

ENCHANTMENT INSULATOR CLUB

5516 Kachina NW
Albuquerque, New Mexico 87120

May 13, 2019

Dear fellow collectors,

It's time to start planning for the number one insulator and bottle event in the desert southwest - the **THIRTY-SECOND ANNUAL INSULATOR, BOTTLE, BARBWIRE AND COLLECTIBLES SHOW!** We'll be in the same great venue as last year, **the Elite Sports Academy!** This is THE year to do this event – and couple it to an autumn vacation here in the Land of Enchantment. Come a few days early and catch the State Fair, stay a week after the show and take in the magnificent Balloon Fiesta, and enjoy the delightful fall weather – it doesn't get much better than this!!

Specifics on the show are covered in the attached flyer (feel free to copy this and circulate or post). The attached map shows the location of the Elite Sports Academy.

As in past years, the show is being co-sponsored by the New Mexico Historical Bottle Society, the premier bottle club in the State. So you can expect to see fine displays of exquisite bottles along with the insulators, collectibles, and tabletop antiques.

Here's the important stuff:

- Setup and dealer trading takes place on Friday, September 27, 4 PM to 8 PM. This session is free for registered dealers, displayers, and EIC and NMHBS members. Others are welcome for a small donation of \$10. You can also set up on Saturday, September 28, between 7:30 and 8:30 AM. The Show opens to the public at 8:30 AM and runs till 4 PM.

The sales table fee is \$45 each. If you are exhibiting, your display table doesn't cost anything (meaning, we are trying to ENCOURAGE displays!) Our exhibits rival most regional and many national NIA Shows.. See the attached Dealer and Exhibitor instruction sheets and the Reservation Form for where to send the fee and other assorted details. You must send in the form **and money** to reserve a table. Don't be disappointed - mail your reservation in today!

- We will NOT have lunch available on site, but plenty of restaurants are nearby, many within walking distance & with takeout. We have some favorites in this area...contact us for details.

- Security: Elite Sports Academy security is monitored by Albuquerque Armed Response Team, a private company that employs retired and current law enforcement officers only. Gym doors will be locked Friday evening starting at 8PM. Those of you with high-value or one-of-a-kind items are advised NOT to leave them in your vehicles or in the show hall Friday night...take them with you and dream with them!

- Finally, there are always a number of you that hook this show onto your vacation plans: So if you need more information on things to see and places to go in the area, drop me a line (5516 Kachina NW, Albuquerque, NM 87120) or give me a call at (505) 480-0085. The best way is via email, cdn102@swcp.com

Looking forward to seeing you all again!

Mike Gay

2019 THIRTY-SECOND EIC/NMHBS SHOW

September 27-28 2019, Albuquerque, New Mexico

Show Agenda

Friday, September 27

4:00 pm to 8:00 pm Dealer and display setup in the Elite Sports Academy, plus inside dealer trading and dinner snack for a nominal charge.

Saturday, September 28

7:30 am to 8:30 am Dealer and display setup.

8:30 am Doors open to public

11:00 AM to 1:00 PM noon Lunch (on your own)

1:30 pm Show awards

4:00 pm Show closes

Note: Reservations for sales and display tables must be submitted in advance by filling out the Table Reservations Form (make checks payable to "EIC") and mail to:

**Mike Gay
EIC
5516 Kachina NW
Albuquerque, NM 87120**

DEALER INFORMATION

1. Welcome to 32nd Annual EIC/NMHBS Show! For those of you haven't been with us in years past, here are the high points of what you need to know. (Some of the items were explained in the cover letter, but we repeat them here for emphasis.)
2. Set-up time on Friday is 4:00 PM to 8:00 PM, and on Saturday, 7:30 AM to 8:30 AM. Feel free to "wheel and deal" during these times.
3. Check in at the Admin Table for your Dealer Packet. Pay \$45 for your each of your dealer table(s) unless you pre-paid Make sure you've filled out the *Table Reservation Form*, so we can get you in our database.
4. Locate your table location from the map at the Admin Table. Your table will be identified with a large namecard.
5. Don't forget to bring your own covers to cover your stock overnight.
6. We will be able to get electrical power to any table in the show hall.
7. Security is always a potential problem. We haven't had many problems in the past - and we don't want any! **However, we still recommend not leaving valuable pieces in the show hall overnight or in your vehicle.** On Saturday, help each other by keeping an eye on your neighbor's stock as well as the displays. Report losses or suspect activity to any authorized show personnel. As mentioned, there is a security system monitored by the Albuquerque Armed Response Team (AART), whose employees are all retired or current law enforcement officers.
8. Dealers and Exhibitors are **required** to wear the special name tags provided. (This is so we can keep track of who's part of the show – and who's not.)
9. This is an NIA sanctioned event. As such, insulator dealers are governed by the NIA General Floor Rules attached. Pay particular attention to item #3 that addresses the issue of fake or altered insulators. Likewise, bottle dealers cannot sell fake or altered bottles at this event. Your purchase of a table for this show indicates your agreement to abide by these rules.
10. No Smoking in the Show Hall, or entrances leading to the Show Hall.
11. Alcoholic beverages and illicit drugs are absolutely prohibited on Elite Sports Academy property. Any person exhibiting behavior indicating intoxication will be removed from the Premises.

