

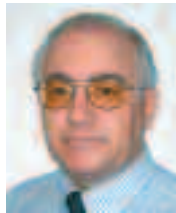


# NOR'EASTER

'Serving Northeast Members of the Hearth, Patio & Barbecue Industry Since 1985'

## — President's Notes —

NEHPBA has just completed a very successful 20th year as an association. The NEHPBA Annual Meeting was held at the Otesaga Resort Hotel in Cooperstown, New York with 120 members participating on a lovely, summer-like Sunday, with a great lobster/clambake dinner and awards program that followed in the evening.



On Monday we had presentations by Carter Keithley, HPBA's President and CEO; Wayne Stritsman, President of Best Fire, Inc.; and Leslie Wheeler, HPBA Director of Communications. Each speaker did a wonderful job in giving our attending members information that can be used to help us grow our businesses.

I would like to thank the 2005 Board of Directors and especially Diane Rossi, our Executive Director, for helping make the 20th NEHPBA Annual Meeting a complete success!

—Harvey Van Valkenburgh  
President

## 20 Years of Excellence!



Your 2005 Board of Directors – (front row) – Tom Kucera, Karen Hindemith, Amanda Cohen, Carrie Swan, Harvey Van Valkenburgh (back row) – Dan DeMagistris, Larry Miller, Kirk Meloney, Jim Tully, Gabe Stein, Dean Michanczyk, Tim Webb, Steve Dumais, Tim Gerencer

## • NOMINATING COMMITTEE •

**WOW, WE DID IT!** The votes are in and tallied! For the first time in the history of our association, we actually were able to get the majority of the membership to vote either by proxy, in person at the annual meeting in Cooperstown, or by broadcast fax after the meeting. A total of 143 of our 271 members voted and the majority were in favor of the amendment. Article XI Section 2 has been amended to allow changes to the by-laws with a vote of 25% of the membership.

With this amendment in place, the board of directors will start by tackling a couple of issues that have been put on the back burner for the past few years, two of which include the updating of the by-laws verbiage and re-evaluating the number of board members from each of the categories needed to fill board positions.

*Let the fun begin!*

**THE NEXT BIG TOPIC:** We need board members desperately! Since term limits were put in place this past year, we need six new board members for the coming year and three-to-five board members for each of the following years. At the present time, we still have no Reps volunteering to serve on the board. (Shame on them!)

We presently have a short list of two or three prospective board members and are very interested in talking with anyone who is interested in knowing more about what is involved in being on the board.

Give me a call at (603) 279-7961, and I'll be happy to talk to your about what the board is up to and what your responsibilities would be. You may also call the NEHPBA office at (603) 669-2740 and we will send you a Board Candidate Packet for your review.

— Steve Dumais  
Chairman

## Legislative/Regulatory Committee

**S**I have several times made note of the rising importance of NFI certification, and I will do so again. As I talk to our members about actions taking place within their state, I am continually surprised by the number of owners or principals of the companies who are not NFI certified in one of the three fields of wood, gas or pellet. Many owners require their staff to obtain NFI certification as part of their employment requirements while not recognizing the importance of certifying themselves. With the trend by almost every state in the northeast toward licensure and the growing recognition of NFI nationwide, not to hold a NFI certification as an owner could be business suicide, if your state enacts licensure and your NFI staffers decide the grass is greener on the other side! To apply for licensure beyond the grandfathering period would mean waiting as long as two years before your shop could legally install hearth products if your NFI licensed staffers were to quit and you, the owner, had not been licensed yourself.

NEHPBA, through the leadership of Kirk Meloney, chairman of the education committee, held five exam locations throughout the northeast this spring and summer. If you are an owner or principal of your company, I hope you completed NFI certification in some form and took advantage of one of

our five locations. It was a great way to set yourself up for the future and show leadership to your employees by example.

With action now taking place in every one of our seven states both regulatory and legislatively, we have never been busier promoting and protecting the people of our industry. NEHPBA has been very lucky in having top quality code coordinator volunteers in each of these states who literally helped write the book on how this whole deal works, but we could use more help. If you think you would like to volunteer to help as a code coordinator, we have room for more in every state and your help would not go unappreciated. You would not only help to have a say in what's going on in your state, but would help others like you to secure our role and industry in your marketplace. Please contact me at (518) 587-6300 or e-mail me at [tim@saratogafireplace.com](mailto:tim@saratogafireplace.com), and I will sign you up or answer any questions you may have.

— Tim Webb, Chairman



## Education Committee

**T**he Education committee has been very busy preparing and conducting the 2005 National Fireplace Institute reviews and exams here in the Northeast. By now, most members should have completed their testing. NEHPBA had some very dedicated instructors this year who prepared the new 2005 version of the wood and gas courses. Hopefully, everyone studied the new, second edition manuals before going to the review. That way, you were better prepared for the test! Thank you and congratulations to all the members who've been certified so far (see the list in this issue), your dedication is inspiring to others!

While I'm on the subject of NFI Certification, I wanted to write about "whom" the NFI Certification is really for. EVERYONE in the hearth industry will benefit from certification; not just installers, but also staff, managers and even owners stand to benefit by becoming NFI certified. There is power in numbers, and as we move forward with challenges presented to us by state legislators, service unions (plumbers, HVAC, sheet metal workers) and local code authorities, the more of us out there with certification only unites us as an industry. We need to show these folks that our knowledge has merit and, with certification, it is a legitimate trade. Certification carries clout when we appeal our cases to these groups!

So, I'll conclude with two words: GET CERTIFIED! It may not be tomorrow, but sooner or later, NFI Certification will be a "must have" if we want to be in the hearth business. I'm banking on it!

— Kirk Meloney, Chairman

## MYSTERY SHOPPER PROGRAM

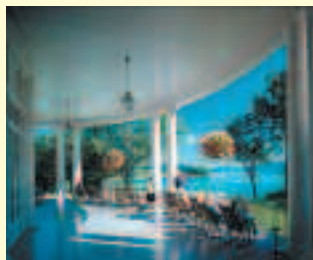
**Well, it's that time of year again! For the third year in a row, NEHPBA is again offering this great member benefit, the Mystery Shopper Program. Over 50 retailers took advantage of this free program to primary locations last year, and quite a few signed on for additional shops throughout the year.**

**The deadline for signups was August 30<sup>th</sup>, but if you missed the mailing and follow-up fax, give the NEHPBA office a call, we MAY still be able to "squeeze you in!"**



— Diane Rossi,  
Executive Director

# Annual Meeting 2005



Our annual meeting was held at The Otesaga Resort Hotel in Cooperstown, New York on June 5th and 6th. One hundred twenty members and associates attended. This was also our 20th anniversary and many of the industry veterans were there to celebrate.



Awards were given to Nate Hindemith of Woodstoves & Fireplaces Unlimited in Middleboro, MA (Keeper of the Flame) and Kirk Meloney of Village Products in Goffstown, NH (President's Award) (see articles below). Also 20-year plaques were presented to those members who have held continuous membership since NEHPBA's inception. And last but not least, golf awards were presented to Jim Merkel, Shannon Rodgers, Charlie Turner and Bret Watson for the winning foursome, Sal Picone for Longest Drive, and Howard Krause for Closest to the Pin.



Plaques were presented to outgoing board members Howie Seligman (1985-2004), Sam Halsey (1987-2004) and Tom Kucera (2004-2005), as well as past president Carrie Swan (2002-2004).

Sponsors were extremely generous this year with their donations for our annual lobster dinner. Our organization is very grateful for their outstanding participation. We were fortunate to have 40 sponsors, seven of whom were new this year.

Thank You!

## Sponsors

Accent Sales & Marketing  
Ackley Sales  
AJ Hearth Originals\*  
Applied Energy Systems  
BAC Sales, Inc.  
Birstihl Sales  
Chris Baumeister LLC  
Design Specialties \*  
Diamond W. Products  
Dry Creek Products  
Empire Comfort Systems \*  
Empire Distributing  
Fireplace Products U.S. Inc.  
Hargrove Manufacturing Corp.  
Heat-N-Glo  
Heatilator  
HearthStone Quality Home Heating  
JMS Marketing  
Jotul North America  
JumpStart Marketing Fireplaces

\* New Sponsors

Lauzon Recycled Wood Energy (Cubex)  
Lennox Hearth Products \*  
Maine Cooking Woods, LLC \*  
Majestic Products Co./Vermont Castings  
Minuteman International  
Morso Jernstoberi \*  
New England Wood Pellet Inc.  
Northeast Distribution LTD.  
Quadra-Fire  
Ray Murray, Inc. \*  
Robert H. Peterson Company  
Russo Products, Inc.  
Rutland Products  
Selkirk LLC  
Simpson Dura-Vent  
Sterling Distributors  
Summit-Fyreside  
Travis Industries  
Village Products  
Wolf Steel USA/Napoleon & Continental Fireplaces

—Harvey Van Valkenburgh, Carrie Swan, Karen Hindemith

## Why Attend?

Why bother attending the NEHPBA Annual Meeting? Beyond the golf, the great food (the lobster was succulent), the beautiful setting and the great networking, you just might learn something. Carter Keithley and Leslie Wheeler of HPBA filled us in on the macro side of our industry. Carter brought us up-to-date on relations with the EPA and the prospect of stove change-outs that might include government subsidies. He also presented industry statistics on the remodeling business and how that can parlay into more business for hearth retailers. Who knew the Gen-Xers were spending so much on remodeling! Are you targeting them with your advertising yet? Carter also covered the impact that China is and will have on us—his message is that they are part of our industry. Leslie presented the current HPBA public relations campaign and led a discussion on how the PR efforts could be tailored to our specific needs.

It was great to hear how Wayne Stritsman from Best Fire, Inc. in Albany, New York does business with builders. This guy has really got his act together. When a builder buys from Wayne, he gets a package of customer service that just happens to include a fireplace. In his presentation, "Contractors Are From Mars, Hearth Retailers Are From Venus", Wayne detailed his program for doing business with builders, dispelled myths, and told us how we can make money and keep 'em coming back. His professional way of doing business is giving our industry a good name.

They say that if you attend one of these seminars and learn just one new thing, it was worth your while. Well, I think I can speak for all of the people who attended NEHPBA's 2005 Annual Meeting; we learned many new things.

— Tim Gerencer, Chairman, PR/Communications

## National News

### Here are a few items from the national front that may be of interest to or affect NEHPBA members:

1. Libby, Montana – The Libby Change-out (Part 1) has begun. Our manufacturers have donated most of the required stoves. Money is still needed to cover the installations. Many northeast dealers have made direct cash contributions to the cause. Congratulations to them! More need to step up. (Check the monthly updated list in *Hearth & Home* magazine.)
2. The HPBA Expo that was originally scheduled for Dallas, Texas in March of 2007 has been moved to Reno, Nevada. This change was necessary because the lot that had been reserved for the outdoor burn area is now being used for a new construction project. Unfortunately, no other suitable outdoor burn area could be arranged. Reno will allow indoor and outdoor burning.

3. NFI has permanently lowered the CEU requirements to recertify. They are as follows:

	<u>One Certification</u>	<u>Two/Three Certifications</u>
Total	24	32
Safety/Hearth	4	4
Technical	12	16
Elective	8	12

This should make recertifying by CEU's more achievable for everyone!

4. The energy bill has passed both the House and Senate and has been signed by President Bush. A provision (title II, (A), sec. 206) provides for a discount of 25% capped at \$3,000.00 for consumers choosing pellet stoves with a 75% thermal energy rating.

–Jim Tully  
Affiliate Representative

## Energy Policy Act of 2005 • Renewable Energy Security Provision • FAQs

### Q. What is the Energy Policy Act of 2005?

**A.** The Energy Policy Act of 2005 is the official title of the energy bill, passed by Congress in July 2005, and signed by President George Bush on August 8, 2005. The full energy bill is over 1,200 pages of text and encompasses thousands of provisions related to energy production, distribution, and cost for a variety of fuels. This is the first comprehensive federal energy policy to pass Congress since 1992.

### Q. What is the Renewable Energy Security Provision?

**A.** The Renewable Energy Security Provision (Title II, (A), Sec. 206) provides a discount of 25%, capped at \$3,000, for consumers choosing renewable energy appliances, including pellet stoves, with a thermal efficiency rating of 75%. The provision gives oversight and full administrative authority to the U.S. Department of Energy to operate the rebate program. Additionally, the provision authorizes funding levels for the program, but it does require additional action by Congress, in the form of an appropriations measure, in order to implement the program.

### Q. When will the Renewable Energy Security Provision Take Effect?

**A.** The Renewable Energy Security provision takes effect upon passage, however, it will take approximately one year to fully implement. The Department of Energy will need time to set up the appropriate management infrastructure, as well as to receive funds from Congress, in order to initiate the program.

### Q. What is the Role of the Retailer and the Manufacturer?

**A.** The legislative language itself is very unspecific about the burden of proof for the rebate. Currently, it is unclear whether the retailer or the manufacturer will be the rebate recipient, but HPBA/PFI will be working with the Department of Energy officials to create appropriate procedural guidelines. Nevertheless, retailers and manufacturers both are encouraged to continue contacting lawmakers asking for support of appropriations for this provision. HPBA/PFI will be contacting you again with advocacy requests.

### Q. What is the Impact on Hearth and Pellet Industry?

**A.** It is too early to speculate about the eventual impact that the provision will have on the industry, as it generally relies on the measure of funding that lawmakers decide to allot for the program. Any federally-endorsed incentive for consumers to choose a renewable energy appliance is an important step in the right direction and will be beneficial for the long-term health of the industry, despite any initial operational uncertainties.



