HPBA Hearth, Patio & Barbecue Association

HOTNEWS

a monthly newsletter for HPBA members

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Wood Stove Changeout

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DOE Final Rule on Decorative Gas Products

Despite the best efforts of the HPBA staff and over 50 Members of Congress, the Department of Energy (DOE) ignored all requests for a delay and published in the November 18, 2011 *Federal Register* its second final rule that will affect the manufacture and sale of decorative vented gas appliances. The new rule, which makes changes to an April 2010 final rule regarding the regulation of decorative vented gas appliances, includes a number of provisions that fail to adequately protect U.S.-based jobs related to the manufacturing, distribution and sale of decorative gas hearth products. For a brief analysis of the rule's impact, go to the HPBA website.

The final rule amends the current regulatory definition of gas hearth products and outlines four new regulatory manufacturing and marketing requirements, as well as energy efficiency standards, for decorative vented gas fireplaces. The Department classified decorative vented gas fireplaces and decorative log sets as direct heating equipment (DHE) – which HPBA asserts is incorrect. These decorative products are intended for aesthetic enjoyment rather than utilitarian heating use, and their use patterns are totally distinct from those of heating appliances.

HPBA continues to prepare for litigation on the initial final rule and to work with congressional offices to reverse the rule by DOE.

Compliance Dates for DOE Final Rule

Manufacturers of vented gas appliances are reminded that the original DOE rule of April 2010 (providing a change in the annualized fuel utilization efficiency (AFUE) for these products) goes into affect on **April 16, 2013** and covers all vented gas heaters manufactured after **April 16, 2013**. HPBA has challenged a separate portion of this rule, related to the definition of what is covered as a heating appliance, but that does not change the date for the minimum AFUE products.

On November 18, 2011, DOE issued a second rule that excludes from the AFUE requirement any decorative vented gas fireplace (gas log sets are not affected) manufactured after April 16, 2013 and meets three criteria. This new rule also requires that any decorative gas fireplace sold after **January 1, 2015** will not be permitted to have a standing pilot or other continuously burning

ignition source. For more information, go to the DOE website.

HPBA Submits Comments on DOE Test Procedures

On October 12, 2011, DOE published a Request for Information (RFI) on its test procedures for direct heating equipment (DHE). In a November 28th response to this RFI, HPBA focused on applicability issues of the AFUE test method to "vented hearth heaters" as defined in DOE's latest Final Rule. Vented gas log sets were not discussed in our comments, since DOE acknowledged in the November 18th final rule that the AFUE method was not mechanically applicable to gas log sets.

HPBA submitted comments to DOE that 1) the AFUE method cannot be applied to decorative vented gas products, and 2) the AFUE method is not directly applicable to heater-rated vented gas hearth products. The comments noted that AFUE was inapplicable to decorative vented gas products because it measures heating efficiency and not aesthetic appeal, which is the primary function of decorative products. Additionally, it was argued that, even if heating were the correct performance parameter to measure, the AFUE method fails to measure this parameter in any reasonable way, as is required by statute.

With respect to heater-rated vented gas products, HPBA commented that the several certification requirements of heater-rated appliances in ANSI/CSA Z21.88 are in direct conflict with requirements of the AFUE method. HPBA focused on the issues of carbon deposits, air discharge temperature and the technical problems involving the input level at which the testing is conducted.

To view HPBA's submission, please visit the HPBA website. For additional information, please contact Tom Stroud at stroud@hpba.org or at (703) 522-0086 x 128.

HPBA Sponsors NSPS Manufacturer Webinar

All manufacturers who support HPBA's NSPS effort are invited to attend a webinar on December 8, 2011 to review the upcoming NSPS timeline. The webinar will begin with a short briefing by EPA staff members Gregory Green, director of the Outreach and Information Division (OID), and Gil Wood, project leader for the NSPS review. Following EPA's briefing, and after they have left the webinar, manufacturers will hear from staff and consultants. Space is limited and priority will go first to manufacturers who are current in their NSPS support. Affiliates have been invited to have a representative from their Board or Government Affairs committee. EPA certified laboratories that are HPBA members are also invited to participate. Each company must register for the webinar with Rachel Feinstein, feinstein@hpba.org, and receive a unique dial-in number. Members with questions about the NSPS may contact John Crouch, crouch@hpba.org.

