

# Arizona HPBA NEWSLETTER

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Larry Grogan  
AHPBA Executive Director



## President's News

Dear AHPBA Members,

Hopefully now that we have made it through the holidays and have had some cold weather, everyone is really busy selling, installing, and servicing. Remember you make your association strong and able to fight for your rights as business owners. So please renew your membership for 2013, or for 2013-2014 and save some money. If you are not a member, please join, we need you and you need the power of the association. Contact me or Larry Grogan for membership details and the benefits of being a member.

If you have time this year, try and make it to EXPO and see all the new products coming out, and catch up with old

friends and meet some new ones. Plus try and make it to the Tail Gate Party on Thursday night in the outdoor burn area, and all industry party at the House of Blues. I will be there.

Please contact me with any questions or concerns about the AHPBA

## See You at EXPO!

Jack Wofford  
President - AHPBA  
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## Upcoming Events

- ◆ AHPBA Board Meeting Feb. 7
- ◆ HPBA Board Meeting Mar. 12
- ◆ HPBA EXPO Mar 13-16
- ◆ AHPBA Annual Event May 3

## HPBA News - In Memoriam - Tom Pugh - 1951-2012

The association has lost a great leader and a very good person who was dedicated to our industry. He was very involved with the government affairs committee, and he was also involved in education. The photo to the right was Tom teaching one of his classes to our members at our 2010 annual event in Sedona.

He had garnered the respect of everyone he worked with or was involved with in our association. One memory I have of him was when I attended the Government Affairs Academy a couple of years ago where Tom was one of the instructors, and it seemed that everyone who took the



course was on pins and needles waiting to hear what Tom had to say about their answers or how they did on their assignment. I was.

Tom will be greatly missed by all. Thanks for all you did for us.

## 2012 ANNUAL SPONSORS

**Platinum**  
**Hearth & Home Technologies**

**Lennox**

**RH Peterson**

**Southwest Gas Corp.**

**Gold**  
**Jotul**

**M & G Duravent**

**Olympia Chimney**

**Skytech**

## Annual Event News

We have set a tentative date for the annual event, and it will be the evening of May 3<sup>rd</sup>, 2013, and we will have NFI's classes from 8:00 am to 2:00 pm and the exam will start at 2:30 pm, and then the evening will start at 5:00 pm with our 3<sup>rd</sup> annual barbecue cook-off, hopefully with our two time winner coming back to defend their crown, Deb Brown and the Fire Magic chef's. The evening will end around 9:00 pm right after our outstanding raffle. We are looking for donations to our raffle. So please let me know if you have donations for it.

We haven't finalized the location yet,

but we are working on it at this time.

As soon as we get it finalized, I will send out an announcement to our members.

Also, if you would like to be involved with the planning of this event, or the 2014 annual event, please let me know. We can always use your help or input.

Contact Larry at 480-772-2169 or [LGrogan@cox.net](mailto:LGrogan@cox.net) if you have any ideas or thoughts!!!!!!!!!!!!!!!!!!!!!!

## Sponsors:

Thanks again to all our past sponsors, and we are looking for sponsorships for 2013. In our next news letter, we will be listing our 2013 sponsors, hope we can count on you. If you have any ideas on future annual events, please contact Larry too. See contact information above. Hopefully we will see you there next year at our annual event on May 3<sup>rd</sup>. Again we will be offering two levels of sponsorship, just like this year, Platinum level at \$500.00, and Gold level at \$300.

## AHPBA MEMBERS - PLEASE SUPPORT OUR SPONSORS BY USING THEIR PRODUCTS AND SERVICES!

Sponsors, Thanks again, from the AHPBA Board and all our members

## HPBA EXPO News

The HPBExpo will be in Orlando this year on March 13-16. It is almost here, so please go to the website and sign up. Go to [www.hpbexpo.com](http://www.hpbexpo.com) to check out everything that will be happening in Orlando. You can now go to the website and register for the EXPO, and reserve a room in the HPBA housing block. The show mobile app went live Jan 30th. For instructions on how to download the app, go to our show site at: <http://m.hpbexpo.com/landing/>. More information will be available on the app as we get closer to the show, but for now folks can view exhibitor information, floor plans and the education schedule. There will be two parties again in 2013, the Tailgate party on Thursday night in the Outdoor Burn area, and the all-industry party at the House of Blues on Friday night. Food will be available in 2013 at the House of Blues, and you can now buy drink and food tokens on line too. There will also be lots of education from the HPBEF including some education designed for the Young Guns, and there will be NFI review classes and exams offered as always. Non-members will be required to pay \$150.00 to attend the EXPO in 2013.



## Young Guns News Items

If you are going to EXPO this year, make sure you make it to the Young Guns Reception, March 13 from 5:30 - 7:00 pm at the Taverna Opa. Please contact them at [youngguns@hpba.org](mailto:youngguns@hpba.org). At EXPO next year, there will be education classes designed just for the Young Guns, and there is also a quarterly webcast designed just for the Young Guns. The next webcast is available now and concerns customer service. Be sure to get involved, the Young Guns are here for you. If you have any questions, please contact Erica Peterson at [erica@eehpatio.com](mailto:erica@eehpatio.com), the Region 8 representative. to the Young



## GOVERNMENT AFFAIRS UPDATES

**NSPS** - NSPS is still on track, but has been delayed a little by some states wanting mandatory efficiency requirements. HPBA is watching it closely and working with EPA on all aspects of this program, and even getting involved with some on the state agencies that expressed concerns over the rules, and wanting stricter guidelines. HPBA had a meeting with EPA in Dec. on some of the issues raised by the states. Some of those issues could affect our industry, so HPBA is hard at work with EPA on these issues. Also EPA came out in Dec. with new PM standards for the states. For more information on either item, please contact: John Crouch at [crouch@hpba.org](mailto:crouch@hpba.org).

**DOE RULE** - HPBA has been meeting with manufacturers on AFUE testing concerns just in case the court's ruling on the DOE rule which takes effect in April of this year. Still waiting to hear from the court. For more info: Contact Rich Ali at [ali@hpba.org](mailto:ali@hpba.org) or Ryan Carroll at [carroll@hpba.org](mailto:carroll@hpba.org).

**UL127 GASKETED GLASS DOORS** HPBA is working on getting the issue with the gasketed glass doors on fireplaces changed, but it probably won't happen until 2014. For more information that may be available, check with Tom Stroud at [stroud@hpba.org](mailto:stroud@hpba.org)

**NET ZERO** - HPBA and HPBA Pacific - For an update please contact John Crouch, [crouch@hpba.org](mailto:crouch@hpba.org). or Kaity Van Amersfort, [kaity@hpbapacific.org](mailto:kaity@hpbapacific.org)

**CSPC** - CSPC is going forward without doing any mandatory rules at this time, and allowing the industry to address the problem. Beginning in 2015, it will be required to have a barrier on all glass fronted gas fireplaces. They have also started a marketing campaign to the consumers about the dangers of touching hot glass especially for young kids. Check it out at [www.safefireplacetips.com](http://www.safefireplacetips.com). For more info contact: Tom Stroud, [stroud@hpba.org](mailto:stroud@hpba.org)

### LOCAL ISSUES:

Not necessarily a local issue, but it does pertain to our state too. The \$300.00 tax credit has been reinstated so that if you buy a qualified wood burning or pellet stove, you will get a tax credit of 10% up to \$300.00. Good time for the dealers to push some new appliances in their market area. For more information go to: <http://www.hpba.org/government-affairs/major-projects/25c-tax-credit>.

We still have the no burn days showing in the Maricopa County are, so be sure to check to see if it a no burn day or what areas are affected by going to the Maricopa County Air Quality Department website, [www.maricopa.gov/aq](http://www.maricopa.gov/aq). If you have any questions, please contact me at [LGrogan@cox.net](mailto:LGrogan@cox.net).



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We're on the Web!  
[Azhpba.org](http://Azhpba.org)

## Education Update

We have set up NFI gas review and exam on March 6<sup>th</sup> at Earth Energy in Tucson. Please contact me if you are interested so we can get you the new manual. If you need to take an exam for either wood or pellet we can offer those too, just let me know. We will also offer NFI review classes on May 3<sup>rd</sup> at our annual event.

In the meantime, if you need to get some CEU's to re-qualify for a current NFI certification, so can go to

[www.hpbef.org](http://www.hpbef.org) and check out Hearth On Line, where you can take online classes to earn CEU's really easily and fairly inexpensively. Also starting next year, to renew your NFI Certification with ceu's you will have to take a product specific update class which will be available on line.

If you have any questions, please feel free to contact me at 1-480-772-2169 or [LGrogan@cox.net](mailto:LGrogan@cox.net) if interested in a class or if you need any other information.

## Membership Update

I have just sent out reminder notices about membership renewal to all our current members who have not renewed yet.. We need you to renew your membership so we can continue as a group to work on the current issues such as NSPS, DOE, Code issues, and CPSC. Without HPBA working as a group for you, things could get worse for your business. Be sure to invite your friends and others who are the in the hearth business to join too. Benefits for members include low cost credit card processing fees, business liability insurance, and low cost freight charges and others such as networking with other dealers. Please check the HPBA website at [www.hpba.org](http://www.hpba.org).

Comment from a HPBA member in

another state - "HPBA is a unique organization that has set its main goal to help the retailer succeed. With an education program unlike any other industry and the backing on governmental concerns for the industry and its ongoing safety and success.. With the affiliate help on a local basis, combined with the National HPBA, our industry is one with which we all can be proud of doing our day to day routines."

We want to thank all our past members for their contributions and support of the AHPBA. Remember you will need your membership number to sign up on line for the HPBExpo 2013. Hope to see you at EXPO. Be sure to look me up at the All Industry party on Friday night.

**WE NEED YOU AS MEMBERS!**

### Member Spotlight:

In this issue we will be featuring one of our newest members, Ralph Gregg, who works for Gorman Distributing out of Albuquerque, NM. . Ralph became a member in 2012. Be sure contact Ralph at 505-506-0965. They handle hearth products and appliances. Check out their website: [www.gormandistributing.com](http://www.gormandistributing.com).

Other member news:

If you have any news on our members, please let me know at [LGrogan@cox.net](mailto:LGrogan@cox.net).

## PICTURE FROM OUR MEMBERS:



### Photo of our the staff at Gorman Sales -

Back row - Raymond Pisotti (Appliance Sales and ARD), Dan Archuleta (Warehouse)

Middle row - Tom Jarvis (Owner), Earl Dean (Customer Service), Paul Jefferies (Contractor Sales & Installation)

Front row - Ralph Gregg (Outside sales), Araceli Palafox (Customer Service & AP)