



HOT NEWS

a monthly newsletter for HPBA members

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HPBExpo 2013 Moves to Orlando

Earlier this week, the Nashville Convention and Visitors Bureau (NCVB) notified HPBA that construction on the new Music City Convention Center will not be completed in time for our trade show in March 2013. According to the NCVB, they learned of this development just a few days ago. The NCVB offered the use of an uncompleted convention center, but the probability of the interim construction deadlines being met – which would be crucial for such an option – are less than 100%. We declined that offer.

Given the need to begin planning for a new site on such short notice, we have been in contact with Atlanta, Orlando, and New Orleans. Fortunately, Atlanta and Orlando have space available in early March 2013.

HPBA's Expo Committee met on January 5th and voted unanimously to select Orlando as the site for the 2013 trade show. Today, January 6th, HPBA's Board of Directors voted to formally adopt Orlando as the 2013 site. The show dates will be March 13-16, 2013.

DOE Update: HPBA Files Opening Brief

HPBA has filed with the United States Court of Appeals for the District of Columbia, the first legal brief (argument) in its nearly two year long petition for judicial review of the Department of Energy's (DOE) April 2010 final rule affecting decorative hearth products.

The case was put on hold while negotiations between HPBA, DOE and other involved parties were held with the hope of finding a simple regulatory (i.e., not court ordered) fix to the language of the final rule. These negotiations broke down in early summer 2011, and HPBA then requested that the court begins its review of the case. The court responded with a schedule of filings that included HPBA's January 3, 2012 submission to the court of its arguments. Over the next

several months, there will be more submissions by DOE, HPBA and others. A final decision by the court on this matter is not expected until mid-2012, at the earliest. You can read the text of HPBA's "Opening Brief of Petitioner" on the [HPBA website](#).

CSA TAG Approves Barriers for 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) to protect children and other at-risk individuals from accidental burns. The new language – which mandates the inclusion of a certified barrier with every gas fireplace produced to these standards – was approved by the CSA Technical Advisory Group (TAG). The revised document has been circulated by CSA for its Review and Comment (R&C) step. The R & C period ends February 22, 2012.

If you wish to participate in the R&C, please contact CSA's Lorraine Federspiel at Lorraine.Federspiel@csa-america.org or Tom Stroud, stroud@hpba.org, for more information and copies of the documents and response form.

HPBA Request for an Emergency Amendment on 2009 IECC

The 2009 International Energy Conservation Code (IECC) created a safety issue for UL 127 fireplaces by mandating gasketed doors on all units. The inclusion of gasketed doors on UL 127 fireplaces that were not certified with those doors can create a fire hazard caused by the unit overheating. The ICC Board of Directors made the decision not to rule on this Emergency Amendment Request. Instead, they voted to change the ICC Emergency Procedures process. The request for the Emergency Action has been referred to the ICC Codes and Standards Council, which will then refer it back to the Board, thereby delaying this "emergency" amendment for up to a year. HPBA plans to strongly contest this delaying action.

CPSC files ANPR on Gel Fuel

Because of numerous injuries and two deaths, the Consumer Product Safety Commission (CPSC) has announced that it will begin a rulemaking on firepots and gel fuels. The recent [Advanced Notice of Proposed Rulemaking](#) (ANPR) by CPSC relates specifically to firepots and gel fuels. HPBA has formed a Gel/Alcohol Fireplace Caucus and is following the ANPR and any CPSC actions because of the impact on our members' products. Comments to CPSC are due by February 27, 2012. (Those who have an interest in the gel fuel and gel fireplaces should join this

newly formed caucus.) Of the companies involved in the manufacture of gel fuel, 11 have agreed to a voluntary recall. For further information, contact Tom Stroud, stroud@hpba.org.

HPBA Files Comments on DOE Reducing Regulatory Burden

On December 5, 2011, the Department of Energy (DOE) published a Request for Information (RFI) in the Federal Register seeking comments and information from interested parties in an effort to determine the need for changes to any of their existing rules. DOE stated that it was seeking comments as part of its implementation of Executive Order 13563, "Improving Regulation and Regulatory Review," issued by President Obama on January 18, 2011. As part of the Executive Order, all agencies were directed to conduct periodic retrospective reviews of regulations "that may be outmoded, ineffective, insufficient, or excessively burdensome, and to modify, streamline, expand, or repeal them in accordance with what has been learned."

In response to the RFI, HPBA submitted comments to DOE on Wednesday, January 4, 2012, urging DOE to abandon the agency's overly-burdensome and unnecessary regulation classifying both decorative vented gas fireplaces and vented gas log sets as "direct heating equipment" (DHE). In addition to the improper classification of decorative vented gas fireplaces and vented gas log sets as DHE, HPBA also commented on the improper imposition of heating standards on non-heating products, a lack of justification for the alternative requirements imposed under the new final rule, and the procedural irregularities in the rulemaking. HPBA's comments can be viewed in full on the [HPBA website](#).