# WELCOME, New Members

*Please welcome the following new members to our NEHPBA family:*

**Alternative Energy Hearth & Patio Shoppe**  
Barbara & Jim Quirion  
Hampton Falls, NH – Retailer Member

**Bennington Pool, Spa and Hearth, Inc.**  
Donald Wood  
Bennington, VT – Retailer Member

**Blazing Hot**  
Brian Shugrue  
Waterbury, CT – Retailer Member

**Buchanan Fireplace Contractor**  
Robert Buchanan  
Norwood, MA – Service Member

**Corning Appliance Corporation**  
Cheryl Morse  
Corning, NY – Retailer Member

**The Cozy Stove Inc.**  
Mark Bozung  
Rocky Point, NY – Retailer Member

**DMS Fireplace Shop**  
Michael Ellis  
South Yarmouth, MA – Distributor Member

**Finest Hearth**  
Kerry Daigle  
Ellsworth, ME – Additional Retailer Member

**Firesafe Chimney Services**  
Derek Hannah  
West Brookfield, MA – Service Member

**IBP-American Building Systems**  
Scott Amaral  
Sagamore Beach, MA – Retailer Member

**IBP-All in One/Moore Insulation**  
Andy Brehme  
West Boylston, MA – Additional Retailer Member

**IBP-Builders Insulation**  
Brian Lemery  
Portland, ME – Additional Retailer Member

**IBP-Building Systems East**  
Marc Williamson  
East Rochester, NY – Additional Retailer Member

**IBP-Builders Insulation of New Hampshire**  
Michael McDonald  
Auburn, NH – Additional Retailer Member

**Kindle Wood**  
Jerome Comande  
Bohemia, NY – Retailer Member

**L & R Fireplace & BBQ Center**  
Richard Jellig  
Oceanside, NY – Retailer Member

**Lyford's Stove Shop**  
Tim & Hal Lyford  
Presque Isle, ME - Retail Member

**Montpelier Stove Works**  
Raymond Plagge  
Montpelier, VT – Retailer Member

**Pilot Light Sales Corporation**  
Ric Walters  
Kennebunk, ME – Manufacturers' Rep Member

**Radiant European Heating Designs**  
Rainer Stoll  
Tarrytown, NY – Retailer Member

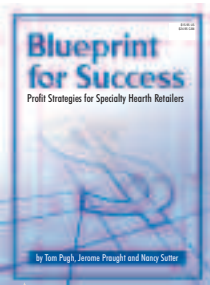
**Sigma Tremblay**  
Angelina Valentini  
Brewster, NY – Additional Retailer Member

**T.A.S. Sales & Services, LLC**  
Thomas Sachs  
Cobleskill, NY - Retail Member

**Congratulations Tim!!**



*NEHPBA President, Harvey Van Valkenburgh, presents Legislative/Regulatory Chairman, Tim Webb, with a State Code Coordinator of the Year award. HPBA's government Affairs Committee honors members for their superior effort in promoting and protecting the industry in local and state government. Congratulations, Tim!!*



## **Blueprint for Success** Profit Strategies for Specialty Hearth Retailers

We purchased extra copies of this popular hearth industry publication for our Annual Meeting and are offering them to our members for **\$15.95** (includes S&H!). Fax the enclosed form to the NEHPBA office to order yours today!!!



# AWARDS

## Nate Hindemith is the 2005 “Keeper of the Flame” Award Recipient.

*“Many thanks to all for the honor of receiving this award. It’s a great feeling to receive recognition for work performed over a period of years. I’d like to recognize the many others, past and present, for all of their efforts, and I challenge everyone to try to help, in any capacity possible. NEHPBA is a great organization that benefits us all.”*  
Nate Hindemith



Nate Hindemith

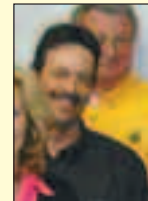
This award is chosen annually by the NEHPBA Board of Directors and is “awarded to the individual who is distinguished in their commitment to the hearth products industry and whose ideas, energy and actions have enhanced opportunities for hearth products professionals through the Northeast.”

Nate and his wife, Karen, purchased Woodstoves and Fireplaces Unlimited 16 years ago. As their business has grown, they have included their two older sons, Eric and Marc, full-time and their youngest son, Kevin, part-time. Nate has a great staff that work extremely hard and are very dedicated. He served on the NEHPBA board from 1993-2000 on various committees as well as on the Executive Committee as Vice President and President and has worked closely with many hearth professionals on hearth-related projects. He is currently Code Coordinator for Massachusetts. Nate enjoys the ocean and Cape Cod and has appreciated the hot summer weather we’ve had this year!

Past award recipients: Chuck Brewster, 2000; Howie Seligman, 2001; Bruce Briggs, 2002; Tim Webb, 2003, Paul Birnstihl, 2004.

## President Harvey Van Valkenburgh awarded the 2005 “President’s Award” to Kirk Meloney.

*“It is an honor to be recognized for my efforts with NEHPBA, and I couldn’t have done it without the help of the dedicated instructors and proctors for our NFI reviews as well as board and member support.”*  
Kirk Meloney



Kirk Meloney

This award is chosen by the current president and is “awarded to the individual who has excelled in their contribution to the continuing growth and vitality of the NEHPBA.”

