

# NATIONAL INSULATOR ASSOCIATION

CONVENTION  
AND SHOW

JUNE 22-24, 2012



KANSAS CITY CABLE RAILWAY  
THESE CARS  
GO THROUGH CENTER OF CITY  
AT ALL PRINCIPAL STREETS EAST

HOLIDAY INN  
KCI EXPO CENTER  
KANSAS CITY  
MISSOURI

Friends & Fellow Collectors,



The Missouri Valley Insulator Club invites you to join us in Kansas City for the 43<sup>rd</sup> annual National Insulator Association's yearly convention & show, June 22-24, 2012 at the Holiday Inn KCI Airport & KCI Expo Center in Kansas City, Missouri. It has been 40 years since a national show has been here and we are looking forward to you joining us in Kansas City, the home of the Electric Blue Mickey.

This show will take place in a 35,000 square foot area of the KCI Expo Center, with room for 200+ dealer tables and 35+ display tables. Each day there will be scheduled raffles and auctions of various items. The raffle is a fundraiser for the show, so donations are welcome. There will be several "roundtable" discussions during the show where we hope to tap the knowledge of our veteran collectors for the benefit of all. Since the "Electric Blue Mickey" is from Kansas City, we would like to have a community display and reunion of as many EB Mickey's as can be found. We are also putting together a display of other CD 257's in various embossing's and colors. This is to attempt to clarify and verify some of the current listings. For those of you arriving early, Thursday night Charles Brandon invites you to see his 9000+ piece collection. It is a CD and variation collection that you won't forget. Friday night will be Family Night. A ticket will give you transportation, food, recreation and a private professional Fireworks Display. Saturday night for the awards banquet we will enjoy buffet style dining with Kansas City BBQ.

Next to the KCI Expo Center, is the Holiday Inn KCI Airport. We have secured affordable rates at this facility, which has a free shuttle 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.

Kansas City and the surrounding area, has much to offer you and your family. Within shuttle distance is Zona Rosa for shopping and the Harley-Davidson Visitors Center. You might visit the Legends area, where you will find shopping, dining, the Kansas Speedway, the Great Wolf Lodge, Schlitterbahn and not too far away, the National Agricultural Center and Hall of Fame. Another direction might take you to Worlds of Fun and/or Oceans of Fun. Museums, Art, jazz, and more, await you in June of 2012.

For further information and ongoing announcements and planning, visit the MVIC website at:

[www.insulatorclubs.org/mvic](http://www.insulatorclubs.org/mvic)

and also at [www.nia.org](http://www.nia.org)

**Make "Kansas City or Bust" your 2012 resolution!**  
**It will be an honor to host this event for you and our hobby.**  
**With your participation, we want this to be the largest show yet!**

**Darryl & Margaret Wagner**

PO Box 411693

Kansas City, MO 64141

[kcinsulators@kcba.co](mailto:kcinsulators@kcba.co)

816-719-0801

**Charles Brandon**

13902 Bond St.

Overland Park, KS 66221

[cbrandon@kc.rr.com](mailto:cbrandon@kc.rr.com)

816-918-5126

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## 2012 NIA Convention & Show Itinerary



### Thursday, June 21<sup>st</sup>

7:30 am to 8:30 am	NIA Board of Directors Breakfast	Kem's Cafe
8:30 am to 3:00 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	Hotel, 6 <sup>th</sup> fl Priority Club Lounge
5:00 pm	Group 1 Pick Up for Brandon Collection Tour	Front of Expo Hall
6:30 pm	Group 2 Pick Up for Brandon Collection Tour	Front of Expo Hall

### Friday, June 22<sup>nd</sup>

7:00 am to 9:00 am	Dealer/Displayer unloading & set-up	Exhibition Hall B
9:00 am	Show Opens – <b>NIA Members only</b>	Exhibition Hall B
11:30 am	Raffle	Exhibition Hall B
2:00 pm	Don Briel: Insulator Verification Project	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 & Fireworks	Wagner Residence
6:15 pm	First pick up for Family Night	Front of Expo Hall
6:45 pm	Second pick up for Family Night	Front of Expo Hall

