



UPDATE

Hearthside update

H O L I D A Y 2 0 0 5

Serving Hearth, Patio and Barbecue Professionals in the Mid-Atlantic

Calendar of Events

March 8, 2006

MAHPBA Reception at HPBA Expo
Salt Lake City, UT

March 8-11, 2006

Hearth, Patio & Barbecue Expo 2006
Salt Palace Convention Center
Salt Lake City, UT

June 11-12, 2006

MAHPBA Annual Meeting
The Netherlands Inn & Spa
Lancaster, PA

June 13, 2006

NFI Certification Review & Exam
The Netherlands Inn & Spa
Lancaster, PA

Happy Holidays
from



Mid-Atlantic Hearth, Patio
& Barbecue Association

The MAHPBA Mission

The Mid-Atlantic Hearth, Patio & Barbecue Association was formed to further the interests of those regional members involved in the hearth industry.

MAHPBA will provide a forum for a discussion of local, regional, national and international issues. The MAHPBA will serve as an educational resource by developing programs.

MAHPBA will prepare and initiate local promotions to advance the industry and interests.

Above all, the association will support regional and national initiatives to promote and benefit the industry.



MAHPBA SIXTH ANNUAL MEETING – LET THE HEARTH TIMES GLOW!

WHEN? June 11-12, 2006

WHERE? The Netherlands Inn & Spa
Strasburg, Pennsylvania

WHY? MAHPBA member value & MAHPBA sponsor value!

A new location, information-packed technical and educational sessions, and exciting new sponsorship opportunities are planned for the MAHPBA 6th Annual Meeting. The Planning Committee, chaired by Vice-President-elect, Loretta Dolan, includes President-elect, Earl Marshall; current President, Rona Kelley; Treasurer-elect, Jerry Woodard and Board member Suzanne Turner. They have chosen the theme "Let the Hearth Times Glow" and are working hard to make the 2006 meeting the best ever for MAHPBA.

Highlights include the return of Keynote Speaker, John Kennedy, who was rated as "Excellent" by attendees for his enthusiastic, exciting sessions at the 2005 meeting! John's presentation is entitled "The Cannoli Factor:

Motivation and Retention of Today's Workforce". Join us as John presents the current trends that effect your employees, customers, and profitability... From communication, delegation and appreciation, John will fill your tool box with strategies and ideas for another successful year!

Additional features planned for 2006 include technical workshops, CEU credit for educational sessions, more interactive sponsor exhibits, networking opportunities and social events. A new registration format will allow attendees to register for one or two day passes, allowing for better planning. Two-day registration fee is \$49 (increasing to \$59 after May 1st), including meals. One day registration fee is \$35, including meals. ❏

2006 MAHPBA LEADERSHIP ELECTED

Congratulations to the newly-elected Board of Directors and Officers for Mid-Atlantic Hearth, Patio & Barbecue Association. Election for the Board of Directors was held earlier this fall and officers were elected by the current Board of Directors, as per MAHPBA bylaws. Thanks to those members who have agreed to lead the Association:

President

Earl Marshall, The Fireplace People

Vice-President

Loretta Dolan, Peirce-Phelps, Inc.

Secretary/Treasurer

Jerry Woodward, Hearth & Home Technologies

Immediate Past President

Rona Kelley, Tri County Hearth & Patio Center

Directors:

Bill Buckley, FLAME-TECH

J. Patrick Ryan, Ryan's Services

Bob Harper, Hearth & Home Technologies

Ken Trail, Atlantic Regional Building

Stephen Magnotti, The Fireplace & Patio Place

Services, Inc.

Shannon Rodgers, Jotul North America

Suzanne Turner, Survival Products





2006 Board of Directors

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Fireplace People

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Vice President

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Suzanne Turner

Survival Products, Inc.

email: sue@survivalprods.com

PRESIDENT'S MESSAGE

As I prepare my last communication as President of MAHPBA, I reflect on how quickly these past two years have passed. I send thanks to the Board of Directors and many members who have supported me throughout my tenure. Together we have made great strides in advancing the Association and have laid the groundwork for exciting plans in the years to come.

Although deluged by this busy season in our industry, we need to look toward the future. As 2006 begins, there are lots of exciting plans for MAHPBA. The website (www.mahpba.com) will feature a new look and more timely information for both members and consumers by late winter. Join MAHPBA during Expo on Wednesday, March 8th in Salt Lake City at Cucina Toscana for a special evening of Italian delights. Mark your calendars for the 6th Annual Meeting at the Netherlands Inn & Spa, June 11-12, 2006.

As we continue to be overwhelmed by this unprecedented hearth season, we should take time and enjoy reaping the benefits of the best hearth season ever! Best wishes for a happy holiday and prosperous new year!

Rona Kelley, MAHPBA President

HPBA EXPO 2006 – OFF TO SALT LAKE CITY!

Hearth, Patio & Barbecue

EXPO 2006

Take your place at the biggest marketplace for the hearth, patio, and barbecue industries.