DOE published a similar RFI on February 3, 2011 (76 Fed. Reg. 6123) and HPBA replied with comments focusing on the then-in-effect first final rule on decorative vented gas fireplaces (imposing either a 9,000 Btu/hr input limit or an AFUE efficiency on the products). DOE declined to address any specifics in HPBA's submission to that RFI on the basis that the matter was subject to pending litigation.

Consumer Tax Credit for Biomass Stoves Expires

With partisan division in Washington running extremely high and Congressional approval ratings mired at or near all-time lows, the first session of the 112th Congress has drawn to a close, with lawmakers being able to reach agreement on very few measures. One of the casualties of 2011's political gridlock was the Section 25C consumer tax credit for "energy efficient building property," which is now expired as of December 31, 2011. Of particular interest to HPBA members is the expiration of the 10 percent tax credit (up to

\$300 annually and subject to a \$500 lifetime credit limit) on biomass stoves with a thermal efficiency rating of at least 75 percent.

HPBA understands that these tax credits provide incentives to consumers to purchase energy efficient stoves and inserts. The government affairs staff is in contact with congressional offices to keep apprised of the prospects for extension of the tax credit in the early stages of 2012. While very few measures in Congress will be passed without a substantial fight, we believe that some version of the tax credit extenders (and likely a retroactive one, at that) will be included in one of the must-pass measures of the opening months of the 112th Congress's second year.

We will be providing more information as the congressional actions of 2012 come into clearer focus and will immediately report on any movement on tax credit extending legislation.

HPBA Young Guns Organize

HPBA's Young Guns are off to a running start with their next official gathering to be held at HPBExpo in Atlanta. Mark your calendars for this great networking event! The reception will be on Wednesday, February 29th from 5:30pm to 7:00pm at Stats Restaurant & Bar, www.statsatl.com. An e-vite will follow shortly.

Also, a committee which will oversee the group's activities is currently being formed. If you are interested in joining the committee, or just want to join our distribution list, please email Jamie Beaulieu, beaulieu@hpba.org and follow the activities of HPBA Young Guns on its newly created [Facebook page!](#)

The Young Guns represents professionals under the age of 40 or those who have been in the industry for less than 5 years. Their mission is to provide educational, networking, social and training opportunities at both the national and affiliate levels of HPBA, as well as, to foster leadership and collegial relationships. Young Guns hopes to help recruit new people into the industry, as well.

Department Activities

Communications

HPBExpo Press Program plans are well underway and the media is signing up. Exhibitors are strongly encouraged to send Leslie Wheeler at wheeler@hpba.org, new product information to be included in the press handout on Expo's new products and trends. Also, exhibitors are reminded to send in their Press Contact forms, found in Section 6 of the Exhibitors Service Manual.

Government Affairs

HPBA will hold a major briefing for manufacturers on Wednesday, February 29th at 8:00am – 10:30am at the Georgia World Congress Center in Atlanta. The 2011 year was an extremely busy one for HPBA Government Affairs and this briefing will be an update on all the activities.

HPB Education Foundation

HPBExpo is right around the corner. When you register for badges, don't forget to add an Education Passport and, as a special bonus, a Three-Day Passport includes a 6-month subscription to HE@RTH Online Training. There is still time to register for the following upcoming events:

- **HPBExpo Education Online Preview.** On Thursday, January 18th, at 4:00pm EST, a 60-minute online session will give you a quick look at some of the great education sessions offered in Atlanta. Learn about the content of many Expo Education sessions from the comfort of your home or office. Several Expo speakers will be online to answer questions, and this is a great opportunity to tell them what you want to hear in their sessions. To register for the online preview, go to the [NFI website](#).

- **Professional Service Is Profitable.** This very popular session is offered on Wednesday, February 29th from 8:30am to 4:30pm, and there is still limited space available for this important session. Speaker George LeBlanc leads this practical workshop based on the HPBEF manual, "Professional Service Is Profitable," and provides a special workbook that will help you apply the principles to *your* store. Register for this session when you register for Expo (an Education Passport is required and an additional \$30 materials fee).

- **EPA Lead Renovation, Repair and Painting Certification.** If you still haven't complied with the Lead RRP Certification, you can do so at Expo on Wednesday, February 29th, from 9:00am to 3:00pm. If you work on homes built prior to 1978, you must have a certified renovator responsible for each job. HPBA members can register for the certification at Expo for \$150 (\$250 for non-members) and no Education Passport required. Take advantage of this opportunity at this bargain price because many organizations are charging more than \$300 for this training.

Membership

Membership renewals are coming in daily at both the National and Affiliate organizations. We are pleased to report that our manufacturing membership revenues are up over 16% from this time last year. Please remember that at

this time, we must receive your renewal in order for you to be eligible for your complimentary HPBExpo badges. HPBExpo is only eight short weeks away.

Affiliate Members: please note that if you registered for HPBExpo prior to January 1, 2012, you may still need to renew your membership. If you are unsure whether this has been done, please contact your local affiliate or Ian Glowacki at iglowacki@hpba.org.

Additionally, HPBA is seeking a few new affinity program partnerships that will provide additional membership benefits to you. We hope to unveil these in time for HPBExpo. Stay tuned for additional information in the coming weeks! As always, please contact Jamie Beaulieu, beaulieu@hpba.org, for any membership related questions or concerns.

Pellet Fuels Institute Luncheon at HPBExpo 2012

The PFI Membership Luncheon will be held on Wednesday, February 29th at 12:30pm, in Atlanta in conjunction with HPBExpo. Held the day prior to the opening of HPBExpo, the PFI Luncheon is a great opportunity for pellet manufacturers, hearth retailers, appliance manufacturers and industry suppliers to gather to hear the latest developments in the industry.

Luncheon registration, open to anyone, can be made via mail, fax or email by completing the [PFI Membership Luncheon Registration Form](#) or through the [HPBExpo 2012 online registration system](#) (for HPBExpo badges, you must register on this site). The cost of the lunch is \$50/person for PFI/HPBA members and \$60/person for non-members.

PFI Luncheon sponsorship opportunities are also available. Sponsorships are \$750 and offer significant exposure to retailers, installers, pellet fuel manufacturers, appliance manufacturers, and others. For further details on luncheon sponsorships, see the [PFI Luncheon Sponsorship Form](#).

Updated information on the luncheon, including the agenda, will be made available through the [PFI website](#) or by contacting Jason Berthiaume at berthiaume@pelletheat.org.

Statistics

- The Hearth Quarterly Industry Survey call form has been distributed, and members are strongly urged to respond quickly so FY 2011 numbers can be tabulated for release at Expo.
- The 2011 Barbecue and Charcoal annual shipment statistics are posted on the [HPBA website](#).
- The annual Statistics Invitational Breakfast will be

Saturday, March 3rd at 8:00am at the Georgia World Congress Center. Any company that participates in the HPBA statistics programs is invited.

HPBExpo Report
Innovations & Ideas for Indoor-Outdoor Living
Atlanta, Georgia – February 29 – March 3, 2012

HPBExpo Registration. Register now to avoid the lines on site (online registration closes on February 27th and, after this date, you can register on site). For registration, housing and details on special events, the complete HPBExpo registration brochure is available [online](#). Also, a reminder, you can make changes or additions to your current registration, including signing up for Education and NFI Certification, using your confirmation log in.

HPBA/HPBA affiliate members and non-member exhibitors need a 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.

HPBExpo Hotels. An outstanding hotel block is available, 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 make hotel reservations, register for your employee badges, **and** book flights and car rental. All your travel needs can be accomplished quickly and easily at [Book Hotel & Register for Badges](#).

HPBExpo 2012 ConnectMe Mobile App. Download this free app through your iTunes App Store or Android Market. Use it before the show to view the education schedule and exhibitors and to schedule appointments and receive important messages from HPBA.

Special Events. There are new events and activities at Expo 2012. Find all the latest details and updates on the [Special Events](#) page of the [Expo website](#).

HPBExpo Tailgate & Big Green Egg Celebrity Chef Cook-Off. You don't want to miss the Tailgate & Cook-Off 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 which 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 at the party should contact Amy Jackson, amyjackson@hpba.org. More exhibitor information on the Tailgate & Cook-off is in Exhibitor Bulletins.

Honky Tonkin 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).

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.

Reserve Your HPBExpo 2012 Booth Space Today. The 2012 Exhibitor Selection Kit, including floor plans, booth contracts, rules and regulations and payment information (full payment is due with contract) can be found at www.hpexpo.com under "Apply to Exhibit." **To be included in the onsite *Show Program & Exhibit Guide*, your booth application and payment must be received by January 10th.** If you have questions, please contact Anita Derouin at (703) 522-0086 ext. 117 or derouin@hpba.org.

Over 240 companies have contracted for space (10% ahead of this time last year) including 36 first-time exhibitors. HPBA welcomes first-time exhibitor, West of Memphis BBQ. Be sure to visit them in the indoor exhibit hall.

Increase Your Booth Exposure. 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](#).

Important Dates

January 23 - Expo registration Refund/Cancellation deadline.

February 8 - Last day to book a hotel room in the HPBExpo block.

February 20 - Fax and mail registration form deadline.

February 23 - NFI Certification manual mail deadline.

February 27 - Online registration closed. After this date, you must register onsite. All pre-registered attendees/exhibitors can pick up badges onsite at an Express Badge Pick Up counter.

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