### Saturday, June 23<sup>rd</sup>

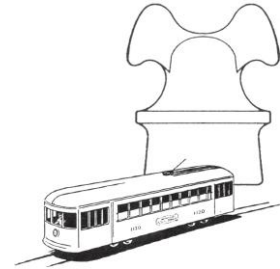
8:00 am to 9:00 am	Dealer Set-up	Exhibition Hall B
9:00 am	Show Opens – General Admission	Exhibition Hall B
10:00 am to Noon	Insulator Painting Class	Exhibition Hall B
10:00 am	Wayne Lowry: Glass Cleaning	Exhibition Hall B
11:30 am	Raffle	Exhibition Hall B
1:45 pm to 3:45 pm	T-Shirt Painting Class	Exhibition Hall B
2:00 pm	Howard Banks: Crown Jewels	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 24<sup>th</sup>

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
10:15 am	Roundtable Discussion	Exhibition Hall B
1:30 pm	Show Closes	Exhibition Hall B
1:30 pm to 4:00 pm	Dealer & Displayer teardown	Exhibition Hall B

## Show Information

**Location:** KCI Expo Center  
 11730 N. Ambassador Dr.  
 Kansas City, MO 64153  
 Phone: 1-816-891-7694 Fax: 1-816-891-7696  
[www.kciexpo.com](http://www.kciexpo.com)



**Sales Tables:**

	<u>Extended</u>	If paid by <b>April 30th</b>	After <b>April 30th</b>
		NIA - Non-NIA	NIA - Non-NIA
Aisle table 30" x 96" (8' table)		\$ 43.00* 55.00*	\$ 52.00* 64.00*
Additional Aisle table 30" x 96" (8' table)		35.00	40.00
End table 30" x 144" (2-6' tables)		64.00* 72.00*	74.00* 86.00*
Chairs, choose how many or how few you want		1.00 each	1.00 each
Electricity available for \$20 per 5 Amp plug in		20.00	20.00

\* First table for non-NIA member will be an additional \$12.00 for NIA membership, as all dealers must be an NIA member. This can include Spouse and/or children residing at the same address. This can be paid with table registration or handled prior to show. Link for NIA application is:

[http://www.nia.org/handbook/documents/membership\\_form.pdf](http://www.nia.org/handbook/documents/membership_form.pdf) .

**If including fee with table registration, completed application must also be submitted. 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.

**Brandon Collection Tour:** \$7 per person for bus ride from Expo hall to the Brandon Residence. Pick up times 5:00 pm & 6:30 pm.

**Family Night :** \$28 per adult, \$15 for 12 & under, includes transportation, food, Recreation and private professional **Fireworks Display**.

**Awards Banquet:** \$33 per adult, \$18 per child 12 & under. Pick up tickets at Convention

**Refund cutoff date:** May 21<sup>st</sup>, 2012

**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** \*\*\*

**Pre-Convention**

**Activities:** To be determined. For more information see websites:  
[www.insulatorclubs.org/mvic](http://www.insulatorclubs.org/mvic) or [www.nia.org](http://www.nia.org)

**Show Hosts:**

**Darryl & Margaret Wagner**  
 PO Box 411693  
 Kansas City, MO 64141  
[kcinsulators@kcba.co](mailto:kcinsulators@kcba.co)  
 816-719-0801

**Charles Brandon**  
 13902 Bond St.  
 Overland Park, KS 66221  
[cbrandon@kc.rr.com](mailto:cbrandon@kc.rr.com)  
 816-918-5126



## 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 \$99 per day will apply from June 16<sup>th</sup> to June 29<sup>th</sup>. This will allow you additional time to enjoy what the Kansas City area has to offer. This hotel has a total of 141 rooms, of which 100 have been blocked off for this convention. For reservations, call 1-816-841-1930 M-F 8-5 and ask for Irma Causevic and identify yourself as being with the National Insulator Association block. Or you can click on [National Insulator Assoc.](#) and register online. **If you have any difficulties with reservations, call Irma Causevic at 816-841-1930.** If the Hotel is sold out, see the Overflow Hotel below. Reservations made after 5/20/2012 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.

### Overflow Hotel – Comfort Inn Kansas City Airport

Additional rooms have been secured at the Comfort Inn Kansas City Airport, 11100 N Ambassador Dr, Kansas City, MO 64153. Please call 816-569-2500 and reference “National Insulator Association Group”. This will give you the convention room rate. They also have shuttle service to/from the KCI International Airport and to the Expo Center.

