

HOTNEWS

a monthly newsletter for HPBA members

HPBA Homepage

HPBExpo

HPB Education Foundation

Pellet Fuels Institute

NFI

Hearth, Patio & Barbecue Association • 1901 North Moore Street, Suite 600 Arlington, VA 22209 • ph 703-522-0086 • www.hpba.org • hpbamail@hpba.org

September 2012 Vol. 15, No. 8

HPBExpo 2013 Registration and Housing are Open!

Make your plans now to attend the 2013 HPBExpo in Orlando and secure the housing of your choice. Register for your employee badges, make your hotel reservations and book flights and car rentals online at Register Now. HPBA has again partnered with onPeak, the official housing partner (do not be fooled by other travel companies claiming to be HPBA's official housing service). Through onPeak, HPBA is able to secure the lowest rates, best hotels and the most (complimentary) amenities during your stay in Orlando, exclusive only to HPBExpo guests.

HPBA/HPBA affiliate members must use their unique member ID number that was emailed to all company main contacts on September 1st. Also, be sure to take advantage of the registration dashboard features, such as mySchedule, myExhibitors, Buyer Connect, setting up in-booth appointments with exhibitors prior to the show, invite a colleague and more. Once you have completed your initial registration, you will have access to your dashboard at any time with the email and password used when you registered.

DOE Litigation Update

Counsel and staff for HPBA and the National Propane Gas Association (NPGA), the co-petitioner in our pending DOE lawsuit, are working to finalize our oral argument strategy and content. The court date is Tuesday, September 11th at the U.S. Court of Appeals for the D.C. Circuit, and the proceeding is open to the public. We anticipate a verdict being handed down either later this year or very early in 2013. If you would like additional information on the litigation, please contact Ryan Carroll at carroll@hpba.org or at (703) 522-0086, ext. 112.

CSA Glass Front Standard Implementation Date

The newly-passed standard from CSA-America for glass-front fireplaces, stoves and inserts has been forwarded to the Interprovincial Gas Advisory Council (IGAC) in Canada for its approval (which we assume they will). Since the standard has passed in the U.S., testing labs can choose to test to it immediately. Most labs do not recommend testing to a standard that will soon be out of date, thereby voiding that certification, however, the implementation date, the date on which no product

that has glass temperatures over 172 degrees F may be manufactured, is January 1, 2015 (product still in the pipeline, however, may be sold after that date). Please contact Tom Stroud at stroud@hpba.org or (703) 522-0086 x128, if you should have any questions or would like more information.

NSPS — Still In Holding Pattern

Due to internal issues, the USEPA is still not able to publish the first draft of the NSPS revisions and HPBA does not expect the draft to be published before the end of this year. In the meantime, many state air agencies continue to lobby EPA for a more restrictive structure for wood and pellet stoves in the final rule. HPBA has continued to advocate for the hearth industry, both to the individual states and to EPA.

HPBA has announced a wood stove manufacturers meeting scheduled for September 13th in Denver. Information on this meeting has been sent to all wood stove manufacturers who are current on their NSPS assessments, and all HPBA-member wood stove testing laboratories. The purpose of this meeting will be to review critical components of HPBA's advocacy to the states and EPA, as well as discuss an alternative option which has been proposed by some of our member manufacturers. All manufacturers of wood stoves should be represented by senior technical or management staff. For hotel details, contact Rachel Feinstein, feinstein@hpba.org, and for content questions, please contact John Crouch, crouch@hpba.org.

CSA Announces P.4 Standards Review Meeting

CSA announced that the next meeting of the Technical Subcommittee for Gas Fireplace Efficiency (P.4.1) is scheduled for September 18th in Toronto. This meeting is important for all manufacturers of vented fireplace products. It is important to remember that the Canadian efficiency measurement method applies to all vented products in Canada (decorative and heaterrated). Pertinent information about this meeting has been sent to all members of the HPBA Gas Appliance Caucus, and member manufacturers are urged to send their technical staff. The Technical Subcommittee is also tentatively scheduled to meet on November 29th, also in Toronto. For details, Canadian manufacturers should contact Tony Gottschalk, tonyhpbac@bellnet.ca, and U.S. manufacturers should contact John Crouch, crouch@hpba.org.

