HPBA Hearth, Patio & Barbecue Association

HOTNEWS

a monthly newsletter for HPBA members

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HPBA / NRDC Mtg on Gas Efficiency

At the request of the Department of Energy (DOE), HPBA staff, volunteers and attorneys met on August 26 with the environmental groups who have challenged HPBA's opposition to DOE's final rule regulating gas fireplaces. The purpose of this meeting was to educate the groups – the National Resources Defense Council (NRDC), the American Counsel for an Energy-Efficient Economy (ACEEE) and Earthjustice – on decorative gas appliances.

HPBA's presentation focus was that 1) decorative gas fireplaces account for a small fraction of residential gas consumption; 2) heat efficiency standards for decorative products would cause product substitution, not energy savings; 3) heater-rated products only should be subject to heat efficiency standards; and 4) decorative products are not heaters and should not be regulated as such.

There was also discussion on how to make a clear distinction between decorative and heater-rated as products as well as the devastating economic impact of the final rule on the gas product industry. While no substantive offers were made by either side, suggestions were discussed and all parties agreed to review them. For more information, contact Allan Cagnoli, cagnoli@hpba.org.

EPA Meets with Small Business Reps

On August 25, HPBA's Small Entity Representatives (SERs) met with a panel of officials from EPA, the Office of Management & Budget (OMB) and the Small Business Administration (SBA). The Small Business Regulatory Enforcement Fairness Act of 1996 (SBREFA) requires EPA, when planning or amending a rule, to organize a group of representatives of the small businesses that would be affected in order to give them a chance to submit comments orally and in writing.

The SERs covered a variety of issues, but the overriding concern was the lack of time the manufacturers have to prepare for the levels of emissions reductions and the enormous financial burden on the smaller companies. In addition to the SERs, representatives from National Association of Home Builders (NAHB) and the Brick Industry Association (BIA) were present, as well as Timothy Seaton from Timely Construction, representing the masonry heater industry. A full account of this meeting will be in the October HPBA *Journal* in *Hearth & Home* magazine.

In-House Testing Lab Workshop

On August 11, representatives from 12 HPBA companies met in Madison, WI, for a workshop, "Solid Fuel R&D Laboratories: How to Establish or Re-Establish a Company Emissions Lab." With the highly anticipated revisions to the New Source Performance Standards (NSPS), many manufacturers are considering an in-house testing facility to meet the potentially stringent compliance time frame. The participants of the Intertek-sponsored workshop toured the EPA-approved test laboratory and heard several presentations on how to establish an in-house facility. Our sincere appreciation to Rick Curkeet and staff at Intertek Labs for hosting and providing the technical support.

Remodeling Trends Released

According to the preliminary estimates by the Remodeling Futures Program, the remodeling market (including owner/rental improvements and owner/rental maintenance and repairs) was down in total spending by about 11 percent in 2009 compared to 2007, however, homeowner improvements declined 17 percent. Professionally-installed projects were down 15.7 percent compared to a 20 percent decline in D-I-Y projects.

Energy "green" remodeling projects, e.g. insulation, updating HVAC systems and windows, fell by only 5 percent. It is believed the government stimulus programs' tax credits and grants contributed to the smaller declines.

NRCan Product Registry

HPBA Canada is launching another Terasen (utility) program and encourages manufacturers to have all relevant products listed with Natural Resources Canada (NRCan). To find listed products, go to the NRCan site, http://oee.nrcan.gc.ca/residential/business/manufacturers/search/fireplace-search.cfm?attr=4 and to find a description of the program, go to http://www.terasengas.com/Homes/Offers/EnerChoiceFireplaceProgram.htm.

The EnerChoiceTM Fireplace Program runs July 1, 2010 through March 31, 2011, with a $150 rebate from Terasen Gas. All fireplaces sold in Canada must have an EnerGuideTM efficiency label. To register your product, please contact Erika Pollock at erika.r.pollock@gmail.com.