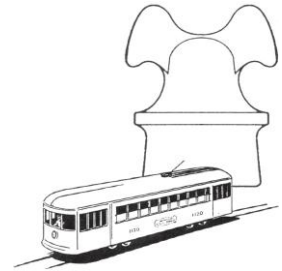
### Holiday Inn Information

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  
141 guest rooms with 96 king, 44 two – queen rooms and a king suite  
Kem’s Café 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 6<sup>th</sup> floor  
Executive level lounge open 24 hours  
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 15.725%, plus a taxable \$1.73 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.

## Incentives for Early Registration



### **Drawing #1**

All dealers with 3 or more night's reservation at the Holiday Inn KCI dealer table paid for by April 1<sup>st</sup> will be entered into a drawing for 1 **FREE** night stay at the Holiday Inn KCI Airport & 1 **FREE** Dealer table.

### **Drawing #2**

All dealers & exhibitors with 3 or more night's reservation at the Holiday Inn KCI Airport by April 1<sup>st</sup> will be entered into a drawing for 1 **FREE** night stay at the Holiday Inn KCI Airport.

### **Drawing #3**

All Attendees (Dealers & Exhibitors included) with 1 or more nights reservation at the Holiday Inn KCI Airport by April 1<sup>st</sup>, will be entered into a drawing for 1 **FREE** night stay at the Holiday Inn KCI Airport.

### **Drawing #4**

All dealers with dealer table paid for by April 1<sup>st</sup> will be entered into a drawing for 1 **FREE** dealer table.

### **Drawing #5**

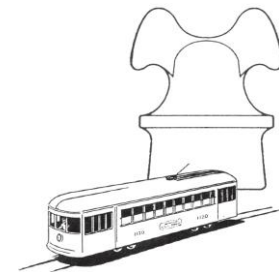
All dealers with additional table(s) paid for by April 1<sup>st</sup>, will be entered into a drawing for 1 **FREE** additional dealer table.

### **Drawing #6**

All Awards Banquet attendees that pay for tickets before April 1<sup>st</sup> will be entered into a drawing for 1 **FREE** banquet ticket.

To be eligible for drawings, transactions for reservations and table space must be completed. Drawings will be held at various times during show. Winners of Free nights stay will receive a certificate to be used at check out. Winners of Free table will be refunded cost of said table at show. Winner of Free banquet ticket will be refunded cost of ticket at banquet.

# 43<sup>rd</sup> Annual NIA National Convention and Show June 22 – 24, 2012, 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 me 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.

<u>Sales Tables:</u>	<u>If paid for by 4/30/2012</u>		<u>After 4/30/2012</u>		
	NIA	Non-NIA	NIA	Non-NIA	
Aisle table 30" x 96" (8' table)	\$ 43.00*	55.00*	\$ 52.00*	64.00*	\$ _____
Extra Aisle table 30" x 96" (8' table)		35.00		40.00	_____
End space 30" x 144" (2-6' tables)	64.00*	72.00*	74.00*	86.00*	_____
<b>Chairs, you choose quantity</b>		1.00 each		1.00 each	_____
Electricity per 5 Amp plug-in		20.00		20.00	_____
<b>Requested table(s) Assignment</b> _____			<b>Total Amount Due</b>		<b>\$ _____</b>

\* First table for non-NIA member will be an additional \$12.00 for NIA membership, as all dealers must be an NIA member. This can include Spouse and/or children residing at the same address. This can be paid with table registration or handled prior to show. Link for NIA application is: [http://www.nia.org/handbook/documents/membership\\_form.pdf](http://www.nia.org/handbook/documents/membership_form.pdf) .

**If including fee with table registration, completed application must also be submitted. Friday, NIA day, helpers must also be NIA members.**

**Please return this contract with the reservation tally sheet**

**Please print Name:** \_\_\_\_\_ **NIA#** \_\_\_\_\_

**Mailing Address:** \_\_\_\_\_

**City, State & Zip:** \_\_\_\_\_

**Phone #:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Additional Representative(s):** \_\_\_\_\_ **NIA#** \_\_\_\_\_

\_\_\_\_\_ **NIA#** \_\_\_\_\_

**Emergency contact name & phone #:** \_\_\_\_\_

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 21<sup>st</sup>, 2012 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:** \_\_\_\_\_

