

 <p>HPBA Hearth, Patio & Barbecue Association</p>	<h1>HOTNEWS</h1> <p>a monthly newsletter for HPBA members</p>

Department Of Energy (DOE) Challenge

On December 15, HPBA staff and gas fireplace representatives met at DOE headquarters in Washington, D.C., to continue to negotiate adjustments to the April 2010 Final Rule. HPBA continues to press for an agreement that will allow decorative gas fireplaces to continue to be manufactured without having to meet the efficiency standards that have been set for heater rated fireplaces. For more information, contact Allan Cagnoli, cagnoli@hpba.org.

HPBA Board Approves 2011 Budget

HPBA's Board of Directors met to approve the budget for 2011. The budget will balance revenues and expenditures (of approximately \$4,700,000), based on an 11.4% decrease in revenues from budgeted revenues for 2010. HPBA has made a series of cuts to programs and staff in order to balance the budget.

Codes & Standards Update

International Green Construction Code (IgCC): Draft 2 is available for review at <http://www.iccsafe.org/cs/IGCC/Pages/PublicVersionDevelopment.aspx>. HPBA submitted comments promoting the allowance of vent-free products and alcohol fireplaces that currently are disallowed in this code. Staff also commented on the statement in Section 804.1.3 on gas fireplaces being limited to direct vent units only. HPBA's position is to allow all ANSI Z21.50 and ANSI Z21.88 products. The public meeting will take place May 16-22, 2011 in Dallas.

Building Energy Codes & Standards meeting will be January 11-13 in Tucson and attended by Tom Stroud for HPBA. These meetings are sponsored by the American Gas Association and focus on current and upcoming codes for gas appliances and supply. This group is actively involved in gas codes, such as the National Fuel Gas Code and the International Fuel Gas Code, and is currently discussing CSST, excess flow valves and gas line purging.

The CSA-Canada meeting on Fuel Burning Appliance Efficiency was held on December 8 in Toronto and was attended by HPBAC's Tony Gottschalk and HPBA's Tom Stroud. This committee will be consolidating data on efficiency levels of gas, oil, wood and pellet burning units. The next meeting will be held in Victoria, BC on June 14-15.

NFPA 211 revision cycle for fall 2012 is currently accepting proposals for changes to the existing document. Those proposals are due May, 23, 2011. Information can be found at <http://www.nfpa.org/aboutthecodes/AboutTheCodes.asp?DocNum=211> and clicking on the "Next Edition" tab.

HearthMasters Keeps the Fire Crackling!

Don't let your friendship burn out! Join HearthMasters and keep the spark alive with the insiders you've known for so long. HearthMasters is a social organization formed in 2000 to recognize the long and productive careers of those involved in the hearth, patio, and barbecue industries. Friends and associates that have been in the industry for at least 20 years can stay in touch with one another. To help members keep track of each other, HearthMasters publishes a newsletter twice a year and an annual HearthMasters Membership Directory. HearthMasters also sponsors a lounge at HPBEEexpo to give members the opportunity to put their feet up and relax.

Anyone interested in HearthMasters membership should call Debbie Scerbo at (703)522-0086, ext. 136 or email scerbo@hpba.org.

Department Activities

Communications

HPBExpo promotion to the media is underway. Expo exhibitors are strongly urged to send in their Press Contact Form (in the Exhibitor Service Manual) and prepare a press kit for the show. Guidelines and tips for press materials are included in the Exhibitor Service Manual. For questions, please contact Leslie Wheeler, wheeler@hpba.org.

Government Affairs

Department Staff – HPBA Government Affairs has undergone two staff changes. Seth Voyles, our Government Affairs manager, left to work for another trade association and will be replaced shortly. Nick Bian, our administrative assistant, will be attending graduate school and has been replaced by Camille Gray, gray@hpba.org. HPBA thanks both of them for their superb service and wishes them the best in their new endeavors.

Meetings in January – The HPBA Technical and Government Affairs committees will hold meetings in Dallas on Thursday, January 27 and Friday, January 28, respectively. For more information, contact Allan Cagnoli, cagnoli@hpba.org.

HPB Education Foundation

Since May of 2007, HE@RTH Online Training has offered live online training courses that allow you to interact with the instructor, just like in a classroom. In April 2008, the OnDemand service was added that allows you to listen to recordings of the training classes and many HPBExpo education sessions. You can't beat the convenience of "attending" classes any time of the day or night and earning NFI CEUs to renew your certification without ever leaving your home or office. In an effort to stimulate live class attendance in 2011, every month we will have one class offered at no charge:

January Special – Selling Pellet Hearth Appliances:
January 18 at 4:00pm ET (1.5 Elective CEUs).

February Special – Hearth 101: A three-part class on
February 4, 11 and 18 at 11:00am ET (no CEUs).

Registration is simple. Go to <http://www.hpbef.org/online>, click on the "Live Class Schedule" and register for the class. Space is limited, so don't delay. For access to all the classes, click on "Buy a Subscription." Subscriptions purchased now are valid until March 31, 2012.

HPBEF Staff Changes: Due to 2011 budget cuts, Kristi Long and Camilo Cuba are no longer with the Foundation. For information on Expo education, NFI and the HPB Foundation, please contact Rick Vlahos, the Foundation's new Executive Director, at vlahos@hpba.org or (703) 524-8030, ext 220.

Membership

HPBA 2011 membership dues were due on January 1.

Members must renew to qualify for complimentary Expo badges. If you have questions, please contact Don Kaiser at (703)522-0086 ext. 148 or kaiser@hpba.org.

