



Hearthside *update*

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

May 2008

Calendar of Events

June 8 & 9, 2008

MAHPBA Annual Meeting

Lancaster Host Resort
Lancaster, PA

June 10 & 11, 2008

NFI Gas Certification Review & Exam with Dave Pomeroy

Lancaster Host Resort

June 10, 2008

NFI Wood Certification

Review & Exam
Lancaster Host Resort

June 11, 2008

NFI Pellet Certification

Review & Exam
Lancaster Host Resort

The MAHPBA Mission

The Mid-Atlantic Hearth, Patio, & Barbecue Association was formed to further the interest 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 interest. Above all, the association will support regional and national initiatives to promote and benefit the industry.



THE BIGGEST HAPPENING OF 2008 FOR MAHPBA - YOUR ANNUAL MEETING!

TOP TEN REASONS TO ATTEND THE ANNUAL MEETING

- 10 - To count Amish buggys
- 9 - To be jealous of the buggys - no gas bill!
- 8 - Earn CEU's to keep your certification current
- 7 - Meet and greet our new Executive Director - Diane Rossi
- 6 - Thank our sponsors for their incredible support
- 5 - Attend some great sessions
- 4 - Learn some things to help your business in these tough times
- 3 - Meet and mingle with your fellow members
- 2 - Exchange ideas with a real Congressman who is concerned about our industry, John Peterson
- 1 - Do not miss playing "Jeopardy!"



See you in Lancaster!!!

Government Affairs

Member Input Needed!

Urgent Appeal for members! We are facing issues in every corner of our Affiliate! We need your help—NOW! Don't wait to hear there is a new law inhibiting your business. You don't have to be The Lone Ranger and tolerate unjust code officials. We are begging you to help out, and we've made it easy for you. No, you don't have to quit your day job. Here's how it works:

Whenever you encounter an issue, however small, in your area regarding licensing, permits, inspections, or code issues, fill out a very simple form and send it in to me. That's it. Just a few questions about who, what, where type information, and I'll take it from there. Are there any local rules or ordinances being forced upon you? Do you pull permits? When you apply for a professional license, what is it called, what are the requirements, etc.? My plan is to map out our Region (and eventually the entire country working with the HPBA staff), so anyone wanting to do business in that area won't be blindsided by a regulation.



exclude any one group, but it is coming whether we like it or not. Rather than wait for certain professions to try to regulate us out of a job, we beat them to the punch. Now you're starting to see the value of NFI Certification and why we've been pushing it. We could not go to a jurisdiction asking to regulate us when our members had no credentials they would recognize! If you have thoughts on this process, please give me a call or better yet, email me. We want to ensure no member is left out, but we must take this approach for our very survival. It also tells the public we are professionals and that's another reason to deal with a hearth expert rather than buy off the internet or through a mass merchant.

There is a TON of information on the www.hpba.org website under Government Affairs. Much legislation about going Green, energy credits and so forth. Rather than duplicate that info, please visit the site, use their tool to locate your politicians and get involved.

FERC makes Policy Statement on LNG

Unfortunately, the Federal Energy Regulatory Commission has ruled to accept Liquefied Natural

Continued on page 3

Phase II is to get pro-active and seek out regulation in targeted areas. This is very tricky as you don't want to place an undue burden on our members or

President's Message

The first quarter of this year has been both challenging and rewarding. The economic downturn has impacted our sales but not our enthusiasm! The HPBA Show in Atlanta was a huge success with a record turnout. The amount of new products shown is an indication of the investments made in research and development that will continue to fuel our industry's future growth. We continue to show resilience despite the forecasts of doom from the evening news. BBQ grill sales are robust for a second consecutive year.



Our MAHPBA board has established two awards which will be announced at our annual meeting in June. They will be awarded to two individuals who have made significant contributions to our industry and to our Mid Atlantic Region. We look forward to sharing this and much more with you in Lancaster.