2013 Government Affairs Academy Dates Set

HPBA has set April 29th through May 2nd as the dates for the 2013 Government Affairs Academy (GAA). Members interested in attending should contact their local affiliate Executive Director. The cost to attend the GAA (travel and lodging) is split between HPBA and the affiliate. Only cost to affiliate members is time and energy. More information will be available this fall.

Gas Fireplace, Stove and Insert Glass Safety Campaign

HPBA's campaign to educate the industry and homeowners about

safety precautions for glass-front gas fireplaces, stoves and inserts kicks off this month. This important campaign includes information on safety screens and barriers that homeowners should take to protect children and at-risk individuals from potential burns when the fireplace is on or cooling down. HPBA has developed a new Glass Safety Brochure, FAQ document and Safety Checklist for manufacturers, retailers and homeowners. The materials are available to download from a new website, www.safefireplacetips.com.

Betteanne Leahy to Resign from HPBA

After 20 years of service to HPBA and its affiliates, Betteanne Leahy will be leaving the association's staff at the end of September. Betteanne has served the organization in many capacities throughout the years: Executive Director of HPBA's Northern California Affiliate; HPBA Membership Director; and HPBA Director of Advertising & Sales. We will all miss Betteanne's commitment to the industry as well as her spirit and energy on the HPBExpo show floor! If you would like to get in touch with Betteanne before her last day, she can be reached at leahy@hpba.org.

Department Activities

Communications

- HPBA's fall barbecue promotion, "Game Day Grilling: Be
 Great at the Tailgate," kicked off the last week of August just
 in time for the professional football pre-season games and
 college games. A news release, tailgate hosting tips and
 cleanup tips are on the website.
- 2013 International Builders Show The New American Home. HPBA is excited to report that the 2013 New American Home – the official show home for the International Builders Show (IBS) – will feature six HPBA member manufacturers. The desert-contemporary home, which will be the builder's show home for two years, has two Pacific Energy fireplaces, one Travis Industries fireplace, one Ortal fireplace, an outdoor fireplace from FMI, patio heaters from Napoleon and an outdoor kitchen designed by Fire Magic. Congratulations to these participating member companies! This opportunity is made possible through HPBA's membership in NAHB's Leading Suppliers Council.

HPBEF

Health insurance is one of the most important benefits you can offer your employees. Health insurance plans are not a one-size-fits-all, and finding the right plan for you and your employees can be very difficult. You need to be well informed on the options available to make sound, educated choices when designing a health insurance plan for your company employees or for your family.

On September 24th, at 3:00pm ET, Ed Sterczek from Mass Marketing Insurance Consultants, Inc. will conduct a live, online session to inform you about:

- The types of plans available
- The rising health care costs and what you can do
- An alternative approach to funding health insurance costs for small firms and individuals
- How you can custom design a health plan to fit your company's needs

Mass Marketing Insurance Consultants, Inc. is an HPBA affinity partner and analyzes the health insurance needs of HPBA members. To register for this live event, go to http://www.hpbef.org/online, click on "Course Offerings," then scroll down to find "Health Insurance Benefits For Small Business." This 90-minute session also offers 1.5 SHL CEUs to those that are NFI Certified.

Membership

- HPBA Young Guns Education HPBEF has generously donated free quarterly webcasts for one year to the Young Guns. Classes to be offered are: New to the Hearth Industry; Communicating with Confidence; Customer Service: It's Everyone's Job; and Hearth 101- Introduction to Hearth Systems. For more information, visit: http://www.hpba.org/members/hpba-young-guns-1 or email youngguns@hpba.org.
- Membership Update We are hearing from many HPBA retailers that business is improving! We're thrilled to hear it and wish you luck as the busy hearth season begins. Make certain your customers can find you utilize Google's free service Google Places! Simply go to ttp://www.google.com/places/ and claim your free business listing. Then, when a customer searches Google for a hearth dealer in your area, your store, its address, phone number and website will appear in the search results. We'd love to hear how you are doing drop a note to beaulieu@hpba.org.
- HPBA FedEx Customers FedEx will be running a sweepstakes from 9/12/12 until 11/7/12 for all FedEx Advantage customers*. Each shipment you make during this period will count as an entry for a chance to win the following prizes: Grand Prize One business wins a \$10,000 cash prize; Second Prize Two businesses each win a \$5,000 cash prize; and Instant Win Prize 200 winners will receive a \$25 AMEX card (5 winners a day for 8 weeks).