NIA GENERAL SHOW FLOOR RULES

1. All participants shall abide by the NIA Code of Ethics.
2. Participants shall not knowingly misrepresent the attribution, condition, rarity or value of insulators or related items they offer for sale or trade.
3. Fakes, alterations, reproductions may only be brought onto the show premises if they are PERMANENTLY MARKED or embossed so as to indicate their lack of authenticity. It will be the show host's responsibility to strictly enforce this rule and the decision of the show host will be final.
4. All repaired items on sales tables must be clearly labeled as such.
5. All show participants and the attending public will respect any show rules in force with respect to local ordinances and restrictions imposed by the owner of the facility.
6. It will be impermissible for sales table dealers to "work the aisles" in any fashion which pre-empts the opportunities of fellow dealers.
7. Dealer side shows (spotlights, excessive cow bell ringing, etc.) will not be carried to the point of being abusive to fellow dealers and the general public.
8. Dealers will not sublet all or portions of tables without first consulting with the show host.
9. Dealers will keep aisles in front of tables free of boxes and clutter.
10. Dealers are encouraged to not leave their uncovered tables unattended at any time and do so at their own risk of loss.
11. Dealers are requested to 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 must be made with the show chairman when making table reservations. The show host reserves the right to locate such tables near exits to avoid disruption of the rest of the show with any early departures. The chairman may announce blanket authority for early takedown at such time as the public attendance appears to have essentially ceased on Saturday afternoon.
12. Dealers and exhibitors will be responsible for any damage they do to the facilities with their setup practices., and will be thusly charged. No thumbtacks and no signs or other items taped to walls or furnishings are allowed.
13. The show host will make reasonable efforts to provide good security, but will not be responsible for any loss of participant property due to theft, loss or breakage. Each dealer and exhibitor is asked to help in security by watching after his/her own items and keeping an eye on adjacent tables in situations of obvious risk.
14. The reservation of a sales or display table constitutes the acceptance of these rules and agreement to comply with said rules.

EXHIBITOR INFORMATION

The NIA has established a series of guidelines to permit the highest possible level of exhibition at its sanctioned shows. All participants with insulator displays are expected to use these guidelines. (Note: These rules apply only to competitive exhibits)

Bottle and insulator displays will be judged separately using judges with the appropriate expertise. If bottles and insulators are combined in a display, the Show Host will determine which division the display falls into.

Fake or altered items may be used in exhibits but must be clearly identified as such in the exhibit. Repaired items are also acceptable in exhibits, if identified as such.

While items in the exhibit should be owned by the exhibitor, a few articles belonging to other people could be included, as long as credit is given to the owner.

Exhibits or portions thereof may not be marked "for sale" nor may collector valuation be indicated in any way.

Exhibits should not be dismantled until the end of the show without prior coordination with the Show Host.

The displays will be judged Saturday morning and the winners announced after the noon lunch.

Exhibitors are requested to display their awards on their exhibit until the conclusion of the show. In addition, Exhibitors are requested to wear the special name-tags provided.

A tally sheet will be furnished to exhibitors after the judging to show how the judges rated each exhibit as compared with other entrants. This is intended to permit exhibitors to improve their displays and techniques in the future.

Exhibit Categories are as follows:

- Glass Insulators and Porcelain Insulators
- Bottles
- Junior Insulators (Exhibitor must be under 18 years of age at show date. Exhibit items must be assembled and set up without excessive parental or adult assistance).
- Junior Bottles (Exhibitor must be under 18 years of age at show date. Exhibit items must be assembled and set up without excessive parental or adult assistance).
- Non-Insulator/Non-Bottle (Insulator or bottle "go-withs", lightning rod equipment, telegraph keys, barbwire, railroad lanterns, etc.)

