



**41st National Insulator Association
Annual Convention, Show and Sale
July 16 – July 18, 2010**

General Show Information



INTRODUCTION: Do you remember the 1995 National in Marlboro, MA? If so, you are in for a treat... Weren't in the hobby yet or couldn't make it? ... well you are still in for a treat! We are back... the show is in New England... the show is in Massachusetts... the show is in Marlboro... Well, not really, it's about 10 miles away at the Holiday Inn in Boxborough. The facilities are great, and because the hotel doesn't have a lot of guest rooms (but still enough for us!) we will essentially have the whole hotel to ourselves for the duration of the show!

SHOW HOST COMMITTEE:

Bill and Jill Meier
103 Canterbury Court
Carlisle, MA 01741
(978) 369-0208
national@insulators.info

Dario DiMare
29 Bartlett Street
Marlborough, MA 01752
(508) 877-4444
dario@dariodesigns.com

LOCATION:

Holiday Inn Boxborough
242 Adams Place
Boxborough, MA 01719
(978) 263-8701

The Holiday Inn Boxborough is located at exit 28 off I-495, a short drive from the Mass Pike (I-90). Go east on RT 111 and turn right on Adams Place (less than 0.2 miles).

HOTEL RESERVATIONS: There are 125 rooms reserved for us at a discounted rate. Single and double rooms are available at \$95/night; Junior suites (limited availability) are \$145/night; Suites (limited availability) are \$195/night. The NIA rate will be available for three days prior and three days after the show. Please mention the **National Insulator Association Show** and call the local number above to get the discounted rate. See www.holidayinn.com/boxboroughma for more information. Use Group Code **NIA** when making your reservations on-line.

R.V. AND CAMPING INFORMATION: Campers are permitted on the hotel premises for a \$35 per night fee; however, no hook-ups are available.

AIR TRAVEL: The Holiday Inn Boxborough is 45 minutes from Logan International Airport (BOS) in Boston. Take the Mass Pike (I-90) west for about 30 miles to I-495. See directions above. Knights Limo runs shared vans, private Limo or private van to the hotel. The latter options are more cost effective the larger your party is. Call them at (800) 822-5456 or visit www.knightslimo.com.

TRAIN TRAVEL: AMTRAK stops in nearby Worcester and Framingham, as well as downtown Boston, and you can take the local "T" commuter trains to nearby South Acton, 3 miles from the hotel. The hotel shuttle can pick you up if you call in advance.

PACKAGE SHIPMENT: Packages less than 50 pounds may be shipped to the Holiday Inn Boxborough at the above address. Plan for your packages to arrive no earlier than Monday, July 12. Note that there is a charge of \$5 per package. If you plan to ship any packages, please contact Bill Meier for forms and other information. If needed, we will assist you in shipping your packages home.

ADMISSION: Admission is \$2, and there is no charge for children under 12 accompanied by an adult. Dealers, exhibitors and their families are exempt from the admission charge. Admission is good for all three days. We suggest you order tickets in advance, allowing you to bypass the line of those paying at the show. Use the Reservation Summary sheet for prepaid tickets. See the Schedule of Events for ticket pickup information. Friday, July 16 is designated as NIA Day, and only NIA members will be admitted into the show hall. This rule also applies to dealers and exhibitors. It is strongly recommended to renew your membership or join the NIA before attending the show.

DEALERS: The NIA General Show Floor Rules and a contract are enclosed. Tables are **6 feet long**.

EXHIBITS: The NIA Exhibit And Judging Rules and a contract are enclosed. Tables are **8 feet long**.

SETUP: Dealers and exhibitors must remain set up until 2:00pm on Sunday, as this is the advertised closing time of the show. This is especially important because there is a fee for admission. Exceptions to this rule will be made by prior arrangement only.

White table covers will be provided for dealers. Exhibitors are expected to provide their own table covers.

FOOD: There is a restaurant and a lounge/bar serving American cuisine. Take-out is available. In addition we will have a snack area just across from the show hall entrance.

BANQUET: This will be a cash bar before the banquet. The meal will be the "The American Buffet" with soup or salad, an assortment of main entrees, vegetables, potatoes, breads, selection of deserts, and various beverages. The price is \$30 for adults. See the Reservation Summary sheet.

SHOW DIRECTORY: Collectors can purchase advertising space in the directory, and a contract is enclosed. The directory will be complimentary for dealers and exhibitors. Additional copies will be sold at the show.

BRIMFIELD: The Brimfield Antiques and Collectibles Show and Fair runs from Tuesday, July 13 through Sunday, July 18. The Brimfield Antiques Show began in the 1950's and has become the largest and best-known outdoor antiques show in the country. Running along RT 20 for a distance of perhaps a half-mile and perhaps 500' or more, back on each side of the highway, the Brimfield Show is a huge, vast undertaking, filled with thousands of dealers over the course of the week, selling everything from the finest antiques to 'yard junk', requiring a day or two to see everything there is to see. Dealers come from all over the world as do visitors. The Shows are filled with hidden treasures and the 'right kind of people', creating a safe and fun environment for everyone, children included. For more information see www.brimfieldshow.com.

DIRECTIONS TO BRIMFIELD: Brimfield is about 50 miles away. Take I-495 south for 17 miles to the Massachusetts Turnpike (I-90). Continue west for 28 miles to the I-84 interchange. Head west for 2 miles to the RT 20 exit. Follow RT 20 (and the crowds!) about 6 miles west to Brimfield.

TOUR BUS TO BOSTON: We are offering a Saturday bus trip to the historical Faneuil Hall and Quincy Marketplace; a 19th-century complex of more than 125 shops. Shopping, dining, and sightseeing await the insulator-weary. The bus leaves the hotel at 9:00 AM, and returns at 3:30pm. Meet in the hotel lobby by 8:45 AM. The cost is \$20 per person and seating is limited. This trip was very popular in 1995, so don't miss out! See www.faneuilhallmarketplace.com for more information.

HOTEL SHUTTLE: The hotel offers a shuttle service to locations within 15 miles of the hotel. You can get to several malls and restaurants within this distance. Note that the shuttle does not provide airport service.

Schedule of Events

Thursday, July 15

10:00 AM – 4:00 PM
5:00 PM – 10:00 PM

NIA Board of Directors Meeting
Dealer Unloading and Exhibitor set-up
Early bird show packet pickup

Director's Room
Exhibit Hall
Exhibit Hall

Friday, July 16

6:00 AM – 9:00 AM
9:00 AM – 4:00 PM
4:15 PM – 5:15 PM

Dealer and Exhibitor unloading and set-up
Show hours—NIA Members Only
NIA General Membership meeting

Exhibit Hall
Exhibit Hall
Cotillion Room

Saturday, July 17

7:00 AM – 9:00 AM
9:00 AM – 4:00 PM
9:00 AM – 3:30 PM
5:30 PM – 6:30 PM
6:30 PM – 9:00 PM

Dealer set-up and Exhibit judging
Show hours—General Admission
Tour bus to Boston
Reception / Cash Bar
NIA Awards Banquet

Exhibit Hall
Exhibit Hall
Hotel Lobby
Grand Ballroom
Grand Ballroom

Sunday, July 18

8:00 AM – 9:00 AM
9:00 AM – 2:00 PM
2:00 PM – 5:00 PM

Dealers and Exhibitors only
Show hours—General Admission
Dealer and Exhibitor teardown

Exhibit Hall
Exhibit Hall
Exhibit Hall



Dealer Sales Table Contract

Please return this contract with the Reservation Summary

Liability 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, the show hosts, or the Holiday Inn, will be responsible for the theft, loss, damage to person or property, from any cause, whatsoever, during our participation in this event. I hereby agree to indemnify and hold harmless the Holiday Inn and its servicing agents, the National Insulator Association, its directors, chairpersons, agents and members, the show hosts from any liability resulting from my activities at the 2010 NIA National Show and Sale, 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 assume the entire responsibility and liability for losses, damages, and claims arising out of my activities on the Hotel premises and will indemnify, defend, and hold harmless the Hotel, its owner, and its management company, as well as their respective agents, servants, and employees from any and all such losses, damages, and claims.*

_____ Please reserve one table (2 ½' x 6') at \$65 Table assignment _____

_____ Please reserve _____ additional table(s) (2 ½' x 6') at \$60 each

_____ Electricity needed (\$25 extra per dealer — Please bring your own electrical cord)

I understand that I am responsible for obtaining the Transient Vendor License (attached).

I also understand that I am responsible for collecting and paying the appropriate Massachusetts taxes where applicable.

Please Print:

Name(s): _____ NIA# _____

_____ NIA# _____

Address: _____

City: _____ State: _____ Zip: _____

Phone (home): _____ (other): _____

E-mail address: _____

Helper(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 I must be an NIA member in good standing at the time of this National Show.

Signed: _____ Date: _____



TOWN OF BOXBOROUGH
29 Middle Road, Boxborough, Massachusetts
01719
Phone: (978) 263-1116 • Fax: (978) 264-3127
www.town.boxborough.ma.us

COMMONWEALTH OF MASSACHUSETTS
TOWN OF BOXBOROUGH

FEE \$15.00

APPLICATION FOR TRANSIENT VENDOR LICENSE

In accordance with the provisions of M.G.L. 101, Section 5, application is hereby made for approval of a Transient Vendor License for:

NAME: _____

ADDRESS: _____ CITY / STATE: _____ ZIP: _____

PHONE: _____ DATE OF SHOW: JULY 16-18, 2010

LOCATION OF DISPLAY OR SHOW WHERE GOODS OR WARES ARE TO BE SOLD:

HOLIDAY INN, BOXBOROUGH

State Sales Tax Number, Federal Identification Number or Social Security Number: _____
(Application cannot be processed without one of these numbers.)