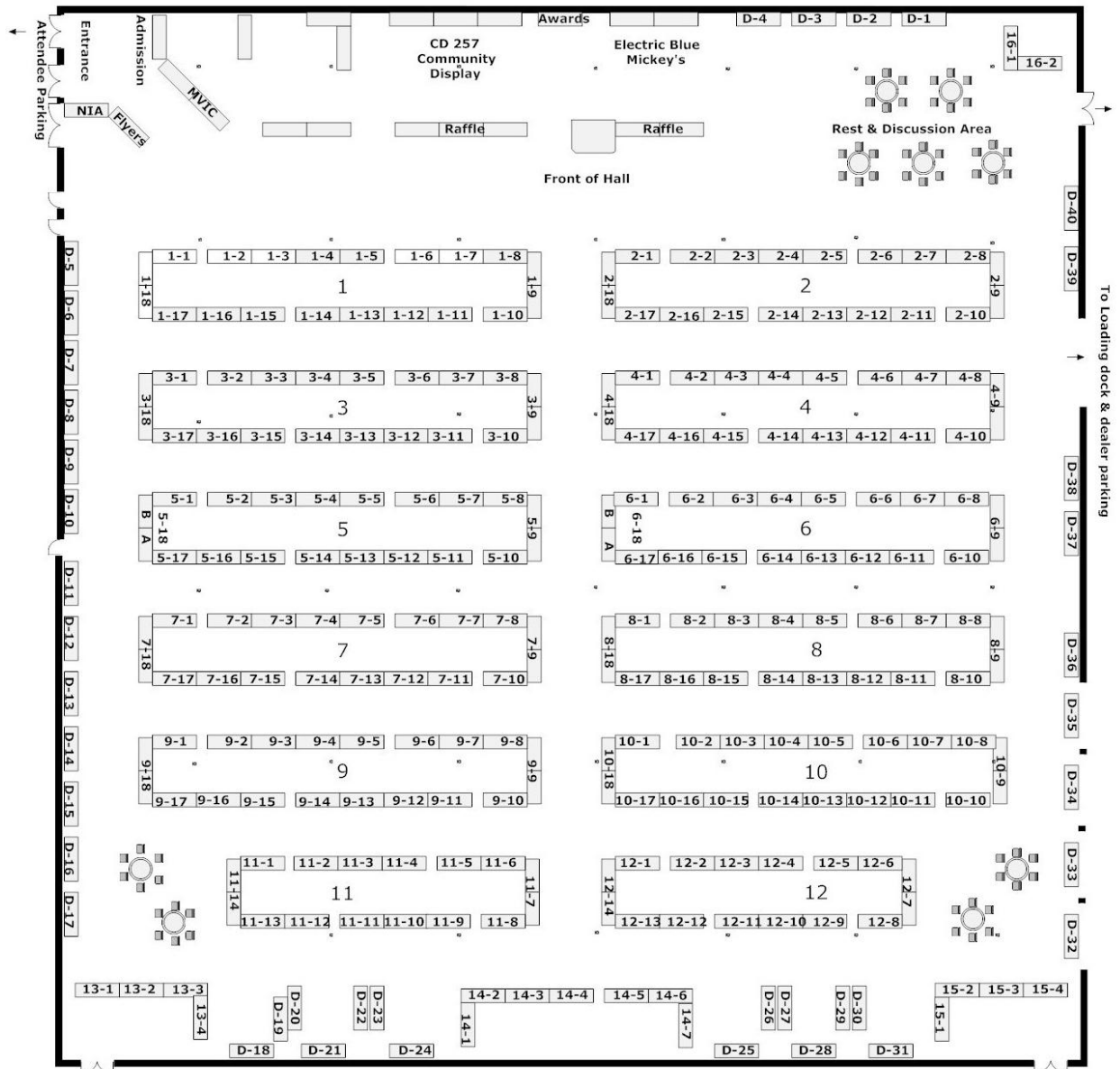




## Floor Plan for 43<sup>rd</sup> NIA Show

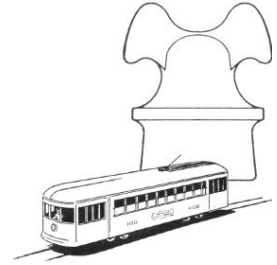
Below is the anticipated layout of the show hall. The front 8 sections will be the initial sections filled. At 95% occupancy of these areas, an additional section of 18 tables will be made available. Display tables will also be filled from the front of the hall first.

