



MID-ATLANTIC HEARTH, PATIO & BARBECUE ASSOCIATION



The Lancaster Host Resort & Conference Center

The Lancaster Host is southeastern Pennsylvania's premier resort. Their full service hotel offers an 18 hole championship golf course, large outdoor pool, seasonal poolside grille, large indoor pool, game rooms, two restaurants and lounge. All 319 spacious guest rooms and suites have recently been completely renovated.

The area is surrounded by beautiful countryside and Amish neighbors and is located in the heart of the area's great attractions—hundreds of outlets, American Music Theatre and the famous Dutch Wonderland Family Amusement Park are just a few.



MAHPBA's 2008 Annual Meeting June 8 & 9, 2008

NFI Certification Reviews & Exams June 10 & 11, 2008

Lancaster Host Hotel Lancaster, Pennsylvania

Introducing a program tailored for anyone involved in doing business in the hearth, patio & barbecue industries in DC, Delaware, Maryland, New Jersey or Pennsylvania.

MAHPBA is happy to offer an exciting new format for its 2-day Annual Meeting!

Speakers - We have a group of professionals who are experts in their field of topics: Congressman John Peterson, Paul Andrews, Bob Harper, Sharon McCarney, Dale Menges, Dan Messett, Lynch Orr, Dave Pomeroy, Bill Ryan and Rick Vlahos!

CEU's - This year we're offering a full array of topics in the Sales, Technical and Business Tracks. Owners – save by bringing your employees to keep them current with the needed CEUs for recertification—they can obtain up to seven at this meeting!

NFI Certification – Wood & Pellet will be Tuesday & Wednesday, June 10 and 11, with Gas being a 2-day Dave Pomeroy course on the same days.

“Hottest Service Van Challenge” - The 2nd Annual! Do you have a service van like no other? Do you think you have what it takes to win? Bring it to the meeting, where everyone can take a look! A trophy and prizes will be awarded by your friendly neighborhood FLAME-TECH.

Reception & Dinner – Our faithful Sponsors help us offer you a fun reception where you can get together with old friends and make some new ones and have a delicious dinner with your industry peers.

Conference Schedule

Key: **S** Sales Track
T Technical Track
B Business Track



Sunday, June 8, 2008

12:30pm – 1:00pm

Opening Remarks

1:00pm – 2:00pm

B – “Lean Thinking”

Paul Andrews, Jotul North America

All about how to streamline your business: what is lean thinking, how does it make value flow, continuous improvement philosophies & methods, identifying waste, best practices & getting started.

2:00pm – 2:30pm

Refreshment Break & Vendor Mixing

2:30pm – 3:30pm

T – “The ABC’s of Propane”

Dan Messett, PA Propane Gas Association (PAPGA)

Includes PERC marketing efforts, tank sizing, technical info, partnering with local propane dealers and REGO booklets for all attendees.

3:30pm – 4:00pm

Break & Vendor Mixing

4:00pm – 5:00pm

“Energy Update” - *Congressman John Peterson (PA)*

Congressman Peterson will address the present national energy situation, our dependence on foreign oil, his solution to promoting and drilling for natural gas and more.

5:00pm – 6:00pm

Break – Room Check-in – Vendor Mixing – Van Challenge Judging

6:00pm – 7:00pm

Cocktail Reception – Vendor Mixing – Van Challenge Judging

7:00pm – 9:00pm

Dinner

Monday, June 9, 2008

7:00am – 8:00am

Breakfast

8:00am – 9:00am

S – “Selling Woodstoves in Today’s Market”

Rick Vlahos, National Fireplace Institute (NFI)

Are woodstoves still a viable segment of the hearth market today? Take a look at everything from attitude, store displays & how you answer the phone; technical info the salesperson needs to know; info provided in hearth product brochures to see why customers are confused and more.

T – “OSHA Safety”

Bob Harper, Hearthman Specialties

This program is designed to raise awareness of the need for a formal safety program for OSHA compliance and to increase employee effectiveness and sense of worth. Basic tools such as handbooks, inspection lists and specific topics will be explored.

B – “Best Practices in Developing an Effective Hiring System”

Dave Pomeroy, Dave Pomeroy Signature Training

Covering such topics as the referral system, never using want ads, business recruiting, conducting effective reviews, praise & appreciation and different kinds of meetings.

9:00am – 9:30am

Break – Vendor Mixing

9:30am – 10:30am

S – “Why Isn’t My Woodstove Burning?”

Rick Vlahos, National Fireplace Institute (NFI)

Practical answers to common consumer questions about why a woodstove doesn’t perform properly. Topics include installation hot spots, negative pressure & wind effects, chimneys, draft and basic troubleshooting techniques.

T – “Chimney Inspections:
Reduce Liability & Increase Profits”

Bill Ryan, Ryan & Son Chimney Contractors LLC

Designed to shed light on liability issues faced in the field when dealing with existing chimneys and new hearth appliances, it will also touch on ways to reduce liability & increase profits.

B – “Best Practices in Developing an Effective Hiring System” (cont’d)

10:30am – 11:00am

Break – Vendor Mixing

11:00am – 12:00pm

S – “Best Practices in Closing More Sales”

Dave Pomeroy, Dave Pomeroy Signature Training

Tips for closing more sales, dealing with price, posted prices vs. no posted prices, and selling packages vs. accessorizing.

T – “Salesmanship – Back To The Basics”

Rick Vlahos, National Fireplace Institute (NFI)

A course designed for technicians regarding basic selling. Includes the basic principles of salesmanship, opening & closing sales, handling objections and the actual product demonstration. Presentation skills, selling to women, dressing for success and body language will also be covered.

B – “Computerizing Your Business”

Sharon McCarney, Tyler Business Systems

Learn how to analyze your business prior to selecting a software provider, benefits of computerization, what features to look for, and different computer hardware and software systems.

12:00pm – 1:30pm

Lunch

1:30pm – 2:30pm

S – “Managing the Details to Improve Sales in Your Store”

Rich Vlahos, National Fireplace Institute (NFI)

Practical tips and suggested areas to look at and evaluate to improve your sales, including store layout & displays, quote books, competition, importance of service, and 4 Steps to Success.

T – “Venting Issues”

Dale Menges, Simpson DuraVent

Topics covered: listing, benefits of relining, clearances, construction, available sizes, materials insulation, applications, preparation, typical installations and liner installations.

B – “Best Practices in Marketing”

Dave Pomeroy, Dave Pomeroy Signature Training

Cover subjects about increasing traffic, increasing the dollar sale to each customer and creating repeat business.

2:30pm – 3:00pm

Break – Vendor Mixing

3:00pm – 4:00pm

T S – “Jeopardy!”

Rick Vlahos, National Fireplace Institute (NFI)

A fun way to review technical information, based on common industry knowledge and NFI reference manuals. Plus, a little “MAHPBA Trivia” thrown in!

B – “Credit Card Systems” (a non-CEU session)

Lynch Orr, Solveras Payment System

Learn about the HPBA credit card program. Compare your current company with ours. At the Atlanta EXPO 15 of 17 attendees in the Retailer Caucus switched to Solveras!

4:00pm – 4:30pm

Awards & Prizes - Completion of Questionnaires

• Schedule Subject to Change •

2008 Annual Meeting Sponsors

(as of 04/15/08)

If your company is not on this list and would like to be, call the MAHPBA office NOW!

The Mid-Atlantic Hearth, Patio & Barbecue Association thanks the following companies for their generous sponsorships.

Sunday Dinner Sponsor

CFM Corp.

Mississauga, ON • 905/858-8010
www.cfmcorp.com

Sunday Cocktail Hour Sponsor

Hearth & Home Technologies

Lakeville, MN • 952/985-6000
www.hearthnhome.com

Monday Lunch Sponsor

O'Malley Timber Product

Tappaitannock, VA • 804/445-1118
omalleytimberinc@aol.com

General Sponsors

Central Boiler/Central Fireplace
Greenbush, MN • 218/782-2575
www.centralboiler.com

Energex Pellet Fuel, Inc.
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www.energex.com

FLAME-TECH
Newcastle, DE • 302/996-9250
www.getflametech.com

Forshaw
Louis, MO • 314/874-4300
www.forshaws.com

Golden Blount
Addison, TX • 972/250-3113
www.goldenblountinc.com

Hamer Pellet Fuel
Kenova, WV • 304/453-6381
www.hamerpellet.com

JMS Marketing
Guilford, CT • 203/494-4482
www.jmsmarketing.org

Jotul North America
Gorham, ME • 207/591-6601
www.jotul.com

National Chimney Supply
Williston, VT • 802/658-8898
www.nationalchimneyvt.com

Olympia Chimney Supply, Inc.
Scranton, PA • 570/496-8890
www.olympiachimney.com

PelletSales.Com
Manchester, NH • 603/623-1150
www.pelletsales.com

Ray Murray Inc.
Lee, MA • 413/243-2164
www.raymurray.com

Robert H. Peterson Co.
Industry, CA • 626/369-5085
www.rhpeterson.com

Seasonal Distributors
Waldorf, MD • 301/705-1900
www.seasonaldistributors.com

Simpson DuraVent
Vacaville, CA • 707/446-1786
www.duravent.com

Skytech Systems, Inc.
Fort Wayne, IN • 260/459-1703
www.skytechsystems.com

Total Hearth & Grill, Inc.
Sterling, KY • 859/498-9567
www.totalhearth.com

Wolf Steel USA, Inc.
Crittenden, KY • 859/428-9555
www.napoleonfireplaces.com



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Suzanne Turner, Vice President

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410/543-1244 • sue@survivalproducts.com

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Earl Marshall, Ex-Officio

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Ken Trail

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410/215-0079
kentrail@aol.com

HPBA Representative To The Board

Bob Harper - Gov't Affairs Chair
Hearthman Specialties
610/622-4911
hearthman@comcast.com

Executive Director

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Phone: 603/669-2744
Fax: 603/669-2741
Email: mahpba@msn.com
Website: www.mahpba.com

Annual Meeting

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Annual Meeting Chair
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Shannon Rodgers

Education Chair
Jotul North America
207/797-5912
jotulusa_sr@earthlink.net

Education Committee Members

Bill Buckley
Loretta Dolan
Matt Goense
Suzanne Turner



General Conference Information

Hotel Information

Hotel Reservation Deadline: May 14, 2008
Conference Registration Deadline: May 30, 2008

The Lancaster Host Resort
2300 Lincoln Highway East
Lancaster, Pennsylvania 17602
Phone: 717/299-5500
Fax: 717/295-5116

The Lancaster Host Resort is located off Rt. 30 about an hour west of Philadelphia. MAHPBA has negotiated a great rate of \$105 per night, single or double occupancy (state and local taxes are additional). Attendees are responsible for making their own reservations. Be sure to identify yourself to ensure that you receive our special rate. Check-in time is 4PM and check-out time is 11AM.

Registration

Conference Registration Deadline: May 30, 2008
Registration Fees:
MAHPBA/HPBA Member up to \$69
Non-Member \$129
Spouse/Guest for Reception/Dinner Only \$35

Registration Fees Include: All CEU classes, Sunday Meeting, Reception, Dinner, Monday Breakfast, Breaks & Lunch.

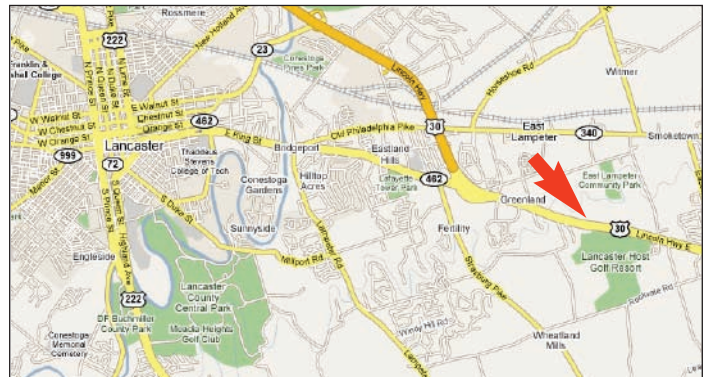
NFI Certification

MAHPBA/HPBA Member - Wood or Pellet - (1-Day) . . . \$349/session
Non-Member \$499/session
MAHPBA/HPBA Member - Gas - (2-Day) \$589/session
Non-Member \$739/session

You are encouraged to register early so that you will receive the manual as soon as possible to study. Wood and Gas must be studied from Version 3; Pellet from Version 2.

Vendor Showcase

Vendors are automatically assigned a table just by becoming a sponsor! If you're not already one, complete the form and return to the MAHPBA office NOW!



Sponsors

Each year MAHPBA affords manufacturers, distributors and reps doing business in the Mid-Atlantic region the chance to participate in a few of our special events. Annual Meeting is one of them!

Unlike EXPO, affiliate Annual Meetings are not meant to be a trade show. They are a general membership meeting aimed at education and camaraderie—a chance for retailers, service members, manufacturers, distributors & reps to come together to network and exchange ideas.



In addition to recognition, sponsors receive a table space to display what they wish and a chance to speak one-on-one to your dealers. We welcome your participation by calling the MAHPBA office, and we'll send you a registration form!