Kirk has been in the hearth industry since 1978, starting as an installer, then moving to salesman in retail with Energysavers Inc., in Meredith, NH, and eventually becoming a wholesale rep with Village Products in Goffstown, NH. He has helped with the effort in NH to recognize NFI certification as the criteria for installing & servicing hearth products through the state’s voluntary licensure procedure. Kirk joined the NEHPBA board in 2001, has served as Membership Chairman, is the current Education Committee Chairman, serves on the Executive Committee as Vice President and will be president in 2006. In his spare time, he loves playing the guitar with his band and has been a member of his hometown planning board since 1981, serving as chairman from 1993-98. He has been married to Jean for 28 years, has two children, Nathan, 24, and Lauren, 21, and will be paying college tuition forever!

Past award recipients: Paul Birnstihl, 2000; Gary Goodemote, 2001; Tim Webb, 2002, Jim Tully, 2003, Joe Biber, 2004.

## 20-YEAR MEMBERS!!

The following is a list of members who have supported NEHPBA with continuous membership since inception, from 1985 through 2005. Those in attendance at the Annual Meeting were recognized by receiving a commemorative plaque to proudly display in their workplace.

Thank you all!!

Birnstihl Sales	Candia, NH	Higgins Energy Alternatives	Barre, MA
Cricket on the Hearth, Inc.	Rochester, NY	Mazzeo’s Chimney & Stove	West Rockport, ME
Densmore Associates, Inc.	Hanover, NH	Nichols’ Hardware, Inc.	Lyme, NH
Economy Ornamental Works, Inc.	Barrington, RI	Olde Hadleigh Hearth & Home Center, Inc.	South Hadley, MA
Energy Unlimited of New England, Inc.	Wayland, MA	Palace Aids Fireplace, Pool & Spa Center	Torrington, CT
Energysavers, Inc.	Meredith, NH	Phenix Aluminum Window Company	Fall River, MA
EN-R-GY Saver, Inc.	Holliston, MA	Russo Products, Inc.	Randolph, MA
Esersky’s Hardware Company	Claremont, NH	Sleepy Hollow Stove & Fireplace	Deer Park, NY
Feen’s Country Living, Inc.	Fitchburg, MA	Sun Dance Leisure	Watertown, NY
Finest Hearth & Home	Augusta, ME	The Stove Shoppe @ Fences Unlimited	Windham, NH
Finest Hearth & Home	Portland, ME	The Woodstove, Fireplace & Patio Shop, Inc.	Littleton, MA
Friends of the Sun	Manchester Center, VT	Woodman’s Parts Plus	East Wakefield, NH
Friends of the Sun, Ltd.	Brattleboro, VT	Yankee Doodle Inc.	Wilton, CT
Herkimer Home & Leisure	Herkimer, NY		

# tech talk: "Fluff It, Don't Stuff It"

Like many of you, I also didn't start out in the stove and fireplace business. I worked in the building trade from 1976 to 1978, building houses for Estabrook Homes. Milton, the owner of the company, was 64 years old and incredibly knowledgeable about all aspects of home building, from the concrete footings, plumbing, electrical, insulation and sheetrock to the finish trim. He never said he knew it all, but he surely knew a lot! I was the typical 20-year old and thought I knew everything....NOT!

Over the past 28 years I have found myself using the things that he taught me over and over again, and one of the many things was...."Fluff It, Don't Stuff It."

All too often I get calls from homeowners, complaining of cold air infiltration, moisture/frost, or discoloration on the wall where the vent passes through. The homeowner is positive that there is something wrong with their stove, it's got to be a "defective stove" because their handyman or contractor (who knows everything) put it in, so it's got to be installed right!

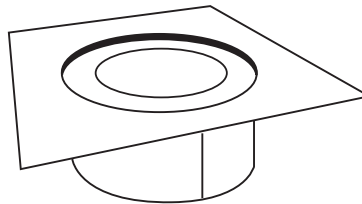
After further inspection of the installs, I often find a funny-shaped hole through the wall, no wall thimble, a section of the insulation has been cut, most of it is STUFFED up the wall cavity, and the rest is STUFFED down the wall cavity, leaving up to three feet of wall uninsulated. There is often an adjustable used inside the wall and, in most cases, you can see daylight through and around the vent as it heads to the outside. Yeah, it's a defective stove all right.....

With the technology that is used to build and insulate today's super-tight homes and the issues of negative pressure, air infiltration and moisture, we, as hearth installers, have a lot more to think about and be responsible for before we chop that hole in the new home. Nine out of ten times, the hearth installer is the one who is cutting the hole through the wall or roof/ceiling, ruining the vapor barrier and insulation value to install our direct vent unit.