Dealer section's 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 so as to vary the different displays.



A current list of available tables can be viewed at [www.insulatorclubs.org/mvic](http://www.insulatorclubs.org/mvic). To reserve table(s) and verify availability, contact Darryl Wagner at [kcinsulators@kcba.co](mailto:kcinsulators@kcba.co) or call 816-719-0801.

**43<sup>rd</sup> Annual NIA National Convention and Show  
June 22 – 24, 2012, KCI Expo Center, Kansas City, MO**



**Advertising Contract for Directory**

Promote yourself! Let other collectors know who you are and  
what you have to offer or what you are looking for.

I hereby authorize the insertion of a \_\_\_\_\_page advertisement in the Directory for the 2012 NIA National Show and agree to pay the sum of \_\_\_\_\_dollars for the advertisement I have chosen.

Name\_\_\_\_\_

Address\_\_\_\_\_

City, State, Zip\_\_\_\_\_

Phone # \_\_\_\_\_ E-mail \_\_\_\_\_

Signature\_\_\_\_\_

<b><u>Advertising Options:</u></b>	Full Page Ad.....\$ 60.00
	½ Page Ad..... 35.00
	¼ Page Ad..... 20.00
	1/8 Page Ad (Business Card).... 7.00

**Please return this contract with the reservation tally sheet**

Advertisement Copy Due by May 10th, 2012

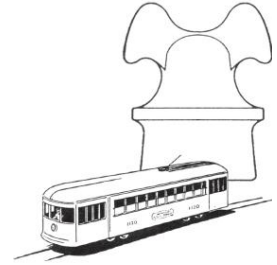
Email advertisement to [kcinsulators@kcba.co](mailto:kcinsulators@kcba.co) or mail to be scanned.

Make check payable to: KC Insulators, 2012 Show

Mail to: Darryl Wagner  
PO Box 411693  
Kansas City, MO 64141

**Thank you for your support of the 2012 National!**

# 43<sup>rd</sup> Annual NIA National Convention and Show June 22 – 24, 2012, KCI Expo Center, Kansas City, MO



## Event Registration Form

### Thursday Night Brandon Collection Viewing

Thursday evening, you are invited to view Charles Brandon's 9000+ piece insulator collection. It is a CD and variation collection that you don't often have the opportunity to see. There will be transportation available via a chartered bus for \$7.00 per person. There will be two pick up and return schedules. Group #1 will load at the KCI Expo Center at 5:00 PM and be picked up for the return at 7:45 PM from the Brandon Residence. Group #2 will load at the KCI Expo Center at 6:30 PM and be picked up for the return at 9:15 PM from the Brandon Residence. When placing your reservation, please specify Group 1 or 2.

Cost is \$7.00 per person      5:00 PM Pick up # \_\_\_\_\_ 6:30 PM Pick up # \_\_\_\_\_  
Name: \_\_\_\_\_ Pick up tickets at check in at hotel or by prearrangement

### Family Night Friday June 22, 2012

Come join us for a cook out in the country, horseshoes, croquet, fish feeding, 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 7:30 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. We will have horseshoes and croquet set up for your use and will have fish feeding at about 8:30 pm. Fireworks will begin about 9:30 pm. Busses will return to hotel at 10:15 pm and 10:45 pm. For those who have to, 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.

Cost is only \$28.00 per adult and \$15.00 per child 12 and under

# of Adults \_\_\_\_\_ # of Children \_\_\_\_\_

Name: \_\_\_\_\_ Pick up tickets at show Friday

### Awards Banquet Saturday June 23, 2012

The awards banquet will be held in the Ambassador Room of the KCI Expo Center. Reception will be 5:30 pm - 6:30 pm, with the banquet beginning at 6:30 pm. We will have buffet style dinner with Kansas City BBQ being one of the choices. Cash bar will be available.

Cost will be \$33.00 per adult and \$18.00 per child 12 and under

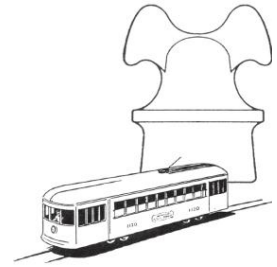
# of Adults \_\_\_\_\_ # of Children \_\_\_\_\_

Name: \_\_\_\_\_ Pick up tickets at show Friday

**Please return this form with the reservation tally sheet**

**43<sup>rd</sup> Annual NIA National Convention and Show**  
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**Insulator & T-Shirt Painting Class Reservation**



Insulator art by Anna



Anna Adams is a newer member to our hobby and she has agreed to teach her skills in a couple of classes at this National.