HPBA Pacific / HPBA to Host Netzero/CALgreen Teleconference

On December 16th at 10:00am (PST) HPBA Pacific will host a teleconference on NetZero and CALgreen. HPBA's John Crouch

and ConSol's Mike Hodgson, our consultant, will present a review of the past year's events and a plan of action for moving forward next year. The call is open to all HPBA Pacific members and HPBA manufacturers. To register for the call, please contact Kaity van Amersfort at kaity@hpbapacific.org.

CSA Working Group on Glass Fronted Fireplaces

The CSA Working Group on Glass Fronted Fireplaces has created new language for the CSA Z21.50 and CSA Z21.88 standards for barriers (screens, etc.) to protect children (and other at-risk individuals) from accidental burns from glass fronted fireplaces. The new language is being forwarded to the CSA Technical Advisory Group (TAG) for its review on December 13, 2011. After its review, the TAG will send the revised document out for Public Review and Comment.

The TAG has been tasked to decide several of the major issues that may determine the future of the gas fireplace industry. If your company is involved in the manufacture of gas fireplaces with glass fronts, you should attend the meeting or communicate your position to HPBA or other members of the CSA TAG. Please contact Tom Stroud, stroud@hpba.org for more information.

HPBA 2012 Nominating Committee Report

The HPBA Nominating Committee has nominated Ken Belding (Empire Comfort Systems), Jim Hussong (Kozy Heat) and Ross Johnson (The Outdoor GreatRoom Company) for election to full three-year terms as manufacturing directors. All three candidates are currently serving on the Board of Directors and are eligible to serve another term. Additional nominations for election to the Board to represent the Manufacturers category may be made by five or more voting members of the Manufacturers category. Such nominations must be submitted in writing to Jack Goldman, HPBA President & CEO, and be received by HPBA no later than January 16, 2012.

The following affiliate regions also will elect/select directors to the HPBA Board for three-year terms beginning in March, 2012: Region III (Southeast HPBA); Region VI (North Central HPBA); and Region VIII (Arizona HPBA/Rocky Mountain HPBA). Nominations for election by affiliates in those regions may be made through the affiliates.

2011 Barbecue Consumer Survey Now Available

Results of HPBA's 2011 Barbecue Consumer Survey are now available free of charge to HPBA members and as a member benefit. This biennial survey shows how consumers buy, use and think about their grills and smokers. For an electronic copy of the survey results, please contact Gwen Thompson, thompson@hpba.org.

International Green Construction Code (IgCC) Report

The IgCC met in Phoenix on November 1-6, 2011 to finalize its new commercial construction code. Most gas and biomass-fueled products have been accepted into the code, with the exception of

vent-free gas and gel/alcohol-fueled products. It is evident from this new green code that buildings will be tighter and the leakage of combustion products to both the interior and exterior will have to be severely limited.

National Fuel Gas Code Committee (NFPA 54)

The National Fuel Gas Code (NFGC) Committee met in San Antonio on November 15-16, 2011 to finalize the next version of the NFGC. Issues of interest to the hearth industry include a study on the grounding of Corrugated Stainless Steel Tubing (CSST), which will look at the value of grounding the CSST and the limits that CSST should be expected to resist in normal service. Another study on venting gas appliances into screened-in areas will look at minimum size for the space, screen sizing and several other issues, including the number of products venting into the area.

Hearth & Sweep Industries Lose Founders

The hearth industry is mourning the loss of three of its earliest leaders. Joseph Forshaw, III passed away on November 5th in St. Louis at the age of 89. Mr. Forshaw was president of HPBA, previously known as the Hearth Products Association (HPA), from 1985-1986 and headed up Forshaw of St. Louis from 1946 to 1981. Forshaw is one of St. Louis' oldest continuously family-owned businesses and was started in 1871 by Mr. Forshaw's grandfather.

The chimney sweep industry said goodbye in May to Lloyd Green, owner of Heat Fab, and to Roger Gessner, owner of Captain Clean in Raleigh, NC. Both of these pillars in the sweep business were hard workers and contributed and shared everything they knew about the business to newcomers and anyone who asked for help.

Department Activities

Communications

HPBExpo Press Program. HPBA Communications has started to promote the HPBExpo in Atlanta to the media. Exhibitors are encouraged to review Section 6, Marketing & Promotion, in the Exhibitors Service Manual for press kit details. Beginning in January, we will start highlighting Expo's new products to the media, and preparing our new product information for on site. Exhibitors are reminded to send Leslie Wheeler, wheeler@hpba.org, any new product releases and photos.

Government Affairs

HPBA manufacturers should plan to attend the Government Affairs Briefing on February 29th at 8:00am at the Georgia World Congress Center during HPBExpo. HPBA staff and consultants will give progress reports on the many regulatory and legislative activities.

HPB Education Foundation

HPBExpo 2012: Education Preview – LIVE & ONLINE
Each year, HPBExpo offers over 40 educational sessions on a wide variety of topics that are presented by industry experts and by professional speakers. This year, for the first time, an HPBExpo Education Preview is scheduled for Thursday, January 19th at 4:00pm EST. This preview is a great opportunity to hear what sessions are planned for 2012. HPBEF Executive Director Rick Vlahos will offer an overview of the 2012 Expo sessions. Ted Topping from Creative Insights Inc will present a sample of his *"Hiring & Retaining Exceptional Employees"* session, along with five other featured sessions he will present at Expo. The 60-minute preview session is presented live through HE@RTH Online Training. There is no cost, but space is limited. Register now for this exciting session at http://www.hpbef.org/online and click on Live Class Schedule.

HPBExpo 2012 Education Passport Details

- Three-day Education Passports include a six-month subscription to HE@RTH Online Training; One-day Education Passports are also available.
- NFI Review courses are offered Wednesday, February 28th and Thursday, February 29th in all three fuel types; NFI Exams are offered on each day.
- The EPA Lead Paint Renovation, Repair & Painting Certification will be held Wednesday, February 29th from 9:00am to 3:00pm. You must also take a two-hour exam and hands-on session on Thursday, March 1st. There is a $150 fee to members ($250 for non members) and an Education Passport is not required.
- "Professional Service is Profitable" will be held Wednesday February 29th from 8:30am to 3:00pm. An Education Passport is required and an additional $30 fee for the manual and work book.

Membership

Thank you to the many members who have already renewed their membership for 2012! As we get closer to a new year, we'd like you to take a moment to reflect upon some of the business benefits that HPBA provides. HPBA has partnered with several service providers so that you can manage your business more efficiently.

Some of the more popular programs are (see full list at on the website):

- Discounted **credit card processing** for your business (saves an average of $1500/year) with Solveras.
- Lower rates on **business liability insurance** that we all need for protection, through Stratus Insurance.
- Savings on **freight** with UPS, FedEx, USF and YRC.

The money you can save by being a member and using our programs makes membership profitable. Plus, we are constantly looking to improve these offerings and value your input. Please send any ideas or suggestions to Jamie Beaulieu at

beaulieu@hpba.org. We'd like to wish you a very happy holiday season and a prosperous New Year!

Statistics

The 3rd Quarter Hearth Industry Survey data has been released to participating companies. The 2011 Grill and Charcoal Shipments report will be released mid December.

Pellet Fuels Institute

Save the Date: PFI Annual Conference. Join the Pellet Fuels Institute as it heads north next summer to the MGM Grand at Foxwoods for the PFI Annual Conference. The conference will be held July 29-31, 2012 and will feature educational seminars, exhibits and extensive networking opportunities. Visit the PFI website for more information.

New Developments: PFI Standards Program. Last month, PFI announced the official launch of its standards program. Enrollment has begun for the program's auditing agencies and laboratories, and enrollment for fuel manufacturers is expected to begin in early 2012. New program information can be found on the PFI website, including the new label that will be found on fuel bags in 2012.

HPBExpo Report

Innovations & Ideas for Indoor-Outdoor Living
Atlanta, Georgia - February 29 - March 3, 2012
www.hpbexpo.com

HPBExpo Program & Registration Guide. The complete HPBExpo registration brochure – jam-packed with highlights and details on the upcoming Expo – was mailed at the end of November to all retailers and previous attendees. Even if you have already registered, be sure to check it out for new show information and more. HPBA/HPBA affiliate members and non-member exhibitors need their unique ID number to register for badges. If you do not know your unique ID number, please email pratt@hpba.org. And, don't forget to take advantage of the registration dashboard features, such as setting up in-booth appointments with exhibitors prior to the show, exhibit company product matching, invitations to colleagues and more. Also, a reminder, you can make changes or additions to your current registration, including signing up for an Education Passport, using your log in.