Loretta Dolan, President

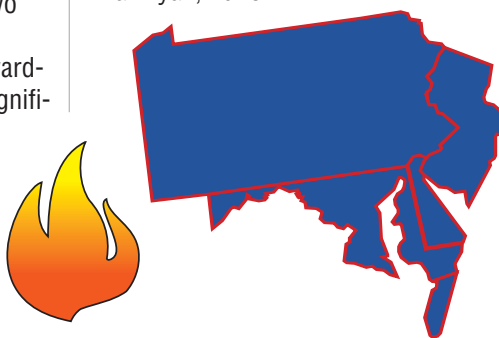
From the Editor

You were recently notified of a new way to get your MAHPBA Hearthside Update newsletter - email. If this works for you, it will be good for MAHPBA and great for the planet! We can get your newsletter faster and save money, but it also gets us into a GREEN status—no paper, no ink, no gas to transport.



Think about it, and if it works for you, return the email or fax request you received from the MAHPBA office and let us know!

See you in Lancaster in June!
Pat Ryan, Editor



Diane's Desk

Is it May already? Here at the MAHPBA office, the March through May months are THE busiest time of the year, and it seems that everything happens at once! Here are just some of the highlights since the last Hearthside Update:

HPBA EXPO – Prepared for the Member Reception at Gibney's Pub and all the meetings and goings-on at the annual trade show. This year was the busiest ever, but it was great to see so many MAHPBA members enjoying our national get-together, and I hope everyone had a great time!

Education – Six NFI Certification Reviews & Exams and 15 different CEU events at Annual Meeting, all scheduled for May and early June--processing registrations, coordinating meeting sites and making sure everyone is where they should be at the right time is sometimes quite the challenge, but it's great to see so many of our members taking advantage of all the opportunities our Education Committee offers!

Annual Meeting – This year there are so many new and exciting things going on in Lancaster that it promises to be one you shouldn't miss! This enormous undertaking would not be possible without the tireless work of Chairwoman Rona Kelley, so don't forget to thank her in Lancaster!

And, as always, we continue working with all the other committees (Membership, Budget, Nominating, Government Affairs, Website and, of course, Newsletter!)

Please don't hesitate to give me a call anytime with your questions, suggestions, complaints or anything else, because remember—MAHPBA is here to work for YOU!

Diane Rossi, Executive Director



The Executive Board

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Bob Harper

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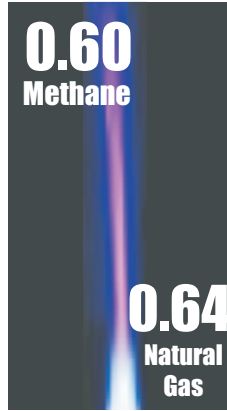
Executive Director**Diane Rossi**

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...Government Affairs continued

Gas (LNG) into our pipelines. Here is the article cut and pasted from HPBA:

"The Federal Energy Regulatory Commission (FERC) has decided to accept the Interchangeability Guidelines on composition of gas mixed with liquefied natural gas that was proposed by the appliance manufacturers as guidance for what gas will be delivered, i.e., the maximum heating value of the gas should not exceed 1,110 Btu/scf and heavier hydrocarbons (butanes and C4+) should be limited. FERC states, however, that it will be up to the individual pipelines to determine what is best for them.



Therefore, each manufacturer needs to determine what limits are acceptable for its products. With that information, HPBA will attempt to monitor the various gas suppliers and determine if they are producing gas within acceptable limits. FERC also recommends that the gas suppliers stay in open discussion with the "end users." Tom Stroud is working with AGA and GAMA to monitor the situation. We are not sure that we have much sway in determining the course of events, but will work to keep track of the status of the situation and how it relates to gas burning products. Please contact Tom Stroud at stroud@hpba.org with input or questions."

Simply put, the natural gas coming into your appliances may behave a little more like propane, and there's nothing we can do right now to stop it. Being a heavier fuel, this gas may cause sooting, burn too hot, cause premature component failure and other performance issues. Legally it gets very sticky. Our appliances are tested and listed for use with natural gas having a specific gravity of about 0.60 for pure methane to about 0.64 for "natural gas" containing small amounts of heavier hydrocarbons. As you add heavier hydrocarbons such as ethane, propane, and isomers, the BTU content per given volume goes up, the gas may tend to settle if it leaks and is more temperamental to burn. Since our units are not tested with this new fuel, technically, it may mean our units, both existing stocks already installed and those you sell from now on, are unlisted for NG if LNG is used. The problem is, of course, huge money. The Gas Appliance Manufacturer's Association (GAMA) in conjunction with the American Gas Association (AGA) have tested various types of equipment and reported to FERC they performed within acceptable limits. We think this testing did not include clearances to combustibles or durability issues but rather simple combustion efficiency and ignition. The HPBA has posted their position statement on their website, and Tom Stroud is monitoring the situation closely. Stay tuned to this as it unfolds and we see just how it impacts our industry.