Awards will be given in the five categories listed above. In addition, there will be a Peoples Choice award.

JUDGING RULES

1. Judges will be selected from qualified show participants who are not exhibitors. The bottle and insulator exhibits will be judged by separate panels. Non-bottle/non-insulator exhibits will be judged by both panels.
2. Judging decisions will be final. Ties will be re-judged.
3. A person may not judge any category in which that person or a family member has an entry.
4. Prior to judging, the Judging Chairman shall meet with the panels to review and discuss these rules.
5. Judging will be on a modified NIA 100-point system. The average of all judges for any given category will be the final score. The modified point system follows:

30 pts: Showmanship. Eye-catching, public appeal, good use of go-withs, display props, lighting, etc.

25 pts: Education. Information, history, explanation, good use of titles, labels and hand-outs.

20 pts: Rarity. This must be considered in context with the items on display.

15 pts: Variety. A wide range of styles, colors, shapes, etc.

10 pts: Originality. Independent and creative thought, freshness of ideas, new or unusual arrangement.

In addition to the positive scoring shown above, the judges are allowed to deduct from one to five points for each of the following exhibit deficiencies:

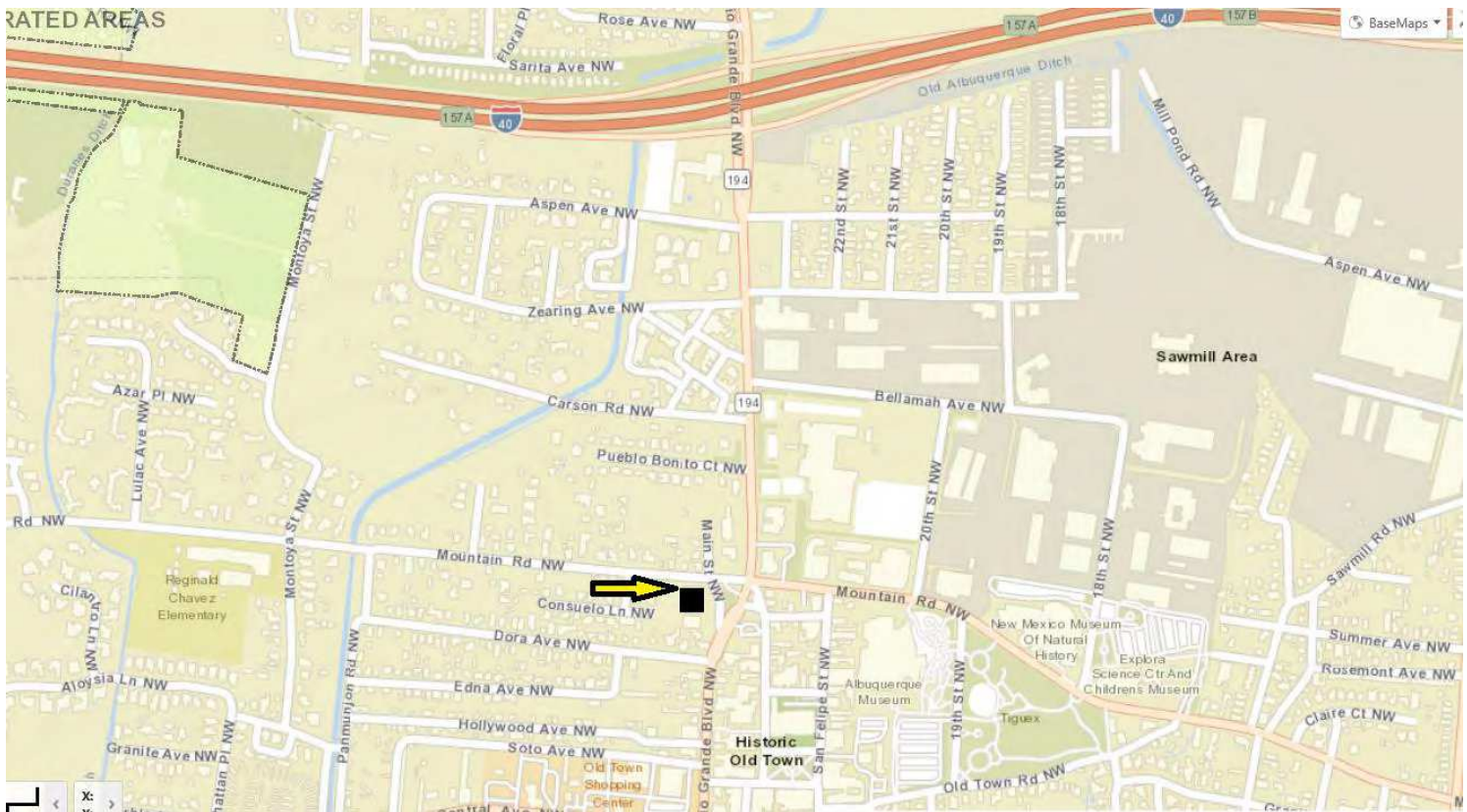
Condition: Points are deducted if the exhibit is dirty or not presentable, or if the items exhibited are damaged excessively, have unsightly repairs, etc.