HPBA Board Forms Task Forces

At its June meeting, the HPBA Board formed three task forces to evaluate operational procedures and structures as well as revenue growth as the economy improves. The Sales Process & Structure task force, chaired by Loretta Dolan, met August 26 at the HPBA office; the Long Range Vision task force, chaired by Tom Wenke, meets September 2nd in Chicago; and Harold Hudson is chairman of the Revenue Growth task force, which meets September 29 in Phoenix. The task forces will report to the Board at the October 26 meeting.

PFI Defends Boiler Industry

The Pellet Fuels Institute (PFI) submitted comments to a rule proposed by EPA under the Clean Air Act. The proposed rule will affect emissions of hazardous air pollutants from institutional, commercial and industrial boilers and process heaters burning biomass and other fuels. The stringent hazardous air pollutant limits in this proposed rule will have significant cost impacts on biomass boilers, and it will also have the effect of discouraging the future use of biomass in these boilers.

EPA is under court order to complete a final Boiler MACT rule by December 16, 2010. To read PFI's comments in their entirety, go to www.pelletheat.org.

HPBA Committee Activities

Communications

Retailers are reminded that the $1500 consumer tax credit for purchasing a 75% efficient biomass stove expires December 31. HPBA has several sales tools available to help make the sale: 1) fuel efficiency calculator (http://www.hpba.org/fuel-efficiency-calculator/) that you can embed on your website; 2) Q & A on the tax credit to help explain the details (http://www.hpba.org/consumers/hearth/tax-credit-information); and 3) Burn Wise DVD – instructional video on how to burn wood responsibly in a wood stove.

HPB Education Foundation

Customer Service: It's Everyone's Job seminar will be presented live on September 23 at 3:00 EDT or is available now as an OnDemand course. The course reviews several of the approaches to customer service from the past 20 years by examining basic principles, the similarities between them, and narrowing them down to practical steps that you can apply to your business. A list of resources for further study will also be created.

Online subscribers may attend this seminar at no extra charge. Non subscribers can purchase the live or OnDemand course at http://nficertified.org/hpbef/courseSchedule.cfm. Normally $59, this month HPBEF is offering *Customer Service: It's Everyone's Job* for September special price of $19.95.

Statistics

- The 2nd quarter hearth shipment report was distributed electronically to all participants. If you did not receive the notice, please contact Don Johnson, johnson@hpba.org.
- The 2010 Grill and Charcoal Shipment collection is underway. If you received a data request from HPBA, please respond. HPBA Statistics is concerned about the declining response on this survey, which will affect the industry's tracking of history and trends.

HPBExpo *Report*

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

HPBExpo '11 Registration and Housing Are Open! Register now for Expo 2011 and secure the housing of your choice. To register for badges online, HPBA members need the unique member ID number that was emailed to all company main contacts on September 1. 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, invitation to colleagues and more. Once you have completed your initial registration, you will have access to your registration dashboard at any time using a login. And, don't forget to check out the Expo Education program and register for your Passort.

HPBExpo Housing. An outstanding hotel block is available for Expo 2011, so don't delay making your reservations. Hotels closest to the Salt Palace Convention Center and the Outdoor Burn Area, which is adjacent to headquarters Little America Hotel, will be the first to fill up. Be wary of solicitations from unauthorized hotel and housing providers. HPBA's official housing group is The Housing Connection, based in Salt Lake City. For hotel accommodations, locations and amenities in the Salt Lake HPBA housing block, go to www.hpbexpo.com.

Reserve your HPBExpo 2011 exhibit space now. The Expo 2011 Exhibitor Portfolio, 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." Have questions? Contact Exhibits Manager Amy Jackson at (703) 522-0086 ext. 125 or amyjackson@hpba.org.

Discount Activity Passes. 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.

HPBExpo on Twitter & Facebook. Don't forget to follow us on Twitter @HPBExpo (http://twitter.com/HPBExpo) and become a fan of HPBExpo on Facebook (http://www.facebook.com/pages/HPBExpo/182719555415).

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

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