

Responsible Wood Burning & Video

HPBA's Responsible Wood Burning campaign is designed to educate consumers on the proper way to burn and heat their home with wood. For information on this campaign and to view and/or order the Burn Wise video, please visit <http://www.hpba.org/consumers/hearth/responsible-wood-burning>.

New NSPS Review Web Portal

EPA is revising its wood burning certification program, the New Source Performance Standards (NSPS) and in order to influence the process and have a positive outcome, HPBA and the Government Affairs Committee have made this a top priority. HPBA is currently organizing the wood burning section of our industry and forming a coalition of affected parties. In order to remain transparent with coalition members, the Government Affairs Department has launched a new NSPS web portal that will house all pertinent information and documentation throughout the process. The portal can be accessed via www.hpba.org and will feature both a public and private (i.e., password-protected) section. The public section will include alerts for upcoming NSPS-related meetings, including a newly scheduled conference call forum December 8 - 9, 2009. The private section will only be available to HPBA member companies who are current on their NSPS assessments. Passwords will be issued by the end of September, when a new paper on burn rate data will be featured. More details will be available soon.

To check out the new NSPS portal, click on NSPS PORTAL. The portal can also be found on the right side navigation bar on the Government Affairs webpage. For more information on the portal or on the NSPS process, contact John Crouch at crouch@hpba.org or 916-536-2390.

EPA Burn Rate Problem

HPBA has commissioned a short study which addresses a fundamental problem from the original NSPS process of 20 years ago. Conclusions about the appropriate burn rate for the Category One, the lowest of the four categories of heat output, and the formula for weighting the results from the four burn rates to produce a weighted average burn rate were derived from field testing. This report identifies a major difference between the "end of test" determination from the field testing, and the same endpoint as used in EPA Method 28. The 'end of test' is critical in determining how long the test ran, and the length of the test is critical in determining the burn rate (weight of fuel burned divided by duration of the test). The study concludes that the failure to adjust for the differences in the end of test definition in the two methods resulted in a Category One burn rate in Method 28 that

was too low, and too high a weighting for the low burn rates in the weighting scheme.

The report is available on the NSPS Portal for member company's that are current in their assessment. Please contact Nick Bian for Portal questions at bian@hpba.org and John Crouch for report questions at crouch@hpba.org.

Learn How to Sell in a Tough Market!

There is NO cost or obligation! Go to http://www.marketingstimuluspackage.com/membership/hpba_intro.html to register and receive immediate access to "Introduction to the Seven Foundational Concepts for a Successful Marketing Strategy." Once a week, for twelve weeks, you'll receive an email with a link to a valuable marketing tip, tactic or tools designed to help you generate more prospects and more customers!

Montreal Ban Update

HPBA and HPBA Canada have been heavily involved in the fight against unreasonable and unfair legislation to ban wood-burning stoves. The campaign has been led by HPBA Canada's sister organization, L'Association des Professionnels du Chauffage (APC). APC has incurred considerable costs including filing a lawsuit against Montreal, claiming it has no reasonable basis for introducing this legislation. If you would like to contribute to the costs incurred by APC, please contact HPBAC manager, Tony Gottschalk, tonyhpbac@bellnet.ca.

Codes & Standards August Update

The International Code Council (ICC) is developing a new green building standard, the International Green Construction Code (IgCC). Currently, it is a code for commercial construction, but may soon be utilized as a residential code. HPBA has submitted language changes to make it more consistent with other green codes and will be attending meetings of the committee and working groups.

EPA Rule May Raise Chimney Cost

On August 26, the U.S. EPA indicated it would make rule changes allowing only EPA-certified lead paint renovation firms to cut into walls and ceilings, including for chimneys and vents. This change, planned for April 2010, will govern remodeling in older homes. Originally, the EPA included an option for homeowners to "opt-out" of the requirements of the rule, which will apply to all structures built before 1978. The August decision will remove this "opt-out" option and mean many more small remodeling projects may be affected. While the EPA originally intended to allow exemptions for projects which disturbed less than 6 s.f. in a wall or ceiling, it is unclear if this exemption will be changed or not.

The HPB Education Foundation is exploring an educational session on this subject. HPBA will monitor the EPA proposals, and members can review the announcement here: <http://www.epa.gov/lead/new.htm#aug2009>. For more information, contact John Crouch at crouch@hpba.org.

HPBA Committee Activities

Communications

- HPBA kicked-off its biomass tax credit campaign with a 40-station radio tour across the country from Oregon to Vermont. For information on the tax credit, go to the new webpage at <http://www.hpba.org/consumers/hearth/tax-credit-information/>. You will find all you need to help your customers.
- It is also tailgating season and HPBA is providing all the tips retailers need to prepare their customers for a great tailgating season. Go to <http://www.hpba.org/media/tailgating> for tips, recipes, press releases and an audio clip.

HPB Education Foundation/NFI

This is a great time to start or build your own resource library. The HPB Education Foundation suggests the following basic library: *Gas Hearth Systems Reference Manual – 3rd Edition*; *Woodburning Hearth Systems Reference Manual – 3rd Edition*; *Pellet Hearth Systems Reference Manual – 3rd Edition*; *Hiring and Retaining Exceptional Employees and Professional Service is Profitable*. *The Hearth Handbook for Building Officials – Gas Hearth Systems and the Hearth Handbook for Building Officials – Solid Fuel Hearth Systems* will be available Oct. 15. Visit www.hpbef.org for pricing and ordering information, or call 703-522-0086.

Membership

If you are looking for a way to reduce payment processing costs there is no better choice than Solveras Payment Solutions. Solveras and HPBA would like to introduce Solveras University, your guide to all things payment processing. Solveras U includes basic classes on payment processing along with more in depth video tutorials. Visit <http://www.solveras.com/content/solveras-u/sketch-credit-card.asp> to find out more about the products and services Solveras has to offer, or contact Antonio Jackson at jackson@hpba.org or (703) 522-0086 for more information.

Industry Statistics

- The 2nd quarterly hearth industry survey results have been distributed. Please be prepared to respond to the 3rd quarter data request in early October.
- The Manufacturers' Rep survey will be sent out in early October; please respond promptly.
- The biennial Barbecue Consumer Study and the grill and charcoal shipment reports should be available in the next month.



HPBExpo Report

Orlando, FL • March 10 - 13, 2010 • www.hpbexpo.com
Innovations & Ideas for Indoor-Outdoor Living

Registration and Housing Open! Register early to be eligible to win prizes! To learn more about all the prizes, contributors and contest rules, follow the Register Early and Win link: <http://www.hpbexpo.com/pub/Register-Early-and-WIN>. Be sure to check out the 2010 Education Program. Over 40 seminars are designed to help you grow sales, improve business efficiency and strengthen technical competencies. Continuing Education Units (CEUs) abound for those seeking to renew an NFI Certification. Expo badge registration can be completed quickly and easily online at www.hpbexpo.com. Act now to reserve your rooms in the HPBA housing block. Hotels closest to the Orange County Convention Center will be the first to fill up. For hotel accommodations, locations and amenities in the Orlando HPBA housing block, log onto www.hpbexpo.com.

HPBExpo Exhibit Space. For booth availability, floor plans, contracts, 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 in early November.

HPBExpo 30th Anniversary Reception. HPBA and HPBExpo will celebrate their 30th anniversary on Thursday, March 11, 2010 in Orlando. An Expo-wide reception is planned for the indoor and outdoor show floors and a "Reception Activities Map" will be included in the Show Program Guide outlining participating exhibitors. Exhibitors: If you are interested in participating with food, beverage or other giveaways in your booth, contact Kelly VanDermark at vandermark@hpba.org.



MyHPBExpo. HPBExpo offers a new, complimentary show planning tool to help maximize your time before, during and after the show. When "time is money" this an opportunity and a return on investment you can't afford to miss. Once registered, you can build an Event Plan and start bookmarking the companies, exhibitors and suppliers you want to meet and do business with at the show. More data about the buying, networking and education opportunities at HPBExpo 2010, including companies and colleagues who are participating, as well as additional show planning tools, will become available as we get closer to show time. Click <http://hpbexpo.bdmetrics.com> to register today!

Discount Disney Tickets. Discount tickets are available to purchase for admission to Disney theme parks for pre- and post-show dates. These tickets can be purchased by going to www.hpbexpo.com and clicking on the "Orlando Information" link.

HPBExpo Online Networking. Don't forget to follow us on Twitter @HPBExpo <http://twitter.com/HPBExpo> and look for HPBExpo on Facebook at <http://www.facebook.com/pages/HPBExpo/182719555415>.

HPBExpo Important Dates

- December 18:** Early registration deadline to win donated prizes.
- February 5:** Hotel reservation deadline.
- March 5:** Fax and mail registration form deadline.
All forms must be submitted to be considered processed.
- March 9:** Onsite registration will open at 1:00pm.



Hearth, Patio & Barbecue Association

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HOTNEWS

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