Category non-adherence: Points deducted for items that are foreign to the category entered, eg. a domestic insulator in a foreign exhibit.

6. Judges will be furnished standardized printed scoring sheets accompanied by detailed guidelines on the use of sheets.

DIRECTIONS TO THE SHOW

Elite Sports Academy is about ½ mile south of I-40, adjacent to Albuquerque’s Old Town. Use exit 157A from I-40, turn south on Rio Grande, stay in the right lane, then turn west on Mountain Road. The Elite Sports Academy is on the SW corner of Rio Grande and Mountain. Main St is just a short NW-SE connector between Mtn & Rio Grande. Parking & unloading is to the rear of the building. On the map, North is at the top.



**THE ENCHANTMENT INSULATOR CLUB
AND
THE NM HISTORICAL BOTTLE SOCIETY
PROUDLY PRESENT
* * *
THE
32nd ANNUAL INSULATOR,
BOTTLE, BARBWIRE AND
COLLECTIBLES SHOW**

*WORLD CLASS
DISPLAYS OF
RARE AND
COLORFUL
INSULATORS*

*VISIT THE
BEAUTIFUL
SOUTHWEST AT
THE BEST TIME
OF YEAR!*

**Elite Sports Academy
501 Main Street NW
Albuquerque, New Mexico**

* * *

***FRIDAY, SEPTEMBER 27 , 2019 @ 4pm -8pm
(Setup & Dealer Trading)***

SATURDAY, SEPTEMBER 28 , 2019 @ 8:30am -4pm (Public)

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**INSULATORS • BOTTLES • BARBWIRE • TELEPHONE &
TELEGRAPH COLLECTIBLES • LIGHTNING ROD EQUIPMENT •
RAILROAD MEMORABILIA • TABLE TOP ANTIQUES**

* * *

For Sales and Exhibit Information,

*61 DISPLAY AND
SALES TABLES*

Contact

MIKE GAY

(505) 480-0085 [cdn102@swcp.com]

OR

JOE BRISSON

(505) 948-0993 [cactusjoe@cactusjoesstuff.com]

*EXCELLENT
RESTAURANTS IN
WALKING DISTANCE!*



FREE ADMISSION

THE 2019 THIRTY-SECOND ANNUAL SHOW AND SALE

SPONSORED BY THE EIC AND NMHBS

September 27-28 2019, Albuquerque, New Mexico

DEALER AND EXHIBITOR TABLE RESERVATION FORM

Dealer/Exhibitor Name: _____ NIA # _____ EIC/NMHBS # _____

Helper(s) Name(s): _____

St. Address: _____ Phone: _____

City: _____ State: _____ ZIP: _____

EMAIL address: _____

I would like to reserve _____ dealer table(s) and _____ Display table(s)

Sales tables are \$45 each. No charge for display tables!

Electricity to tables will be provided.

Dealers: What type of merchandise will you be offering for sale: Insulators, Bottles, Barbwire,

Antiques,

Other: _____

Exhibitors: What is your display category? (see listing in Exhibitor Instructions):
_____.

Do you have any special requests?

[NOTE: Dealers and Exhibitors – IMPORTANT: We need the names of any additional people who will be helping you with setup, sales or displays so we can issue nametags.]

Make checks payable to the Enchantment Insulator Club (or "EIC") and mail to:

Mike Gay
5516 Kachina NW
Albuquerque, NM 87120



THIRTY-SECOND EIC/NMHBS SHOW PACKET



THE ENCHANTMENT INSULATOR CLUB
5516 KACHINA, NW
ALBUQUERQUE, NM 87120

TO: