



HOTNEWS

a monthly newsletter for HPBA members

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HPBA vs. DOE on Decorative Gas Products

The hearth industry's battle against both the final and newly proposed Department of Energy (DOE) rules, which would regulate decorative vented gas fireplaces and log sets, continues without a satisfactory resolution. As of November 1st, HPBA's activities on several fronts include the following:

- [A letter](#) spearheaded by Representative Cathy McMorris Rodgers (R-WA) and signed by 27 bipartisan members of the House of Representatives was sent to DOE Secretary Steven Chu requesting a halt to the regulatory actions against the decorative gas industry. Arranging for a similar letter from the Senate is underway.
- On October 19th, members of the HPBA Board of Directors spent a "Day on the Hill" visiting their Members of Congress to educate and let them know how much the DOE regulations would hurt the hearth industry.
- On October 14th, HPBA submitted its [comments](#) to DOE on its Notice of Proposed Rulemaking (NPR) that would change the requirements for decorative gas fireplaces and impose new requirements on gas log sets. The comments reiterated DOE's failure to use facts, follow procedure and determine the economic impact and technological achievability of what they proposed. Comments were also submitted by several other organizations, such as the American Gas Association (AGA), National Propane Gas Association (NPGA), Air-Conditioning, Heating and Refrigeration Institute (AHRI) and many companies. HPBA is grateful for the efforts of allied organizations and its member companies.
- HPBA continues to prepare for litigation. A briefing schedule has been set by the D.C. Circuit Court of Appeals, beginning January 3, 2012.

For more information, please contact Allan Cagnoli (cagnoli@hpba.org) or Ryan Carroll (carroll@hpba.org).

HPBA Hosts NSPS Briefing

On December 8th, HPBA will host the final update of the year on the proposed NSPS changes. HPBA has been working steadily

on a number of significant issues in preparation for the release of the formal proposal that is expected in early 2012. Manufacturers of any wood-burning products, that are current in their NSPS assessments, will be eligible to participate in this update. Details and registration information will be in the December issue of *Hot News*.

California NetZero Energy Code

HPBA and HPBA Pacific are exploring an Alternative Control Measure (ACM) for the recognition of zone heating in the California Energy Code. An ACM is a process that does not involve waiting for code updates, and, in some cases, can be simpler and faster than the traditional code cycles. Also under investigation is the possibility that fireplaces could be included in the Energy Plus Program of energy-saving retrofits currently underway in most California communities. HPBA Pacific has scheduled a teleconference briefing for December 15th for all interested HPBA manufacturers, and HPBA Pacific members.

Mike Hodgson, HPBA's consultant on the California Energy Code, will participate in this meeting. Interested members can register for the call with HPBA Pacific's Kaity Van Amersfort, kaity@hpbapacific.org.

CSA Working Group on Glass Fronted Fireplaces

A CSA Working Group has finalized its new language to the CSA Z21.50 and CSA Z21.88 standards for barriers (screens, etc.) to protect children and other at-risk individuals from accidental burns on glass-fronted fireplaces. The changes are being forwarded to the Technical Advisory Group (TAG) for its review. After its review, the TAG will send the revised document out for Review and Comment (R&C) by the full Vented Fireplace Committee.

The TAG has been tasked to decide several major issues that may affect the future of the gas fireplace industry. A meeting of the TAG is scheduled on December 13th to review these issues. If your company manufactures gas fireplaces with glass fronts, you should attend this meeting or communicate with HPBA or other members of the CSA TAG regarding your position. Please contact Tom Stroud, stroud@hpba.org, for more information.

HPBA Requests Emergency Amendment to UL 127

The 2009 International Energy Conservation Code (IECC) created a safety issue for UL 127 by mandating gasketed doors on all fireplaces. Because these fireplaces are usually operated as an open fireplace, UL 127 fireplaces are typically not certified with gasketed doors. And, because the fireplaces are tested without doors, when gasketed doors are added, too much heat can build up and thereby cause a fire hazard. HPBA has requested that the International Code Council's Board of Directors amend this portion of the code for safety concerns.

New HPBA Membership Director

HPBA is pleased to announce its newest Director of Membership & Affiliates, Jamie Beaulieu. Jamie most recently worked with The Tax Council, an association which represents chief tax executives

from major corporations, professional firms and trade associations. With over ten years of association management experience, Jamie specializes in membership relations and outreach, fundraising, as well as marketing. She is excited to join the HPBA team, and we expect good things from her in the coming months. Feel free to reach out to Jamie with any questions, concerns or just to say hello! Her email is beaulieu@hpba.org and her phone number is (703) 522-0086 x 148.

HPBA 2012 Nominating Committee Appointed

The HPBA Board of Directors appointed Marc-Antoine Cantin (Stove Builder International) as chairman of the 2012 Nominating Committee. Serving on the committee are Bob Carter (Kamado Joe), Rodge Holland (Supreme Fireplaces), Harold Hudson (Summer Classics), Ross Johnson (The Outdoor GreatRoom Company) and Tom Wenke (Weber-Stephen Products, LLC). Anyone interested in nominating someone to the Board should contact a committee member or Cathy Centra, centra@hpba.org or (703) 522-0086 x 111.

Department News

Communications

This year's fall promotion, "Thanksgiving on the Grill: Reinventing the Classics," will kick off shortly. HPBA has partnered with the National Turkey Federation to promote cooking the classic American Thanksgiving meal outdoors. This year's campaign will include a press release, cooking tips and new website pages. If you have a "classic" recipe for the outdoor chef, please forward it (and any photos) to Leslie Wheeler, wheeler@hpba.org.

Government Affairs – Codes & Standards

For a schedule of upcoming codes and standards meetings, please go to the calendar posted on the [HPBA website](#). For additional information on the meetings and issues, please contact Tom Stroud, stroud@hpba.org.

Membership

The 2011-2012 Membership Directory will be mailed to all main contacts during the first week of November. Additional copies can be ordered by contacting Ian Glowacki, iglowacki@hpba.org.

Manufacturers: Keep an eye out for your dues renewal invoices.

Remember, the invoices will need to be paid prior to Expo in order to maintain your discounted booth prices. Please email Jamie Beaulieu, beaulieu@hpba.org, with any questions.

HPBA recently learned about a vicious attack on Mary Davy, an employee of a former HPBA affiliate member, Fireplace and Home Center in Hilo, Hawaii. Ms. Davy is currently in stable condition and the family is requesting assistance with paying her medical bills. If you would like to contribute, information can be found on a newly-created Facebook page, "[Mary Davy Donations](#)."

HPB Education Foundation

We all realize the importance of training newly-hired employees and keeping the staff up-to-date with the latest technology and changes. In reality, only a few actually conduct in-store training on a regular basis. HPBEF is developing a class that will look at successful and unsuccessful ideas, and we want to hear from you. Please send us your in-house training stories of what did and did not work. You can post your story on the [HPBEF Facebook](#) page or send it to Rick Vlahos at vlahos@hpba.org.

National Fireplace Institute

If you are NFI Certified and want to market your NFI status, we have the tools in stock, on sale and ready to ship. Go to the [NFI Store](#) for window decals, caps, patches and more, and when checking out, use the coupon code “nfi2011” to receive 20% off your entire order.

If you are not NFI Certified, certification is the best way to separate your store from your competitors, and your customers want to know that their appliance will be installed by an industry professional. NFI exams are easy to schedule at times and places conveniently located near you – there are over 500 sites around the country to take the exam. Go to the [LaserGrade website](#) to find the site nearest you and be sure to select the National Fireplace Institute as the sponsor. And, if you do so before December 31st, you’ll receive a 20% discount with the coupon code “nfi2011” when you check out.

Pellet Fuels Institute

With the winter heating season rapidly approaching and reports from the Energy Information Administration that fuel costs are expected to rise, consumers will search for the most economical means to heat their homes. For many, that will be pellets. If you are a retailer selling fuel, get your orders in now before the frenzy begins. Go to the [PFI website](#) for a list of manufacturers with fuel ready to ship.

Statistics

All hearth manufacturers that have not responded to the 3rd quarter Hearth Quarterly Industry Survey are encouraged to do so as soon as possible. Results are scheduled to be distributed in mid-November.

The 2011 Barbecue Grill and Smoker Shipment survey is in Phase 2, and if you haven’t responded to the Phase 2 request, please do so immediately.

Results of the 2011 Barbecue Consumer Survey are available for distribution to members (this is a members-only benefit). If you’d like a copy, please contact Gwen Thompson, thompson@hpba.org.

HPBExpo Report

Innovations & Ideas for Indoor-Outdoor Living

Atlanta, Georgia - February 29 - March 3, 2012
www.hpexpo.com

HPBExpo 2012 Badge Registration and Housing! **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](#).

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. Be sure to take advantage of the new 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. Once you have completed your initial registration, you have access to your registration dashboard at any time using a 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.

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 the Three-Day and One-Day Education Passports. The popular "Professional Service is Profitable" course is scheduled, along with many new courses, such as "Electronic and Social Media for the Time-Challenged Retailer" and "EPA Certified Renovator Training." Check out the [Education Program](#) for more information and the complete course schedule.

New Features 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 event, so get your tailgating face on. Wear your favorite team jersey and cheer on local chefs in a barbecue cook-off. Grill exhibitors interested in participating by donating a grill for the cook-off should contact Kelly VanDermark, vandermark@hpba.org. Look for more details in the upcoming HPBExpo registration brochure.

Honky Tonkin - Nashville Style All-Industry Party. The party of the year will be on Friday, March 3rd, 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 Now. 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." If you have questions, please contact Anita Derouin at (703) 522-0086 ext. 117 or derouin@hpba.org. Over 200 companies have contracted for space (7% ahead of this time last year) including 20 first-time exhibitors. One of the newest exhibitors to sign up, Old World Spices & Seasonings, will bring their line of spices and custom blends to Expo. Remember, selling barbecue accessories and seasonings bring your customers back to the store for more.

Increase Your Booth Exposure at HPBExpo 2012. The Mobile App and Compact Pedometer Contest are already SOLD! Many other opportunities are still available (aisle signs, carpet logos, convention center window decals, reusable water bottles, etc.). 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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