## Some Things I Do When Installing A Direct Vent Horizontally

**1. Use A Wall Thimble** – Most manufacturers recommend the use of a wall thimble and only a few require it. I always use one and this is how: I lay out the 10" x 9" hole for the wall thimble on the wall, cut it out, cut a 9" round hole through the fiberglass insulation, then cross-cut the insulation in that stud bay horizontally in half,

### Not a Hat!



moving the top half up into the bay and the lower section down into the bay, so I can easily lay out my outside wall hole and drill my pilot holes to the outside. After cutting the hole to the outside, I install the inside half of the wall thimble, **pull the insulation back into place and "Fluff It"** to create the best possible fit to the sleeve of the wall thimble.

**2. Seal The Pipe** – After installing the outside half of the wall thimble, running the vent and installing the cap, I go back inside and seal the pipe where it passes through the wall thimble with a small bead of heat-resistant silicone. Slide the wall thimble cover tight to the wall and seal that with a bead of black heat-resistant silicone.



The next time you're the one cutting the hole through the house to the outside, remember what Uncle Milt would say to me. "Young Buck, when you're playing with insulation, you "Fluff It, Don't Stuff It!"

– Steve Dumais, *Energysavers, Inc., Meredith, NH*

## THANK YOU, HOWIE!!

A fond farewell was given to Howie Seligman this year after serving 20 years as a Board Member. He was one of the founding members (back in the NESFA days!), served as treasurer in 1985, vice president in 1986, and treasurer from 1987-2004 as well as serving on various committees throughout the years.



Howie started in the industry in 1977 as manager of Energysavers, Inc., in Meredith, NH, was a partner of H&H Sales as a distributor/rep from 1979 to 1990, and is currently vice president of operations at The Stove Shoppe @ Fences Unlimited in Windham, NH.

NEHPBA presented Howie with a matt-framed "Howie Buck" (commemorative drink "tickets" we used for the Beer-In-The-Bathtub and Annual Meeting), and a nicely engraved clock to proudly hang in his office.

**THANK YOU, HOWIE!!!**

# The Seminar was well attended!



NEHPBA's 20th Anniversary banner proudly displayed at the meeting



HPBA's Leslie Wheeler dazzles the group!



Members listened to HPBA's Carter Keithley



Wayne Stritsman presents to a full house!

# Registration, Awards, Clambake:



HPBA's Leslie Wheeler doing what she does best - "communicating!"



Diane Rossi & Harvey Van Valkenburgh present Kirk Meloney with the "President's Award"



Tim Webb presents the "Keeper of the Flame" award to Nate Hindemith



Registrants line up for badges



Mike Rybka hams it up on the golf course (yes, those are "tees"....)



"The Chief" for 2005 - Kirk Meloney takes the title this year for having the most ribbons!



Everyone raved about the lobster clambake!



## CONGRATULATIONS!!

NEHPBA would like to congratulate all our current members & HPBA manufacturer members who have become NFI Certified in 2005.



### Connecticut

David Arseneault	Gas Specialist	Afterglow Energy Center Inc.	Meriden
Colbert Cruz	Gas & Woodburning Specialist	Nordic Stove & Fireplace Center	Stamford
Jason McCahill	Gas Specialist	Connecticut Appliance & Fireplace Dist.	Southington
Mark Preli	Gas Specialist	Connecticut Appliance & Fireplace Dist.	Southington
Gordon Rathburn	Gas Specialist	Fireside Supply Inc.	Hebron
John Ristau	Woodburning Specialist	The Trading Post, LLC	New Milford
Scott Robinson	Gas & Woodburning Specialist	Nordic Stove & Fireplace Center	Stamford
Joseph Scrivano	Gas Specialist	Fireside Supply, Inc.	Lebanon
Brian Shugrue	Gas, Wood, Pellet Specialist	Shugrue, LLC	Waterbury
Thomas Swan	Woodburning Specialist	Black Swan Hearth & Gift	Newtown
Richard Verizzi	Gas Specialist	Connecticut Appliance & Fireplace Dist.	Southington
Ian Williamson	Gas Specialist	Connecticut Appliance & Fireplace Dist.	Southington

### Maine

Jeffrey Cantara	Gas & Woodburning Specialist	Finest Hearth & Home	Augusta
David Dyer	Gas & Woodburning Specialist	St. Albans Stove Shop	Palmyra
Ryan Fifield	Gas & Woodburning Specialist	Finest Hearth & Home	Augusta
Timothy Gerencer	Gas & Woodburning Specialist	Jotul North America, Inc.	Portland
Elizabeth Hanlon	Woodburning Specialist	Smith & May Masonry, Inc.	Washington
Michael Korcyl	Gas & Woodburning Specialist	Jotul North America, Inc.	Portland
Dean McCauslar	Woodburning & Pellet Specialist	Finest Hearth & Home	Vassalboro
Edward McCauslar	Pellet Specialist	Finest Hearth & Home	Augusta
Brian Norton	Gas, Wood, Pellet Specialist	Finest Hearth & Home	South Portland
David Peabody	Gas & Woodburning Specialist	Smith & May Masonry, Inc.	Hope
Bob Thurlow	Gas & Woodburning Specialist	Finest Hearth & Home	Windham
Glen Virgin	Gas & Woodburning Specialist	Finest Hearth & Home	Augusta

### Massachusetts

David Adamson	Gas Specialist	Fireside Designs	West Springfield
Mark Bimmler	Gas Specialist	Commonwealth Fireplace	Natick
Robert Buchanan	Gas Specialist	Buchanan Fireplace Contractor	Norwood
Kevin Cini	Woodburning & Pellet Specialist	Higgins Energy Alternatives	Barre
James Davis	Gas Specialist	Enchanted Fyreside, Inc.	Worcester
John DiVerdi	Gas Specialist	Colonial Millworks	Shrewsbury
Karen DiVerdi	Woodburning Specialist	Enchanted Fyreside, Inc.	Worcester
Leith Ellis	Gas Specialist	Sandwich Fireplace	Marston Mills
Edward Ferguson	Gas Specialist	Warm Traditions Stove Shoppe	Danvers
Derek Hannah	Gas & Woodburning Specialist	Firesafe Chimney Services	West Brookfield
Anthony Houck	Gas Specialist	Wood Stove, Fireplace & Patio	Leominster
Allen Rakoski	Gas Specialist	IBP-American Building Systems	Omset
Amberly Tufts	Gas & Woodburning Specialist	Grillman: Propane*Home*Hearth*Patio	South Easton
Matthew Wyman	Woodburning Specialist	Higgins Energy Alternatives	Barre

### New Hampshire

James Baird	Pellet Specialist	Mr. Fireplace	Laconia
Albert Eaton	Pellet Specialist	Country Hearth & Home	Conway
Richard Hoesly	Woodburning Specialist	North Hill Hearth & Casual Living	North Hampton
John LaPointe	Gas Specialist	IBP-Builders Insulation of NH	Auburn
Michael MacDonald	Gas Specialist	IBP-Builders Insulation of NH	Manchester
Sean Mohan	Gas Specialist	Woodman's Forge & Fireplace	East Wakefield
Dana Schemack	Gas Specialist	IBP-Builders Insulation of NH	Auburn
Kevin Stiles	Woodburning Specialist	The Stove Shoppe @ Fences Unlimited	Windham
Kyle White	Gas Specialist	The Stove Shoppe @ Fences Unlimited	Windham

### New York

Jeremy Bartow	Gas & Woodburning Specialist	The Stoverly	Argyle
Joseph Bloomer	Woodburning Specialist	Northstar Energy Systems	Middletown
David Bossard	Pellet Specialist	B & D Partners	Howard
Steven Brady	Woodburning Specialist	Northstar Energy Systems	Middletown
Michael Carey	Pellet Specialist	The Stoverly	Argyle
Randy Castner	Gas Specialist	MIG Building Systems	Henrietta
Jason Dininny	Pellet Specialist	B & D Partners	Howard
Douglas Farwell	Gas, Wood, Pellet Specialist	Sootbusters Chimney & Hearth	Big Flats
Scott Fields	Gas Specialist	Basic Energy Fireplace Equipment Corp.	Mineola
John Fox	Woodburning Specialist	Fashionable Fireplaces	Irondequoit
Jeffrey Gutkes	Gas Specialist	Basic Energy Fireplace Equipment Corp.	Huntington Station
Richard Klebes	Gas & Woodburning Specialist	The Stoverly	Argyle
John Meeker	Gas Specialist	Fire Glow Distributors, Inc.	Jefferson Valley
Gail Meeker	Woodburning Specialist	Fire Glow Distributors, Inc.	Jefferson Valley
Eric Miller	Woodburning Specialist	Cozy Cabin Stove and Fireplace Shop	Ganesvoort
John Nikolai	Gas & Woodburning Specialist	Jealan Fireplaces Inc.	Staten Island
James Sailor	Gas Specialist	MIG Building Systems	Webster
Lawrence Savino	Woodburning Specialist	Fireplaces By Design	Hillburn
Andrew Sprague	Gas Specialist	MIG Building Systems	Ontario
Matthew Terwilliger	Pellet Specialist	Corning Appliance Corporation	Lindley
Dan Tschorn	Gas & Woodburning Specialist	Kelloggs & Lawrence	Katonah
Robert Wallace	Gas Specialist	Dorwin Springs	Parish
Harry Yawney	Pellet Specialist	Wheeler's Farm & Home, Inc.	Jordan

### Vermont

Philip Neff	Gas & Woodburning Specialist	Home Comfort Warehouse	Randolph
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# and the winners are...



Shannon Rodgers presents Howard Krause with the Closest to the Pin Award



Sal Picone with his Longest Drive Award.