Clearing the Air in Maryland

There is talk of hosting a Stove Changeout near Frederick, MD this year or next. I am working with the HPBA Staff on this closely. Many, if not most, of the EPA Non-Attainment Air Quality Zones are in our Region, so we're under the microscope. What I am proposing and soliciting help on is to construct a burn trailer containing old clunker, inefficient, non-EPA stoves next to catalytic and non-catalytic stoves. This trailer can be towed to events to demonstrate how much cleaner the new technology really is. When they see a plume of thick smoke oozing out of the clunkers yet only a steam plume above the EPA stoves, a picture is worth a thousand words. **What we need are donations!** We need a trailer and at least 3 stoves: one clunker, one EPA cat. and one non-cat stove, plus some stovepipe. Once this trail-



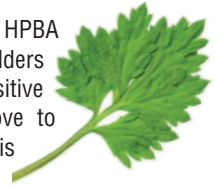
er is completed, we plan on offering it to any MAHPBA member who wants to use it, as long as it is used generically—no branding. The first trailer will be housed in New Castle, DE, by our gracious friends at FLAME-TECH, Bill Buckley and Jerry McCarthy. As this grows we hope to place trailers throughout the MAHPBA region. You can take it to the local church or club, as long as you are promoting clean wood burning. Contact MAHPBA or me for details.

State Code Coordinator Needed!

Speaking of Maryland, we need a State Code Coordinator ASAP! Please, contact me with a candidate who is willing to stay abreast of the codes, regulations and legislation in Maryland. Thanks!

The HPBA has turned GREEN!

Through a lot of hard work by Tom Stroud and the HPBA Staff, we got the National Association of Home Builders to recognize most hearth appliances with positive points for building green! As communities move to restrict home construction to being "green", this ensures a future for us. Thanks Tom!



While we're on it, just what do they mean by "green"? The term "green" actually refers to two separate components: ecologically friendly and energy efficiency. How can you paint yourself green without being Irish? Simple: sell appliances that are carbon neutral when possible, and install them where they improve energy efficiency. For instance, when you sell an open wood burning fireplace, try to up-sell to an EPA hybrid fireplace/ stove. When you install it, pay attention to proper weatherization, including foaming gaps in the exterior sheathing, insulation, interior sheathing over the insulation, then tape and seal this sheathing to form an air/ vapor barrier.

Today's Lesson: Where to put the gas shutoff?

This continues to be the number one question I get. Let's see what the International Fuel Gas Code (through the IRC) says:

Section 409.5 Equipment Shutoff Valve: Each appliance shall be provided with a shutoff valve separate from the appliance. The shutoff valve shall be located in the same room as the appliance, not further than 6 feet (1829mm) from the appliance, and shall be installed upstream from the union, connector or quick disconnect device it serves. Such shutoff valves shall be provided with access.



Exception: Shutoff valves for vented decorative appliances and decorative appliances for installation in vented fireplaces shall not be prohibited from being installed in an area remote from the appliance where such valves are provided with ready access. Such valves shall be permanently identified and shall serve no other equipment. Piping from the shutoff valve to within 3 feet of the appliance connection shall be sized in accordance with Section 402."

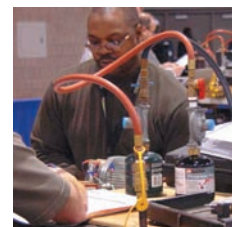
If you install the shutoff greater than 6 feet from the appliance, it must be "readily accessible", labeled, and serve only that fireplace. Ready access means you cannot hide it behind a panel, cabinet, grille or need a ladder or tools to access it. However, if it is within 6 feet, it can be located behind a grille, in a bookcase, behind a plastic door, or even behind a panel that requires you to remove screws. As long as you can inspect it, turn wrenches on it, and access it, and does not require damage to permanent construction, it is not "concealed" and therefore legal. Call me if you still have any questions.

Bob Harper, Chair

Annual Meeting Conference Schedule

Take a look at the jam-packed schedule for this year's meeting and, if you haven't already done so, register today!!!

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 •

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".

In this column you will find a continuing series of technical articles. If you would like to download these articles to print for your customers, please go to the MAHPBA website at www.mahpba.com.

House Pressure in Relation to Wood Stoves

What does house pressure have to do with wood stoves? Did you even know that your house was under pressure? Do you care? Read on and you will see that indeed it does have a profound effect on the successful operation of your stove.

So what is house pressure? Well to explain what it is we have to understand a little about relativity. Don't worry you don't have to be Einstein to understand relativity. First to make sure we are all on the same page we are talking about air pressure! The pressure inside the house is relative to the pressure outside the house. It may be either higher or lower than the pressure outside. If the pressure inside the house is positive or higher than the pressure outside and a window or door is opened air will leave or flow out of the house. If the pressure inside the house is negative or lower than the pressure outside the house air will flow into the house when that door or window is opened. If for some reason all of the doors and windows in the house were open equilibrium would be reached and the pressure would be the same inside and out. Nature loves balance! Seems easy enough to understand. Nature has its own very predictable but perhaps not very well known rules. One of them is that areas of high pressure flow to areas of low pressure. Of course when it comes to burning a wood stove in the house we will be looking at what effect house pressure has on chimneys.

Wouldn't it be great if that was all there was to it! We could all high five and walk away. Of course as with most things in life there is a little more to it than that. In fact in most houses there is an area of negative pressure, an area of positive pressure and a magical place in between called the Neutral Pressure Plane (NPP). The NPP is the place where the pressure inside the house is equal to the pressure outside the house. They are all in a state of flux, changing quite literally with the wind and many other factors. The negative pressure area is typically located in the lower portion of the house and positive area is normally in the upper portion. The NPP as I have mentioned is between them. The NPP is often depicted as a straight line but it can actually be slanted or wavy and can jump around from level to level.

So let's apply some of what we are talking about to wood stoves and chimneys. There are two openings in our system, the door or the air control on the inside of the house and the chimney termination on the outside. If we put our system in an area of negative pressure the chimney, which is a conduit that air or

flue gasses can flow through, might like an open door or window, allow air to flow into the house, especially if it is an outside chimney. If we locate the system in an area of positive pressure the air should flow out of the house.

Now let's add some variables that can sabotage our system. Anything that will take air out of the house mechanically like, but not limited to down draft ranges, bathroom exhaust fans, dryers, whole house fans, shop exhaust fans and range hoods can create negative pressure. Recessed lighting is another culprit. If not sealed properly they are like holes in the ceiling that air

will flow through and raise the NPP creating a greater area of negative pressure. A masonry fireplace with an open damper may be taking air out of the house and creating negative pressure. Some people sleep with a window open on the second floor and that can raise the NPP. There are other culprits but I think you get the picture.

So what is the solution to stopping all of these forces that are trying to get between us, and a nice warm fire in the woodstove?

The best possible solution is to locate the chimney inside the house and have it run up through the highest point in the insulated envelope. The opposite of this is a chimney that is located outside, which is almost certainly doomed to fail. If the chimney is inside the house and terminates through the highest point of the roof we achieve many desirable results. First and foremost we keep the chimney warm. A warm chimney is a happy chimney! This is because a good chimney produces draft and draft is a temperature difference that produces a pressure difference that pulls air or flue gasses up the chimney. It is much easier to keep a chimney warm when it is located inside the house. Just think of what the temperature difference would be when it is 70 degrees inside and below freezing outside. Because the warm happy chimney is producing strong draft it will be able to compete with all of the other forces that are trying to keep it from doing its job. Remember that pesky little NPP I was talking about? Well the chimney if located inside the house will have one that is higher than the NPP in the house and the result will be a chimney that has draft even when the stove is not running! As Charles Armstrong would sing, "What a wonderful world". Let's not forget the best part, with all the cards in our favor the wood stove will be responsive to control and provide sought-after heat.

