

HOTNEWS

a monthly newsletter for HPBA members

2011 Nominating Cmte Appointed

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The HPBA Board appointed Steve Hall (Fireside Distributors) as chairman of the 2011 Nominating Committee. Serving on the committee are Ken Belding (Empire Comfort Systems), Loretta Dolan (Loretta Dolan & Associates), Curly Orlando (Jøtul North America), Perry Ranes (Travis Industries) and John Shimek (Hearth & Home Technologies). Persons interested in being nominated for a position on the HPBA Board should contact a member of the committee.

HPBA Mourns Bill White

The hearth and barbecue industries and the HPBA family mourn the death of Bill White, president of R. H. Peterson Company for 30 years. Mr. White was at the helm of Peterson from 1970 until he retired in 2000.

Mr. White led R. H. Peterson from a small one-product firm to become a significant multiproduct manufacturer of fire logs and grills. "Our successes are due in large part to Bill's direction and leadership," noted Leslie Bortz, Peterson's president. "He taught me an awful lot about how to treat customers, lead employees and captain the ship." Leading by example, he encouraged his employees to use trust, honesty and compassion within the company and with their customers.

Mr. White also contributed significantly to HPBA and was instrumental in its 20th anniversary celebration and the publication of Family of Fire, a book to commemorate the anniversary. Mr. White was also founder of HearthMasters, an organization of people that have been in the hearth, patio and barbecue industries for more than 20 years.

Bill White gave to many people and numerous organizations and will be missed tremendously.

HPBA Briefs EPA on NSPS Review

On October 21, HPBA briefed EPA's NSPS team on several technical issues of great concern to the industry. Rick Curkeet of Intertek Laboratories presented a paper highlighting the inherent variability of the wood heater test method. His conclusion was that the current method has a significant level of variability and cannot reliably and consistently determine the difference between stoves at the limits that EPA is considering. HPBA also presented data on the comparison of the different test methods, the impact of different ash content of pellet fuel on pellet stove emissions, the new PFI pellet fuel standards and data on the economic impact of the proposed NSPS revisions.

As part of this meeting, EPA confirmed that it still plans to issue its proposed changes to the NSPS for formal comments next summer, and hopes to issue the final NSPS in the summer of 2012. EPA staff also confirmed that they plan to attend HPBExpo in Salt Lake City.

All hearth manufacturers who are current in their assessments will receive an invitation to a special NSPS meeting being planned for the last week of January. For more information on the NSPS, please contact John Crouch, crouch@hpba.org.

Expo Hosts "Friday Night Fever"

The Salt Palace Convention Center will rock on Friday night, March 4, at Expo. Plans are well underway for an all-industry party that includes music by the Afrodisiacs, a high-energy disco band from Seattle and decorations that will take you back to the disco 70s. Don't miss this party of the year. HPBExpo salutes its party sponsors

2011 Hot News Goes All Electronic

In January, Hot News will no longer be printed and mailed to HPBA and PFI members and will be distributed only electronically to the membership. This newsletter is HPBA's primary communication vehicle and is the most widely-read publication for important industry news. Members who receive Hot News by fax will continue to receive the fax version.

(as of October 28): Kozy Heat, Lennox Hearth Products, Regency Fireplace Products, SBI -Stove Builder International and Travis Industries for their support and commitment to HPBExpo.

Gas Rule Negotiations Continue

Discussions and negotiations are continuing between HPBA and the Department of Energy (DOE), Natural Resources Defense Council (NRDC), the American Council for an Energy-Efficient Economy (ACEEE) and Earthjustice on DOE's final rule that regulates, and essentially bans, decorative gas fireplaces. HPBA is also working to formalize a DOE staff email suggesting that gas log sets should be excluded from the final rule. (Until a formal regulatory addendum to the final rule is negotiated, gas log sets remain in active jeopardy.) Discussions also continue on how to make a clear distinction between decorative and heater-rated products, as well as the devastating economic impact of the final rule on the gas product industry. For more information, contact Allan Cagnoli, cagnoli@hpba.org.

Standing Pilot Light Ban

The International Energy Conservation Code (IECC) Committee has withdrawn its proposal to ban standing pilot lights (EC125). This very important withdrawal was based on the hearth industry's commitment to develop language in support of energy saving products such as IPISs and PODs. HPBA pledged to work with the committee during the next code cycle to write language that will minimize (lessen) gas usage, particularly in off season and non-usage times. The proposal withdrawal does not mean that standing pilots are off their radar, it simply means we have another code cycle to deal with being regulated through IECC.