- Discover the most exciting products for indoor-outdoor living from more than 400 exhibitors on **350,000 gross square feet of indoor exhibit floor.**
- See the hearth and grill industries' hottest new products-in action-in HPBExpo's **one-of-a-kind outdoor burn area, covering 200,000 gross square feet!**
- Plus, manufacturers will light up more natural gas-burning appliances on the **indoor burn exhibit floor.**

See all the latest from every major manufacturer and every aspiring entrepreneur-hearth appliances, grills, furnishings, outdoor room furniture, accessories, and more. Fill up on new ideas. Connect with your peers across the industry. There's only one place you'll find this kind of excitement – HPBA EXPO 2006!

MAHPBA members need to be aware of these EXPO deadlines:

- February 10, 2006 – Last day to reserve a hotel room in the HPBA block at the special, discounted HPBA prices.
- February 13, 2006 – Registration deadline to receive badge(s) by mail.
- March 6, 2006 – Final Pre-registration deadline to pick up badges on-site.
- **2006 MAHPBA membership dues must be paid in order to complete EXPO on-line registration!**

For additional information, contact Anne Leimbach at MAHPBA headquarters, 410-931-8100, ext 124 or visit www.hpba.com. See you in Salt Lake City!

PITTSBURGH GREAT WOODSTOVE CHANGEOUT PROGRAM

By John Crouch

The Southwest Pennsylvania Stove Changeout program kicked off on September 29th with several TV stations and reporters in attendance to watch the EPA's Regional administrator contribute a \$100,000 check to be used for low income woodstove changeouts. Mid-Atlantic HPBA, and our entire industry were represented by Stephen Magnotti, who spoke at a podium flanked by eight burning Gas, Pellet, and EPA wood stoves. Thanks to the work of several retailers and regional reps, this was undoubtedly the most complete selection of replacement options for old stoves ever seen on regional TV.


Thanks to MAHPBA member companies, including Nickos Chimney Co., Ed's Woodshed, The Fireplace and Patio Place and Daniels Run Energy, for setting up the working units. Also thanks for the hands-on help from manufacturers, including Regency, Heath and Home Technologies, CFM-Vermont Castings, and Travis Industries who supported their dealers in person to help make this event happen. As busy as September was, these companies made the time to help promote both their products and our entire industry.

The program has run for longer than initially anticipated, just as this entire season has. Many of the discounted changeouts and most of the 70 fully subsidized changeouts are still to be completed. Few of the 20 participating retailers have had a chance to complete their paperwork yet, so the final impact of the changeout program remains unclear.

Two objectives for this pilot changeout project have already been achieved:


- First, after years of working with Government agencies in the west and mid-west, we initiated our first of many changeouts in the east. HPBA now has an example of how this program can work us also and how public money can be used to subsidize low income households. This changeout used \$140,000 in public funds to help families that would never have come in our stores otherwise.
- Second, there is now a group of people in the Mid-Atlantic States who understand out how fireplace and woodstove changeouts can work, especially the regional reps. The Executive Director of your affiliate, Anne Leimbach, has worked hard on this program in a behind the scenes role, and she and your board, now have the tools in place to do similar, *or better*, programs in the rest of the affiliate. Precise locations of future changeouts will be driven by a number of factors, including the availability of outside resources to subsidize low income families, but the EPA is clearly focusing on Non-Attainment Areas for PM 2.5. The Mid-Atlantic region has a tremendous number of counties that fall into that category.

The final chapter on this effort cannot be written until all the units are installed and all the paperwork has been completed. An evaluation meeting with the EPA and SW PA Air Quality office reps is currently being planned for early February. While no one can predict the future, it seems unlikely that we will do many more September-October changeouts. There were specific reasons why this timeframe was chosen in 2005 and HPBA wanted to try it. If energy prices had not jumped up this year and, given the relatively warm fall, this may have been wonderful timing. As it was, it clearly complicated an already busy fall. In the future we may schedule changeouts for late winter, which is the more typical time to hold these events.

Additionally, as we look to the future, our goal must clearly be to keep the program simple. Most of the forms and documents will be on the Internet. Press events and consumer discounts, will not be part of every program. EPA continues to seek funds to aid low income families and HPBA is promoting a special tax credit for changeouts in Non-Attainment areas which, if it passes, could help significantly. One thing is certain, the types of changeout programs will continue to expand, as we work to maximize this opportunity to partner with Air Quality agencies. We may see a changeout that focuses just on fireplaces, for instance, or perhaps an effort in conjunction with the LP industry. The way the program worked in SW PA is not the only model, by any means. We just need to turn our ingenuity towards newer and better programs. This is how we built this industry, and this is how we will continue to grow it! For a list of participating SW PA retailers, visit: <http://www.woodstovechangeout.org/SWpenn/retailers.cfm> 

SEASONAL TIPS FOR YOUR CUSTOMERS!