If you would like to see some of her work, please visit [www.insulatorart.com](http://www.insulatorart.com).

The insulator painting class is for adults and the T-shirt painting is for 6 and up.

Wear an old shirt to avoid getting paint on good clothes.

**Insulator Painting**

Come join Anna in painting an insulator. Beginners and all welcome. Wear an old shirt to avoid getting paint on clothes. Everything will be furnished. Just sign-up and enjoy the fun!

Class will be Saturday, June 23, 2011 at 10:00 am – 12:00 pm Cost - \$20.00

Name: \_\_\_\_\_ # Attending \_\_\_\_\_

**T-Shirt Painting**

Join us in a class for the young or young at heart. Beginners and all welcome. You will be painting a Mickey Mouse CD257 insulator on a t-shirt. Wear an old shirt to avoid getting paint on your clothes. Everything will be furnished. Just sign-up, give your shirt size and enjoy the fun!

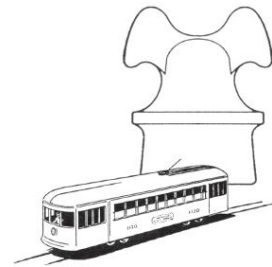
Class will be Saturday, June 23, 2011 at 1:30 pm – 3:30 pm Cost - \$15.00

Name: \_\_\_\_\_ # Attending \_\_\_\_\_

T-Shirt sizes: \_\_\_\_\_

**Please return this form with the reservation tally sheet**

**43<sup>rd</sup> Annual NIA National Convention and Show  
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**Reservation Tally Sheet**

Sales Table Reservation .....\$ \_\_\_\_\_

Advertising for Show Directory..... \_\_\_\_\_

Brandon Collection Tour: Group #1 \_\_\_\_\_ Group #2 \_\_\_\_\_ @\$7 \_\_\_\_\_

Family Night..... Adults \_\_\_\_\_ @\$28 12 & under \_\_\_\_\_ @\$15 \_\_\_\_\_

Awards Banquet....Adults \_\_\_\_\_ @\$33 12 & under \_\_\_\_\_ @\$18 \_\_\_\_\_

Insulator Painting..... \_\_\_\_\_ @\$20 \_\_\_\_\_

T-Shirt Painting..... \_\_\_\_\_ @\$15 \_\_\_\_\_

**Total Due \$ \_\_\_\_\_**

**Be sure to sign and include Sales Agreement, Display Agreement, Advertising Contract and the reservations for the Brandon viewing, Family Night, Awards Banquet, Insulator and T-Shirt Painting Classes.**

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, St, Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Please make check payable to:

KC Insulators 2012 Show

Mail forms and check to:

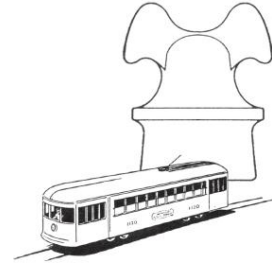
Darryl Wagner  
 PO Box 411693  
 Kansas City, MO 64141

**Once again, Thank You for your support of the 2012 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!



**43<sup>rd</sup> 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 making a donation of 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).

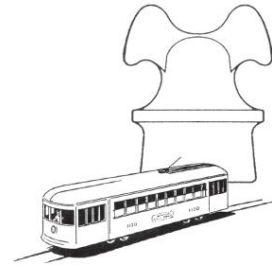
Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

**Your support is greatly appreciated!**

**43<sup>rd</sup> Annual NIA National Convention and Show  
June 22 – 24, 2012, KCI Expo Center, Kansas City, MO**



**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 411693  
Kansas City, MO 64141  
816-719-0801; email: [kcinsulators@kcba.co](mailto:kcinsulators@kcba.co)

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!

For the kids & family:

Worlds of Fun

Oceans of Fun

Great Wolf Lodge

Schlitterbahn

Kansas City Zoo

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

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](http://www.visitkc.com)

[www.kansascity.com/visitors](http://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](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 located 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 112<sup>th</sup> St. Exit (#12), turn right onto 112<sup>th</sup> 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.