That's all for now but tune in next time when we take a look at the wisdom behind outside air for wood burning appliances.

Tim Gerencer, Jotul North America

If you would like to download this article to print for your customers, please go to the MAHPBA website at www.mahpba.com.



EDUCATION

THERE IS STILL TIME!!!!



NFI Courses

With spring in the air and daffodils just starting to bloom, the hearth season is winding down. This is a GREAT time to get NFI certified. There is still time to get your manual and study before the review and test in June!

The Pennsylvania dates are the days following the MAHPBA Meeting in Lancaster:

Tuesday & Wednesday, June 10th and 11th – 2-Day NFI Gas Certification Review & Exam with Dave Pomeroy
Tuesday, June 10th - NFI Wood Certification Review & Exam
Wednesday, June 11th - NFI Pellet Certification Review & Exam

MAHPBA has not raised the price for the review and test in two years. MAHPBA has offered the review and test for less than you would pay through EXPO or Lasergrade, so this is a great time to sign up, save money and invest in your sales and installation staff.

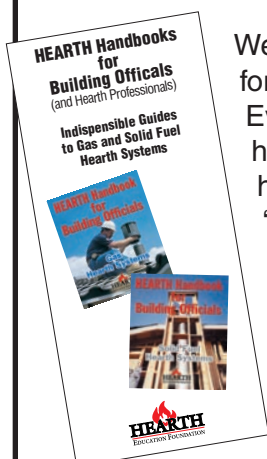
The price for one day review and testing is \$349. That is a \$20 saving per certification!

All review classes begin promptly at 8:00AM. Testing begins at approximately 2:30PM. Breaks and lunch will be provided.

The HPB Education Foundation is offering online trainings. Hearth 101 is offered several times in the upcoming months. Take a look at <http://nficertified.org> for dates and times. This is a great resource that lists all NFI certification times and locations.

NFI Instructors

MAHPBA is looking for hearth professionals who would like to become NFI instructors. If you have one or more certifications and have the desire to help train others we want to hear from you. There is a mentor program and plenty of opportunity to help. We are looking to offer four different trainings in 2009 in different locations. Having instructors in different regions allows the MAHPBA to offer more training, and thus more of your staff can become certified hearth professionals. For example, we just completed a well-attended training in New Jersey May 19, 20 and 21.



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 MAHPBA office and we'll mail your copies out TODAY!!!

EXPO Reception Atlanta

The 2008 Expo Reception was a great success. Our affiliate met at Gibney's Pub in Atlanta.

Upon arrival and check-in everyone received their "MAHPBA" name badge, and I believe that by the end of the evening we reached our goal of "Where everybody knows your name"!

Our objective was to have a good time, a chance to unwind, and rekindle acquaintances in the industry. The food was tasty and plentiful, the beer was nice and cold, and a good time was had by all! Check out the reception pictures on the MAHPBA website (www.mahpba.com). A picture is worth a thousand words..... look through the pictures; there is a smile on every face!



See you in June in Lancaster at the next MAHPA event.



Rona Kelley
Expo Reception Chair (retired)



Website

The re-design of the website is taking longer than we had originally anticipated, but we think it will be worth the wait! We have decided that, in celebration of the fantastic restructuring of MAHPBA and all the benefit that brings to your membership dollars, we are giving the website a completely new look.

We are also password-protecting the majority of the site so that no one other than those of us who have paid dues will be able to access the myriad of important information found beyond the HOME page—more evidence of the value from your MAHPBA membership!



We are also pleased to announce that Matt Goense has joined Karen Stalker and I on the committee. If any of you have experience with website design or are interested in working on the Website Committee, please e-mail me at sue@survivalproducts.com or give me a call at 410-543-1244. Our goal, once we go live with the new site, is to keep it fresh and updated frequently so that you will visit regularly to keep abreast of what's happening in our industry in our region.

Suzanne Turner, Chairwoman



We've Moved!

MAHPBA
904 Hanover St., Suite #3
Manchester, NH 03104
Phone: (603) 669-2744
Fax: (603) 669-2741



Here is our new information:
Please adjust your records to reflect this change.

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!