HPBExpo Hotels. An outstanding hotel block is available for Expo 2012, so don't delay making your reservations. HPBA has partnered with onPeak, the official HPBExpo housing partner and, through onPeak, we have secured the lowest rates, best hotels and most (complimentary) amenities during your stay in Atlanta, exclusive only to HPBExpo guests. And don't forget: ***NEW*** for HPBExpo 2012 is online *One-Stop Shopping* to register for your employee badges, make hotel reservations **and** book flights and car rental. All your travel needs can be accomplished quickly and easily at Register for Badges & Hotel.

HPBExpo 2012 ConnectMe Mobile App. Download this free app through your iTunes App Store or Android Market (available mid

December). Use it pre-show to view the education schedule, exhibitors, schedule appointments, and receive important messages from HPBA.

New Feature at Expo! In addition to the popular indoor New Product Pavilion, a new *outdoor* New Product Pavilion will be featured. Exhibitors can display and demonstrate their products outdoors in a specially designated area. Exhibitors interested in signing up to enter a product in either pavilion, please contact Amy Jackson at amyjackson@hpba.org or (703) 522-0086 ext 125.

Tailgate & Cook-Off. You don't want to miss this event in the Outdoor Burn Area on Thursday, March 1st! Exhibit hours are extended outdoors for this inaugural HPBExpo Tailgate & Cook-off party, so get your tailgating face on. The cook-off is generously sponsored by the Big Green Egg who is providing EGGs for the celebrity chef cook-off. Wear your favorite team jersey and cheer on local chefs in a barbecue cook-off. Grill exhibitors interested in grilling and showing off what your grills can do by passing out food samples should contact Amy Jackson, amyjackson@hpba.org. More exhibitor information on the Tailgate & Cook-off is in Exhibitor Bulletins.

Honky Tonkin - Nashville Style All-Industry Party. The party of the year will be on Friday, March 2nd, from 8:00pm to 11:30pm. The party, hosted by HPBA and guaranteed to rock the Georgia World Congress Center, is generously sponsored by Kozy Heat, Lennox Hearth Products, M&G DuraVent, Napoleon Fireplaces & Grills, SBI-Stove Builder International, Travis Industries and the Nashville Convention & Visitors Bureau. Sponsorships are still available, ranging from bars and interactive gaming to premium level hospitality areas. Don't miss this super visibility promotional opportunity and contact Kelly VanDermark at (703) 522-0086 ext 113 or vandermark@hpba.org today. Everyone is invited to the party (no charge, but an HPBExpo badge is required) and encouraged to come in their Nashville best.

Reserve Your HPBExpo 2012 Booth Space Today. The 2012 Exhibitor Selection Kit, including floor plans, booth contracts, rules and regulations and payment information (50% is due with contract) can be found at www.hpbexpo.com under "Apply to Exhibit." **To be included in the onsite *Show Program & Exhibit Guide*, booth application and payment must be received by January 3rd**. If you have questions, please contact Anita Derouin at (703) 522-0086 ext. 117 or derouin@hpba.org.

Over 220 companies have contracted for space (13% ahead of this time last year) including 31 first-time exhibitors. HPBA welcomes first-time exhibitor, Lion Premium Grills, a manufacturer of premium, luxury grills and outdoor cooking islands. Be sure to visit them in the indoor exhibit hall.

Increase Your Booth Exposure at HPBExpo 2012. The Mobile App and Compact Pedometer Contest sponsorships are already SOLD! However, there are other great opportunities still available (digital monitor signage with convention center door decals, aisle signs, carpet logos, reusable water bottles, etc.). And, don't miss your opportunity to advertise in the *Show Program & Exhibits Guide*. Last year's post-show survey results showed over 80% of

attendees used the program at the trade show and as a reference resource back home. Exhibitors interested in expanding their exposure at the show should contact Betteanne Leahy at leahy@hpba.org or (800) 404-5461. A full brochure is available at Exhibitor Services.

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