The Winning Foursome: Charles Turner, Jim Merkel, Bret Watson & Shannon Rodgers (with Jim's & Bret's sons).



Jeff Souther, Alan Davis, Sebastian Vecchione, Tim Webb



Will Schobel, Marc Hindemith, Nate Hindemith, John Moran



Sharon Krause, Howard Krause, John King



Sal Picone, Bob Borella, Ray Mayer, Steve Dumais



John Defilippo, Howie Seligman, Will Hutchins, Kirk McCarthy



Aaron Brown, Mike Rybka, Bob Cohen, Steve LaRose



Shannon Rodgers, Bret Watson, Charlie Turner, Jim Merkel



**NEHPBA**  
 36 Margate Drive  
 Auburn, New Hampshire 03032  
 Phone: (603) 669-2740  
 Fax: (603) 669-2741



Here is our new information:

Please adjust your records to reflect this change.

## 'NEHPBA Works - For You!'

### NEHPBA BOARD OF DIRECTORS

#### The Executive Board

**Harvey Van Valkenburgh,**  
 President

Home Heating Headquarters  
 518/762-9671

**Kirk Meloney, Vice President**  
 Village Products  
 603/645-6060

**Karen Hindemith, Secretary**  
 Woodstoves & Fireplaces  
 Unlimited  
 508/947-8835

**Steve Dumais, Treasurer**  
 Energysavers, Inc.  
 603/279-7961

**Tim Webb, At-Large**  
 Saratoga Fireplace & Stove  
 518/587-6300

**Carrie Swan, Ex-Officio**  
 Black Swan  
 203/426-1230

#### The Directors

**Bob Borella**  
 Friends of the Sun at Stratton  
 802/362-4070

**Amanda Cohen**  
 BAC Sales Inc.  
 518/828-6363

**Dan Demagistris**  
 Hearth & Home Technologies, Inc.  
 203/256-9398

**Tim Gerencer**  
 Jøtul North America  
 207/797-5912

**Dean Michanczyk**  
 Dean's Stove & Spa, LLC  
 860/621-4038

**Larry Miller**  
 Heart Line Stove Shop  
 603/352-4513

**Gabe Stein**  
 Preston Trading Post  
 860/886-1484

#### HPBA Representative To The Board

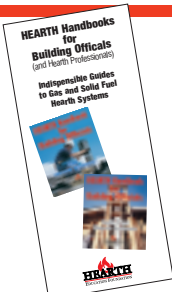
**Jim Tully**  
 Woodman's Parts Plus  
 603/522-8216

#### Executive Director

**Diane Rossi**

#### Executive Assistant

**Jana Malette**  
 NEHPBA, 36 Margate Drive  
 Auburn, NH 03032  
 Phone: 603/669-2740  
 Fax: 603/669-2741  
 Email: nehpbam@msn.com  
 www.nehpbam@msn.com



We've included an order form inside for these "must have" Handbooks. Every hearth industry retailer should have a set in their shop; reps should have them too! What better way to "bridge the communication gap" than to order a set to give to your local building official? Fax the form to the NEHPBA office and we'll mail your copies out TODAY!!!

### Committees

#### Annual Meeting

Harvey Van Valkenburg; Chair, Amanda Cohen, Karen Hindemith, Carrie Swan, V. Chairs

#### Budget

Steve Dumais, Chair

#### Education

Kirk Meloney, Chair; Dan Demagistris; Larry Miller, V. Chair

#### Legislative/Regulatory

Tim Webb, Chair; Dean Michanczyk, Gabe Stein, V. Chairs

#### Nominating

Steve Dumais, Chair

#### Public Relations – Tim Gerencer, Chair

Membership – Tim Gerencer, Chair

Newsletter – Bob Borella, Chair

Website – Bob Borella, Chair

You don't have to be a Board Member to work on these committees; if you would like to lend a hand or have a special interest in any of these committees, please call Diane or any of the committee chairs; we'd love your help!!

### Legislative/Regulatory Code Coordinators

**CT** – Joe Biber (860/886-1484)  
 Dan DeMagistris (203/256-9398)

**ME** – Open

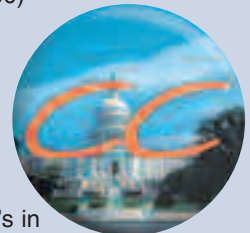
**MA** – Nate Hindemith (508/947-8835)

**NH** – Steve Dumais (603/279-7961)

**NY** – John Meeker, Jr. (914/248-7775)  
 Wayne Stritsman (518/869-9600)  
 Peter Scarson (315/434-9839)

**RI** – Mark Tanzi (401/421-5815)

**VT** – Gary Goodemote  
 (802/254-4208)



We are looking for additional Code Coordinators to help our existing CC's in Maine, Massachusetts, and New Hampshire. If you would consider becoming a CC, give Diane or your state CC a call for more details.