NFI Certification

MAHPBA is happy to offer NFI Certification Reviews & Exams in all three areas: Gas will be a 2-day Dave Pomeroy course on Tuesday & Wednesday, June 10th & 11th; Wood will be all day Tuesday, June 10th and Pellet will be all day Wednesday, June 11th.



The NFI Certification Package includes: the current reference manual for the course (Version 3 for Wood & Gas; Version 2 for Pellet), the six-hour review course for Wood & Pellet taught by an NFI Certified Instructor, the exam, and classroom setup and materials, lunch and two breaks.

Upon completion, and with a passing grade, candidates will receive NFI Certification credentials, including ID cards with photograph, listing on the NFI website, and a press package to promote your certified status. Certificates are good for three years and, with appropriate CEU's earned, can be renewed indefinitely. Candidates who do not earn the required CEU's for renewal have the opportunity to retest at a reduced cost.

PLEASE NOTE: Review of these materials will greatly enhance your chance of passing the exam. The review sessions are planned **only as a review** of the expanded manual content.

Call the MAHPBA office for a full brochure and registration application.

**Call or email the MAHPBA office for more information.
(603) 669-2744 • mahpba@msn.com**

Mid-Atlantic Hearth, Patio & Barbecue Association Annual Meeting

REGISTRATION FORM

Send Your Completed Registration Form To:

Mid-Atlantic Hearth, Patio & Barbecue Association, 904 Hanover Street, Suite #3, Manchester, NH 03104

Phone: 603/669-2744 • Fax: 603/669-2741 • Email: mahpba@msn.com

Deadline for hotel registration at special rate of \$105 single/double: May 14, 2008 – Call 717/288-5500

Deadline for meeting registration: May 30, 2008

Company: _____

Attendee Names: 1. _____

2. _____

3. _____

4. _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Fax: _____

Email: _____

REGISTRATION TYPE

<u>Company Registrants</u>	<u>Fee Per Person</u>	<u>Sub-Total</u>
Early Registration (before May 9, 2008)		
MAHPBA/HPBA Member – 1st Person	_____ X \$69	\$ _____
MAHPBA/HPBA Member – 2nd Person	_____ X \$49	\$ _____
MAHPBA/HPBA Member – 3rd Persons & More	_____ X \$39	\$ _____
Late Registration (after May 9, 2008)		
MAHPBA/HPBA Member – 1st Person	_____ X \$79	\$ _____
MAHPBA/HPBA Member – 2nd Person	_____ X \$59	\$ _____
MAHPBA/HPBA Member – 3rd Persons & More	_____ X \$49	\$ _____
Monday Only Member Registration – 1st Person	_____ X \$49	\$ _____
Monday Only Member Registration – 2nd Person & More	_____ X \$39	\$ _____
Non-Member Registration	_____ X \$129	\$ _____
Sponsorship		
Monday Breakfast Event	_____ \$2,000	\$ _____
Program of Events	_____ \$2,000	\$ _____
One Break	_____ \$1,000	\$ _____
General Sponsorship	_____ \$399	\$ _____
	TOTAL	\$ _____

Enclosed is my check for \$ _____ made payable to MAHPBA.

Please charge my credit card Visa Master Card Discover

Credit Card Number: _____ Expiration Date: _____
Please Print Numbers Clearly

Name Appearing on Card: _____
Please Print Numbers Clearly

Signature: _____

Cancellations received in writing on or before Friday, May 30, 2008 will receive a full program refund. Cancellations received after Friday, May 30, 2008 are not eligible for a refund. Telephone reservations are considered confirmed and will be billed in the event of a "no show".



904 Hanover Street, Suite #3
Manchester, NH 03104
Phone: 603/669-2744
Fax: 603/669-2741
Email: mahpba@msn.com



**MAHPBA's 2008 Annual Meeting, June 8 & 9, 2008
NFI Certification Reviews & Exams, June 10 & 11, 2008
Lancaster Host Resort, Lancaster, PA**

The Second Annual Hottest Service Van Challenge!

Another great reason to come to the 2008 MAHPBA Annual Meeting, June 8th & 9th!

Lancaster Host Resort & Conference Center
Lancaster, Pennsylvania

**Do you have a service van like no other?
Do you think you have what it takes to win the**



"HOTTEST SERVICE VAN CHALLENGE?"

To enter the competition contact MAHPBA at (603) 669-2744

There is no fee to enter. A trophy and prizes will be awarded by your friendly neighborhood **FLAME-TECH®**.

If you think you have what it takes, BRING IT ON to Lancaster!

See You There!