HPBA's senior code manager Tom Stroud commends Pat McLaughlin from AHRI, Shannon Rodgers from Jøtul, Peter Baker from Maxitrol and others for their help in accomplishing this significant goal. For more information, contact Tom Stroud, stroud@hpba.org.

HPBA Committee Activities

Communications

HPBA Communications kicks off a Happy Thanksgrilling! campaign this month to promote outdoor cooking during the holidays. In a 2010 opinion poll, 81% agreed that exceptional taste is the leading benefit of outdoor holiday cooking, 67% say outdoor holiday cooking provides easier preparation and clean up while freeing up oven space and 76% reported that holiday cooking outdoors at home was more affordable than ordering out. Thanksgrilling media materials and resources will soon be available online. Check out hpba.org for the juicy details.

HPB Education Foundation

Half-year subscriptions now available! Enjoy the full benefits of HE@RTH Online Training for half the year! With a half-year subscription, you have access to all the Live and OnDemand seminars that are available in the system. This is also a great opportunity for NFI specialists who have certifications expiring to quickly earn some CEUs for their renewal. Half-year subscriptions expire March 31, 2011 and are available to HPBA members: 1) Half-Year Individual Subscription - \$125; 2) Half-Year Company Subscription (5 individuals) - \$249; and 3) Half-Year Company Subscriptions (10 individuals) - \$375. To purchase a half-year HE@RTH Online Subscription, go to http://nficertified.org/hpbef/subscription/.

Membership

HPBA Manufacturer Membership renewal invoices will be mailed this month. Thank you for being part of your industry trade group in 2010, and we look forward to your continued membership in 2011.

Statistics

HPBA Statistics will distribute 3rd quarter hearth shipments in mid November to all participating companies, and the Manufacturers' Rep survey will also be released to participants. The 2010 Hearth Consumer Survey and 2010 Barbecue Industry Statistics will be available December 1 to all HPBA members. To request a copy of the results, please contact Don Johnson, johnson@hpba.org.







HPBExpo Report

Salt Lake City, UT • March 2 - 5, 2011 • www.hpbexpo.com Innovations & Ideas for Indoor-Outdoor Living

Expo Badge Registration. Register now for Expo 2011 and be sure to take advantage of the new registration ConnectMe dashboard features, such as setting up in-booth appointments with exhibitors prior to the show, exhibit company product matching, invitation to colleagues and more. Once you have completed your initial registration, you will have access to your personal registration dashboard at any time using a log in. And, don't forget to check out the Expo education program and register for your full three-day or one-day Education Passport.

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.hpbexpo.com.

BEWARE: Guide Listing Scams! The official printed publication for the HPBExpo is the *HPBExpo Show Program & Exhibit Guide*. Exhibitor listings will also appear on the HPBExpo - ExpoCad website. Other firms contacting you about your guide listing are NOT affiliated with HPBA. Often times signing off on these listings commits your company to multiple years of fees due to fine print that might not be reviewed. If you are ever in doubt, please contact HPBA to verify if we are the sender of such notices.

WARNING: Third-Party Housing Solicitations. Be wary of solicitations from unauthorized hotel and housing providers. HPBA has been notified that several hotel booking companies have been contacting exhibitors and claiming to be affiliated with HPBA. This is NOT true. HPBA's official housing group is The Housing Connection, based in Salt Lake City, and they will not contact you directly without you first making contact with them. Reservations can be made through HPBA by Internet, phone or fax as detailed above.

HPBExpo Exhibit Space. For booth availability, floor plans, contracts and rules and regulations, visit "Apply to Exhibit" at www.hpbexpo.com. For more information, contact Amy Jackson at amyjackson@hpba.org. The Exhibitor Service Manual will be available online this month.

Increase Your Exposure at HPBExpo. Sponsorship 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 Future Dates

HPBExpo 2012: February 29 - March 3, 2012 - Atlanta HPBExpo 2013: March 20 - 23, 2013 - Nashville HPBExpo 2014: March 5 - 8, 2014 - Salt Lake City HPBExpo 2015: March 4 - 7, 2015 - Nashville HPBExpo 2016: March 16 - 19, 2016 - New Orleans



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