# NIA GENERAL RULES OF CONDUCT

The NIA Board of Directors has adopted the following rules to ensure that NIA sanctioned 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.<sup>1</sup>
  - (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 host (local ordinances, 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 host when reserving the table. The show host 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 host 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 host 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.

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<sup>1</sup> 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 host 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 sanctioned show will provide active assistance, if requested by a show host, in resolving violations of the NIA Rules.



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.

## NIA CODE OF ETHICS

The following definitions and mandates have been adopted by the NIA Board of Directors to guide the general membership in conducting their collecting and dealing activities honorably, honestly and in a manner which will present a good image of the hobby to the public.

### Definitions:

**"Original Insulators"** are defined as any device that was originally manufactured with the intent to be utilized for separating and/or supporting conductors or to otherwise prevent the undesired flow of electricity.

**"Commemorative Insulators"** are insulators that are manufactured to commemorate a specific event, promotion, or other purpose. For example, this commemoration may be related to the insulator-collecting hobby (as in connection with the NIA's National Show and Convention), or it may be related to the production of insulators for the telegraph/telephone industry (as in the case of the swirl colored McLaughlin CD 162 and VTS CD 102 insulators).

**"Imitation Insulators"** are ones that purport to be, but in fact are not, original insulators, commemorative insulators, or salesman samples. This category includes but is not limited to reproductions, copies, replicas, or counterfeits of original insulators, commemorative insulators or salesman samples.

**"Altered Insulators"** include original insulators, commemorative insulators or salesman samples which have been intentionally altered from their originally manufactured condition in a manner other than described under "Restored Insulators", below. This category includes, but is not limited to mechanical actions (i.e. sandblasting, grinding, embossing modifications, etc.), heating, cutting and re-gluing, irradiation, dying and painting, and non-factory carnival coating. Altered insulators are deemed to be objectionable to the best interests of the hobby.

**"Restored Insulators"** are original insulators, commemorative insulators or salesman samples, that at some point in time have been subjected to some type of physical damage such as chipping, bruising, or complete breakage, but have been repaired in some way to make them appear as near to their original factory intended appearance as possible. This may be accomplished by the use of various methods such as re-gluing, fill-in, fracture sealing, extensive tumbling, etc. Restored insulators are not required to be permanently marked, as is the case with imitation insulators. The NIA does, however, require that any repair to an insulator be disclosed to a potential buyer. 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.

**"Salesman Samples"** are models of insulators carried by salesmen, originally manufactured by insulator companies to promote the sale of their insulators to commercial customers. Salesman samples were often produced in a smaller scale for ease of transportation by the salesmen.

**"Miniature Insulators"** are scale reproductions or replicas of full size insulators, and are imitation insulators. Miniature insulators that were produced to commemorate a specific event, promotion, or other purpose, usually related to the insulator collecting hobby or telephone/telegraph industry, are commemorative insulators.

**"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 NIA Board of Directors pursuant to the authority granted to it in Article II, Sec. 11 of the NIA Bylaws. Upon application to the Board of Directors, an NIA member may apply for use of the term "NIA Approved" in conjunction with the manufacture and sale of commemorative insulators.

**"Manufactured in Accordance with NIA Guidelines"** is a term reserved for use by the NIA Board of Directors pursuant to the authority granted to it in Article II, Sec. 11 of the NIA Bylaws. Upon application to the Board of Directors, an NIA member may apply for use of the term in conjunction with the manufacture and sale of imitation insulators. Use of this term means that those engaged in the manufacturing of this particular insulator, have agreed to mark the imitation in a manner acceptable to the NIA to minimize the possibility that the item may be mistaken for, or misrepresented as, an original insulator.

**"Permanently Marked"** is defined as an identifying letter, number, etc., or a combination thereof, that cannot be removed from an imitation or altered insulator without obvious and conspicuous damage to it. Ordinarily such a mark will be that of an impression (as opposed to an embossing which has the potential for removal). 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.