Start the year smart with more savings with Office Depot. HPBA members receive up to a 10% discount on office

supplies ordered through the Office Depot website, by fax or in-store purchases. Members can save money and cut costs by also receiving discounts on Office Depot services such as Technology Solutions and Printing Solutions. Please visit the HPBA member benefits page online at www.hpba.org/members/benefits.html to learn more about this member benefit program. If you would like to receive information from HPBA, contact Don Kaiser at kaiser@hpba.org.

Statistics

The Hearth Quarterly Industry Survey and Manufacturers' Rep survey have been distributed and members are requested to respond promptly.

All HPBA 2010 Statistics participants are invited to the 2011 Invitational Breakfast held during HPBExpo in Salt Lake City. The complimentary breakfast will be on Saturday, March 5 at 8:00am. Invitations will be sent to all invited guests.

Reminder: The 2010 Hearth Consumer Survey results are available to all members. For a copy of the results, please contact Don Johnson at johnson@hpba.org.

HPBExpo Report

***Innovations & Ideas for Indoor-Outdoor Living
Salt Lake City, UT · March 2 - 5, 2011***

www.hpexpo.com

HPBExpo Exhibit Space. Great spaces are still available on the show floor and at the Outdoor Burn area, but time is running out! Submit an application by January 7 to have a full company listing in the *Show Program & Exhibit Guide*. For booth availability, floor plans, contracts and rules and regulations, visit "Apply to Exhibit" at www.hpexpo.com. For more information, contact Amy Jackson at amyjackon@hpba.org.

Exhibitor Service Manual. The HPBExpo 2011 Exhibitor Service Manual is now available online at <http://www.hpexpo.com/pub/Exhibitor-Service-Manual>. Exhibitors should also visit <http://www.hpexpo.com/pub/Exhibitor-Services> for pre-recorded webinars on the following topics: Material Handling Explained, Minimizing Expense Exposure, Tips for First-Time Exhibitors and HPBExpo Cost Savings (coming soon).

Expo Badge Registration. Register early to avoid long lines on site. The registration brochure, mailed at the end of December and also available [online](#), includes housing information, exhibitors, seminars, pavilions, and show highlights at HPBExpo. Even if you have already registered, be sure to check the brochure for new show information and more. Also, a reminder that you can, at any time, make changes or additions to your current registration using your login.

HPBExpo Hotel Block. An outstanding hotel block is available for Expo 2011, so don't delay making your reservations. The headquarters hotel, Little America, and hotels closest to the Salt Palace Convention Center are the first to fill up. For hotel accommodations, locations and amenities in the Salt Lake HPBA housing block, log onto www.hpexpo.com.

Ski for FREE at HPBExpo. HPBA is proud to partner with the [Salt Lake Convention & Visitors Bureau](#) to provide any

registered HPBExpo attendee who books a qualifying stay at the Little America Hotel with a free one-day Ski Super Pass - good at Alta, Brighton, Snowbird and Solitude. And, the pass includes round-trip transportation on UTA ski buses and Trax light rail from Salt Lake City to the ski areas. For additional details and to book your stay, simply go to www.hpbexpo.com.

Biomass Central Heating Symposium. The Pellet Fuels Institute (PFI), HPBA and the Hearth Patio & Barbecue Education Foundation (HPBEF) will co-sponsor an all-day symposium on biomass central heating on Wednesday, March 2, in Salt Lake City. The symposium will include seminars by top industry experts on the markets, technology, regulatory issues and government assistance, as well as table top exhibits from suppliers and manufacturers. Registration for the symposium is available through the regular badge registration process at www.hpbexpo.com. Review the full education program online and take advantage of a full three-day or one-day Education Passport.

Friday Night Fever: All-Industry Reception. Don't miss the party of the year hosted by HPBA and generously sponsored by DuraVent, Hearth & Home Technologies, Kozy Heat, Lennox Hearth Products, Napoleon Fireplaces & Grills, Regency Fireplace Products, SBI-Stove Builder International, Travis Industries and Weber-Stephen Products Co. and promoted by Casual Living, Hearth & Home Magazine and Patio & Hearth Products Report. On Friday, March 4 at 8:00pm, the Salt Palace Convention Center will be transformed into a '70s disco extravaganza with music by the Afrodisiacs, a high-energy disco band from Seattle. Everyone is invited (no charge, but an HPBExpo badge required) and encouraged to come in '70s disco attire. You won't want to miss out on the specialty bars sponsored by HPBA's regional affiliates!

Increase Your Exposure at HPBExpo. Aisle signs, carpet logos, shuttle bus drop off window signs, sponsorships and Show Program Guide advertising opportunities are available for exhibitors interested in expanding their exposure at the show. Please contact Betteanne Leahy at (800) 404-5461 for information on a wide range of sponsorship opportunities, or go to www.hpbexpo.com and click on "Exhibitor Services" to download the Sponsorship & Advertising Opportunities brochure.

Discount Activity Passes - Ski, Golf, Tours and More!

Discount activity passes are available for Salt Lake skiing, golf and more. Passes can be purchased by going to www.hpbexpo.com and clicking on the "About the Show" link and then selecting Discount Activity Passes from menu at the top of the page.

Travel to HPBExpo. Eight airlines and their affiliates serve Salt Lake City International Airport: American, Continental, Delta (a hub), Frontier, JetBlue, Southwest, United and US Airways. There are 748 scheduled daily flights serving more than 90 cities with non-stop flights. Be sure to book your flights now to ensure the best possible fare.

HPBExpo Important Dates

January 24: Refund/Cancellation Deadline. Refunds for badge registration, education and certification (less a \$10 administrative fee) will be made if the request is received in writing.

January 28: Last day to receive a hotel room in the HPBExpo block at the special, discounted Expo prices.

February 21: Fax and mail registration form deadline.

February 28: Online registration deadline. For your convenience, online registration will remain open through March 13. All pre-registered attendees must pick up badges onsite at an Express Badge Pick Up counter.

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