ALL INFORMATION SHALL BE TRUE AND CORRECT. FAILURE TO PROVIDE ANY INFORMATION IS GROUNDS FOR DENIAL OF THE LICENSE.

Signed Under the Penalty of Perjury: _____
(Applicant's Signature)

This application must be received at least three business days prior to the show date(s). All fields must be completed. **The fee is \$15 per show.** Make checks payable to "Town of Boxborough." Send completed application and check to:

Town of Boxborough
ATTN: TVL Administrator
29 Middle Road
Boxborough, MA 01719

Licenses will be sent or faxed to the show location identified above. A copy will not be sent to your home/business address unless a stamped, self-addressed envelope is enclosed.

TVL Application / rev 9/16/04
/mac

Exhibitor Contract

Please return this contract with the Reservation Summary

Liability 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, the show hosts, or the Holiday Inn, will be responsible for the theft, loss, damage to person or property, from any cause, whatsoever, during our participation in this event. I hereby agree to indemnify and hold harmless the Holiday Inn and its servicing agents, the National Insulator Association, its directors, chairpersons, agents and members, the show hosts from any liability resulting from my activities at the 2010 NIA National Show and Sale, 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 assume the entire responsibility and liability for losses, damages, and claims arising out of my activities on the Hotel premises and will indemnify, defend, and hold harmless the Hotel, its owner, and its management company, as well as their respective agents, servants, and employees from any and all such losses, damages, and claims.*

_____ Please reserve one table (2 ½' x 8') or _____ Please reserve one exhibit space (8')

_____ Electricity needed (no charge) — Please bring your own extension cord

Exhibit category:

- | | | | |
|---|--|---|------------------------------------|
| <input type="checkbox"/> Threadless | <input type="checkbox"/> Threaded Glass | <input type="checkbox"/> Threaded Porcelain | <input type="checkbox"/> Specialty |
| <input type="checkbox"/> General | <input type="checkbox"/> Color | <input type="checkbox"/> Foreign | <input type="checkbox"/> Go-withs |
| <input type="checkbox"/> Pole Line Hardware and Equipment | <input type="checkbox"/> Lightning Rod Equipment | | |

Please Print:

Name(s): _____ NIA# _____

_____ NIA# _____

Address: _____

City: _____ State: _____ Zip: _____

Phone (home): _____ (other): _____

E-mail address: _____

Helper(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 I must be an NIA member in good standing at the time of this National Show.

Signed: _____ Date: _____

Show Directory Advertising Contract

Please return this contract with the Reservation Summary

I hereby authorize the insertion of a _____ page advertisement in the Show Directory for the 2010 National and agree to pay the sum of _____ dollars for the advertisement I have chosen.

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone (home): _____ (other): _____

E-mail address: _____

Signed: _____ Date: _____

Rates:

Full Page Ad:	\$45
½ Page Ad:	\$25
¼ Page Ad:	\$15
Business card:	\$8

Advertisement Copy is due by May 1st, 2010

Your ad can be supplied as either an email attachment (preferred), camera-ready copy, a business card or plain text. Please send your email attachment to national@insulators.info.

If your ad is in color it is your responsibility to ensure that it prints satisfactorily in black and white.

Refunds for ads which are not received by the deadline are at the show hosts' discretion.

Check here if you will be sending your ad independently from your payment.

Thanks for your support of the 2010 National!

Your Show Hosts

Reservation Summary

(please include the following information unless it is already on a form that you are including with this one)

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone (home): _____ (other): _____

E-mail address: _____

Dealer table(s): 1st table one @ \$65 \$ _____
Additional table(s) _____ @ \$60 \$ _____
Electricity _____ @ \$25 \$ _____
Table assignment: _____

Exhibit table / space: _____ @ free \$ _ no charge _

Banquet: Adult(s) _____ @ \$30 \$ _____
Children (5 – 12) _____ @ \$15 \$ _____
Children (under 5) _____ @ free \$ _ no charge _

Bus trip to Boston: _____ @ \$20 \$ _____

Prepaid admission: _____ @ \$2 \$ _____
(no charge for dealers and exhibitors)

Show directory advertising: \$ _____

TOTAL \$ _____

Be sure to include the dealer contract, exhibitor contract, and/or directory ad contract.

Make check payable to:
2010 National Show

Mail to:
2010 National Show
Bill and Jill Meier
103 Canterbury Court
Carlisle, MA 01741

Questions:
national@insulators.info

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.¹
 - (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.
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.

¹ 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.

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, dyeing 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 18th birthday during the show they are exhibiting in.
- d. The exhibitor must determine and declare the competitive category of their exhibit/display at the time of reserving exhibit space.
- e. Two or more people or a club may collaborate on a competitive exhibit/display. Only one award will be presented to collaborative exhibits/displays.
- 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 1st** 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

- Eye-catching
- Public appeal
- Good use of go-withs
- Display props
- Lighting
- Condition
- Category adherence.

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

- History
- Information
- Explanation
- Good use of titles
- Labels
- Handouts
- Exhibitor biography

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.)