

Arizona HPBA NEWSLETTER

Newsletter Oct. 1, 2011
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Larry Grogan
AHPBA Executive Director



President's News

Dear AHPBA Members,

As we enter our long awaited selling season, I want to extend my wishes to you for a prosperous fourth quarter! Although the economy is still dragging along, keep in mind that we offer great savings to many homeowners with our alternative home heating products. This expense in every household budget is one of the few that can be controlled without losing comfort - and who knows that better than we do in the hearth industry? For some of us, it's biomass products in the form of pellet or wood burning stoves and inserts. For others, it's the convenience and ease of high efficiency gas products. Some of us have even extended into the solar market! Impressive entrepreneurs you are!

Whatever the solution is for your particular market - may your businesses be full of buying consumers and may

your message to them resound with honesty, integrity, confidence, commitment and unwavering professionalism. Remember - it's more than just a sale of product. There's service after the sale, and this is when our reputations are tested.

Don't forget the 10% up to \$300 federal tax credit that expires December 31st, 2011.

Use all the tools at your disposal - good selling to you all!

Cory Church
President - AHPBA
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Upcoming Events

- ◆ AHPBA Board Meeting Nov 18
- ◆ HPBA Board Meeting Oct 18
- ◆ HPBA EXPO Feb 29 - Mar 3

HPBA News

HPBA is pushing community enrichment as a goal of all HPBA Members. As an affiliate of the HPBA, we need to look at community enrichment too. We can do this either as an association or as individual members. The easiest way to get involved is to do some local volunteer work, or join forces with your local food bank and collect food for the less fortunate people especially during these bleak economic times. If you think it would be better to do this as a group, please let me know. Also let me know

which organizations we should help. If you like to work in your own community, please let us know how you getting involved and with which organization. Please contact me or Bob Hill.

For more information on the HPBA issues, please contact our local representative, Bob Hill.

bhill@arizonafireplaces.com
602-243-6423

2011 ANNUAL SPONSORS

Gold

**Hearth & Home
Technologies**

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Corp.**

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Lynx Grills

Travis Industries

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American Biomass

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Jotul

**Napoleon Fireplaces
& Grills**

**Olympia Chimney
Supply**

Robert H Peterson

**Other Donations by
Forest Energy, Skytech,
and HPBEF**

Annual Event News

The annual event for 2012 has not been decided on yet, but we will let you know when and where as soon as it has been decided. If you would like to give us some input on this, please let me know. The one thing we would really like is that more of our members show up. So for those of you who have not come before or in a while, please let us know what we can do to make it more appealing to you.

For those that have come in the past, they have really enjoyed the events, and we want all our members to be able to enjoy the event too. I am afraid that our attendees at our annual event seem to be the same people every year, and I want to see all our members there.

So until our next annual event, please have a wonderful burn season, and a very profitable year or at least for the last part of the year.

Also take some time for yourself, and enjoy the upcoming holiday seasons with your family and friends. And don't forget, if you can afford to, donate or volunteer to some worthwhile organization that feeds people, gives toys to kids, give medicines to the elderly, etc.

Sponsors:

We would like to thank all our past and current sponsors for their donations to the AHPBA! We greatly appreciate your support and help. We are looking for sponsors for 2012. Included with the sponsorship will be a listing on our website, acknowledgement in all 2012 newsletters, acknowledgement at all functions including our annual event, meetings, and educational events. I will be sending out an invitation to become a sponsor soon.

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 Atlanta next year, Feb. 29 through Mar. 3. The website for EXPO is up and running and you go on line and register for next year. Go to www.hpbexpo.com to sign up or check out some of the things that will be happening in Atlanta at the show and in the area. Be sure to sign up an education badge and attend some of the education classes that will be held there. There will be two parties this year, a tail gate party on Thursday evening in the outdoor burn area, and on Friday night, March 2, a Honky Tonk Nashville Party like Friday Night Fever party in Salt Lake City this year. The party should be great again next year, like this year's party was. Please plan on attending. For non-members of the AHPBA, the fees to attend the EXPO next year have went up. The fee will be \$100.00 per person if you register by 12-31-11, and \$150.00 if you register after that or at the event. Remember it pays to be a member of the Arizona HPBA.

Clean Heat Exchange

The program has picked up some steam recently and the remaining money can now be used for low income families again. As of 9-6-11, there were 350 units either installed or approved to be installed with still over \$200,000.00 to go. That means the program should be able to change out nearly 450 units. Most of the new units are new EPA wood stoves or inserts. The new units have to be installed by an NFI Certified Specialist, and the units removed have

GOVERNMENT AFFAIRS

NSPS - Everything is still on schedule with no changes so far, but HPBA is addressing some concerns over definitions and efficiency ratings that EPA is looking at implementing in their document due out Jan. 2012. At that time there will be a comment period of 60-90 days, and that is why HPBA is working with EPA on these issues, especially the efficiency ratings and how they will be used in the NSPS. The final rule will be out in mid-2013. For more information, contact John Crouch, crouch@hpba.org.

DOE RULE - The DOE has changed it rule again adding gas logs back into the mix. I just sent out a letter from HPBA government affairs asking for your help in trying to persuade the DOE to change their rule. Working in the courts, and trying to persuade Congress to act. As part of that letter, they were asking everyone to send comments to the DOE by Oct. 14. Please read the email I sent you, and get involved. It's your future. If you have any questions, contact me or contact Allan Cagnoli (cagnoli@hpba.org) or Ryan Carroll (carroll@hpba.org). **VERY IMPORTANT!**

CSPC - The HPBA is now working with the Consumer Safety Products Commission (CSPC) to come up with voluntary rules concerning glass fronts on gas fireplaces. This is due to the fact of many injuries involving small children being burned when accidentally touching

to be recycled, and cannot be resold. This program is being run by the American Lung Association of Arizona (ALA) with funds provided by Salt River Project. There are 8 dealers in Apache and Navajo counties participating in the program and they are listed on the Clean Heat Exchange website.

http://www.lungarizona.org/north/clean_exchange.htm

the glass fronts when they are hot. Of course, a law firm became involved and filed a class action suit against Lennox. HPBA has hired a law firm to work with them and the CSPC on these voluntary standards.

NET ZERO -Last month, HPBA and HPBA Pacific members provided comments to the California Energy Commission's (CEC) rulemaking for the next residential energy code which comes out every 3 years. The issue is the proposal to withdraw a credit for zone heating that exists in the current codes. This new code and software are key steps towards the Net Zero program. HPBA manufacturer members joined local members in asking the CEC to maintain the option for zone heating. These letters were successful in getting the attention of the CEC. There is still more work to do to make sure that zone heating is included in the CEC's codes and other states codes. Please contact John Crouch, crouch@hpba.org.

RRP - EPA has updated their RRP rules and will not require a clearance procedure in certain cases. Other things to change will include allowing an Certified Renovator to do a paint chip sampling to do a lead based paint test, and more precise use of barriers to contain the dust in exterior locations. Remember, we can offer RRP classes. For more info go to www.epa.gov/lead, or contact me.





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Azhpba.org

Education Update

Our next NFI class will probably be at the annual event around the first of May 2012. If you have a need for an NFI review class before that, we can try and get one together. We just need about 5 students to make it worthwhile to hold the class. Remember we also offer the EPA RRP class so one can work in pre-1978 homes that have lead based paint, but again we need about 5 students to make it worthwhile. One good thing is that we can take these classes to almost any location.

Please contact Larry Grogan at 480-772-2169 or LGrogan@cox.net if interested.

If anyone needs some CEU's to renew a NFI certification, be sure to check with HPBEF's website, www.hpbef.org and click on hearth online training. It is a great way to get some ceu's without leaving your office or home. Check out the yearly subscription while there.

If you are looking for any kind of education, let me know, and we can see what we can do. or maybe not do.

Membership Update

We have 26 members so far this year.

Anyone in the hearth, patio, or barbecue business is eligible to join. Please refer any of your friends and associates to me for information.

Please let us know if there is something that you feel would benefit all our members. This information would be greatly appreciated!

Please refer any interested parties to

me at LGrogan@cox.net or call me at 480-772-2169.

WE NEED MEMBERS!!!!!!!

Member News:

Congratulations:

Arizona Grill and Hearth had a grand opening of their new showroom on September 17, 2011. Val Romero (owner) was there with a few barbecue manufacturers or reps to show off their wares and cook for all guests. The guests had to bring what they wanted barbecued, but the seasonings, sides, and drinks (non-alcoholic) were provided. The grand opening lasted from 10-2, but then they took the party to Val's house that evening. Everyone enjoyed it, and they have scheduled some more parties at their store on Oct. 22, and Nov. 19. Val got into the fireplace business working for Dick's Gas and Grill back in 1995, and then opened his own store in 2005. One of Val's ways to advertise his store is to send out quarterly newsletters. If you are in the neighborhood, stop by and say hi. Their new showroom is at
2600 N. Stone Ave.
Tucson, AZ 85705
520-623-0924

www.azgrillnhearth.com

Please see photo on next page.

If you have any news on our members, please let me know at LGrogan@cox.net.

PICTURES FROM OUR MEMBERS:



Photos courtesy of Bob DeMartino and Keith Richardson. Photo of the Grand Opening of the Arizona Grill & Hearth in Tucson, AZ. Val is in the center with the scissors.