*This requires participation in HPBA's Shipping Program through Meridian One. For new customers, the member's enrollment in the program during this period also counts as its first entry. Visit www.1800members.com/HPBA to sign up for FedEx Advantage and more through HPBA's member benefit program.

National Fireplace Institute

Starting in 2013, specialists renewing a certification by earning CEUs must also take a new "Update & Reinforcement Course" (URC) for each fuel type being renewed within the 12 months prior to the certification expiring. This one-hour session will review the latest changes in the past three years and cover some

crucial subjects that need to be emphasized. The Pellet and Woodburning Update & Reinforcement Courses are already in the HE@RTH Online Training catalog. The Gas Update & Reinforcement Course will be available in early 2013. For more information, please contact Rick Vlahos at (703) 524-8030 or vlahos@hpba.org.

Statistics

- The second quarter Hearth Quarterly Industry Survey results have been distributed to all participants.
- The first phase of the Annual Barbecue Grill and Smoker Shipment survey is nearing completion. HPBA urges all manufacturers to participate in this important survey and respond ASAP.

HPBExpo Report

Innovations & Ideas for Indoor-Outdoor Living Orlando, Florida - March 13 - 16, 2013 www.hpbexpo.com

Make Sure Your Company is on the Expo Floor Plan. If you are a manufacturer in the hearth, patio and/or barbecue industries, plan now to exhibit at HPBExpo 2013! HPBExpo is THE place to be to meet with your existing customers and to find new ones. Show off your new products and get much-needed feedback. To see who is signed up, go to View Exhibitors on the HPBExpo website and check out why these companies are exhibitors at Expo.

The Exhibitor Overview brochure, interactive and PDF floor plans, exhibit space contracts and more are posted on the website under Apply to Exhibit. Call Exhibit Sales Associate Anita Derouin at (703) 522-0086, ext 117 or email derouin@hpba.org with questions or to move forward with securing a booth!

**Added Bonus - Sign up to exhibit now and be included in our attendee-exhibitor product matching program. As attendees register, they will indicate what products they want to buy and see at Expo and are automatically matched with exhibitors with those products!

HPBExpo Education Program. Check out the educational sessions that will strengthen your business and keep you on a competitive edge. The program will again offer Three-Day and One-Day Education Passports. <u>Click here</u> for more information and the complete course schedule.

Stay Up-to-Date with HPBExpo 2013! Bookmark the Expo's website, www.hpbexpo.com, to keep up-to-date on information for the HPBExpo 2013. View the current list of Exhibitors and review show logistics. Make your travel plans early and extend your stay in sunny Florida. Visit the About Orlando link for information on discount attraction tickets, restaurants, nightlife and more.

What's Happening at Expo 2013? Exciting and entertaining features and events are in store for Orlando! You won't want to miss the second annual Outdoor Burn Tailgate Party & Big Green

Egg Cook-off Competition, the Indoor and Outdoor New Product Pavilions, and the *NEW* Outdoor Tailgate Pavilion sponsored by *Tailgater Monthly*. The All-Industry Party will be held off-site this year at the House of Blues. The party is generously sponsored by Kozy Heat, M&G DuraVent, Napoleon Fireplaces & Grills, SBI, Travis Industries, Weber and the Salt Lake Convention & Visitors Bureau.

Increase Your Exposure at HPBExpo 2013. Sponsorship opportunities, such as the House of Blues industry party, show mobile app, Show Program and Exhibit Guide map, indoor/outdoor carpet logos, convention center door clings, mobile phone charging stations and more are available for exhibitors interested in expanding their exposure at the show. Click here for a full list of available sponsorship opportunities.

HPBExpo Locations, Revenues and Exhibits FAQs. In case you missed it, a "<u>frequently asked questions</u>" article regarding the trade show logistics was recently published in *Hearth & Home* Magazine. If you still have questions, please contact Kelly VanDermark at <u>vandermark@hpba.org</u>.

Follow us on Twitter
Join us on Facebook
Watch us on YouTube

© 2011 Hearth, Patio & Barbecue Association



Forward to a friend

Unsubscribe here.

1901 North Moore Street, Suite 600, Arlington, VA 22209