From Bob Harper

- Encourage homeowners to have their chimneys swept and inspected. If a chimney suffers a creosote fire, which is an insurable loss, the homeowner should have a Level II inspection and probably be relined or rebuilt. In general, factory built chimneys should be replaced as chimney fires can void the warranty.
- Cordwood should have a moisture content of less than about 18%. Most wood purchased now might be ready for next season. If you get smoking complaints, a simple \$100.00 moisture meter might determine the culprit. Green wood uses up huge amounts of BTUs to drive out the moisture so the wood can distill giving up the combustible gases you see burning. If most of the heat is used for drying unseasoned wood, the resulting poor draft may lead to smoke spillage.
- Chimney caps not only keep out rain and snow but leaves and animals which can block flues as well. Most caps tend to improve chimney performance.
- Every home should have at least one carbon monoxide alarm. Follow the package as to placement but just keep in mind the levels of alert specified in UL 2034 do NOT protect against low level CO poisoning!
- Keep snow drifts from piling up against gas regulators. Under the right conditions, serious overpressure could result.
- Encourage your LP gas customers to use larger buried tanks with the second stage regulator as close to the appliance as NFPA 58 will allow for maximum performance.
- Remember: A hot flue is a happy flue! Encourage homeowners to burn small, hot, brisk fires and not to allow smoldering. If you find charred hunks of log in the firebox the next day, you did it wrong. That smoldering cigar was generating creosote as soon as the secondary combustion chamber or catalytic combustor cooled down.
- If a chimney needs a liner for woodburning, there is no such thing as an un-insulated listed liner for wood. While acceptable for gas and oil, a bare liner is not recognized for solid fuel. Reference NFPA 211 and UL 1777.
- The most expensive remedy for smoking chimneys is usually extending the stack height. When planning an installation, start with the Effective Stack Height of the house then verify this height also meets or exceeds code. Code heights alone do not guarantee performance.
- Do not install glass doors on factory built fireplaces unless they were tested and listed for use with that particular model fireplace. Doors advertised as "tested to UL127" or similar verbiage is meaningless unless that door was tested with that fireplace. Overheating, fire, or smoke spillage could result. 

CODE NEWS FROM BOB HARPER

Well, the Silly Season, as I call it is in full swing. Soaring gas prices have lead to material shortages and ringing cash registers. However, before you know it, the burn season will be tapering off and the convention circuit will be heating up. As busy as you are, now is the time to be planning your spring travels and training. An excellent program is offered at EXPO. Visit www.hpba.org and click on the EXPO button. Note the times of the classes so you can plan your time on the convention floor. For those wanting NFI Training, contact Caleb Woodard at the HEARTH Education Foundation at 703-524-8030 or email at: info@nfcertified.org To locate an NFI Certified Specialist near you go to www.nfcertified.org

Time is running out for NJ Home Remodelers! You have until December 31, 2005 to register with the State of New Jersey. After that time, you may be indefinitely refused! Contact the State Dept. of Consumer Affairs to see if you or your subcontractors come under the provisions of this act. Note that legislation is pending in NJ for the Licensure of HVAC contractors and separate Licensure for chimney sweeps that, as written, would affect most hearth dealers. Contact the State for further information on these important initiatives. We ask that each of you help us in tracking such regulation by forwarding the information to your State Affiliate Code Liaison listed below.

The State of Pennsylvania also has regulations pending for Plumbers and HVAC contractors that could affect hearth dealers. We will keep you advised on these initiatives.

In Maryland, don't forget to register with the State if you perform remodeling, as the penalties can be severe! In addition to fines, it could mean jail time, so contact the State now.

In addition to the Federal Legislation pending that would allow tax credits for certain alternative fuel appliances such as pellet stoves, you may already qualify for rebates or energy discounts through your State, such as NJ through their Dept. of Energy.

I hope you all have a great Silly Season and look forward to seeing each of you with other members of your team at EXPO in March!

MAHPBA Code Liaisons

Pennsylvania: Jeff Bolze - 814-359-2761
Delaware: Bill Buckley - 302-996-9250

Maryland: Richard Thomas - 410-692-2225
Bob Harper, MAHPBA Affiliate Liaison - 610-277-5581

New Jersey: Bill Trykowski - 609-929-7516

WWW.MAHPBA.COM – CHECK IT OUT!

Watch for a new and exciting look to your Association website later this winter. Since the Mid-Atlantic affiliate was established in 1999, Steve Skolnick has graciously provided web services. Thanks, Steve! In light of Association growth and increased Internet use over the same time, the need for an up-to-date, member and consumer active website is apparent. At this time, staff is working on design and planning of the website. Full launch is planned for mid-February 2006. ❧

Thanks Again to 2005 Annual Meeting Sponsors

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The *Hearthside Update* is the quarterly publication of the Mid-Atlantic Hearth, Patio & Barbecue Association. Please direct suggestions to Anne Leimbach at the address above.

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