**NIA Members:**

1. Shall not make or manufacture any commemorative or imitation insulator, or related item without first clearing the design with the NIA to make certain that the item produced will not be objectionable to the best interests of the hobby.
2. Shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any imitation insulator which is not plainly and permanently marked "reproduction" with the calendar year in which such item was manufactured. Where the physical size limitation of an insulator prohibits such a marking (as in the case of miniature imitation insulators), the calendar year will suffice.
3. Shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any imitation insulator or related item deemed by the NIA to be objectionable to the best interests of the hobby, unless pre-approved by the NIA for educational purposes.
4. Shall not make or manufacture, advertise, exhibit or introduce into the hobby for distribution (including buying, selling or trading), any altered insulator or related item which is not plainly and permanently marked "fake", unless pre-approved by the NIA for educational purposes.
5. Shall make every effort to comply with standards established by the NIA for accurate description of the type and condition of insulators.

6. Shall carry out trade and sale transactions expeditiously and fairly to the satisfaction of all parties involved. The NIA recommends that transactions be completed to the satisfaction of all parties involved within 15 days. This allows collectors to pursue "second opinions" if they so desire, as to the authenticity of a piece, (i.e. original, restored or imitation). It also protects the seller by defining a time period of reasonable expectation for closure on a deal. However, buyers and sellers are free to structure their own approval terms and conditions to govern their transactions.
7. Shall conduct their collecting activities in a lawful manner.
8. Shall refrain from inferring to the public that the NIA or its members condone any harmful or unlawful practices in the pursuit of the hobby.
9. Shall not knowingly misrepresent the rarity or value of insulators or related items they offer for sale or trade.
10. Shall not make public accusations to fellow collectors about the possible misconduct of any collector or club, and shall refer such matters to the NIA Board of Directors for investigation, and if necessary, arbitration.
11. Shall not use any NIA emblems, insignia or credentials in any manner detrimental to the interests of the NIA, and shall report to the NIA any such use by others.
12. Shall abide by all rules and policies established by the NIA and not be a disruptive or disturbing influence at any NIA meetings or insulator shows.

## **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.

### **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** exhibit will comprise of one of the following 10 categories:
  1. Threadless
  2. Threaded Glass
  3. Threaded Porcelain
  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 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. A Junior member must not attain their 18<sup>th</sup> 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.
- f. Exhibitors will be permitted to include limited numbers of non-owned 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 Host Exhibit/Display Rules:**

- a. Exhibit space at all shows shall be free and available on a first-come 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 host may permit other non-competitive exhibits of suitable antique/collectable items, subject to the approval of the NIA Board of Directors.
- c. Show hosts will provide ribbons or some type of award for all exhibitors as recognition for exhibiting.

## **4. Awards and Presentations**

- a. The NIA will provide trophies, plaques or awards for **Junior and Adult** 1<sup>st</sup> place winners of the various categories.
- b. The show host 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.
- e. The NIA, at the National Show, may present three 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” (recipient nominated and selected by the NIA Awards and Recognition Committee). Given to an NIA member who has performed outstanding service for the NIA and contributed substantially to the insulator hobby. The NIA President prepares, distributes and tabulates ballots for this award.
  3. An “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.
- f. The presentation of all NIA category awards and individual club awards will be made on the show floor immediately after the judging and tabulation of scores.
  - g. The top NIA awards (Best of Show Award, Milholland Educational Award, Outstanding Service Award and Lifetime Membership Award) will be presented at the awards banquet. In addition, awards to show hosts, People’s Choice award and other miscellaneous awards will be presented during the banquet. Additionally, the winners of all category and club awards would be announced 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 judges for each category, and a given person may judge more than one category, if qualified. 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 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 Host, 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

- |                               |                        |
|-------------------------------|------------------------|
| * <b>Eye-catching</b>         | * <b>Public appeal</b> |
| * <b>Good use of go-withs</b> | * <b>Display props</b> |
| * <b>Lighting</b>             | * <b>Condition</b>     |
| * <b>Category adherence</b>   |                        |

35 Points – Education - Five points possible for each element:

- |                              |                             |
|------------------------------|-----------------------------|
| * <b>History</b>             | * <b>Information</b>        |
| * <b>Explanation</b>         | * <b>Good use of titles</b> |
| * <b>Labels</b>              | * <b>Handouts</b>           |
| * <b>Exhibitor biography</b> |                             |

15 Points – Rarity

9 Points – Variety

6 Points – Originality - Two points possible for each element:

- \* **Independent and creative thought**
- \* **Freshness of idea**
- \* **New or unusual arrangement.**