three issues

1/2 page - \$10.00 per issue
*\$25.00 per three issues

Full page - \$18.00 per issue
*\$45.00 per three issues

\$.05 per word (minimum \$1.00). The closing date for material will be the 15th of the month preceding the month of the issue.

Ads received too late for the deadline will be run in the next issue.

CROSS ARMS encourages want ads that list the value of the insulators advertized so any ad listing 10 or more insulators with prices will receive an additional one month's free exposure.

J. R. DOUGHERTY
PRINTING SERVICE

300 PROSPECT AVE., BRIDGEPORT, PA. 19405

Telephone: 272-7394

**CROSS
ARMS**

367 Signal Hill Road
King of Prussia, Pa.
19406

RETURN POSTAGE GUARANTEED

FIRST CLASS MAIL

JOHN R. SNYDER
244 WAGGONER
TOLEDO, OH 43612

