

Letter from The President



Fellow Industry Members,

I'm looking forward to many of the meetings I'll be attending at the end of the month in Atlanta before and during the EXPO. I learn so much more about how the industry as a whole interacts and meet other leaders who may share similar regulatory and membership challenges. I come away from each national meeting with a new appreciation for the hours our industry volunteers spend for the betterment of the business as a whole. Ask any of the ex-Pacific affiliate presidents and they will echo my thoughts.

We are all busy. It's so easy to let others do the committee work and be grateful for that volunteerism. But, it feels even better if you are involved yourself. Frankly, every brain brings good ideas to the table. Want an example of how you might help? If you called just 5 non-members

and let them know why you belong to HPBA Pacific, why they should, we might add to the 'voice' we need when we go to our legislators. A bigger group understandably gets bigger attention.

I imagine I'll see most of you at our Round Up in Sacramento June 5 & 6. I want to hear from you how we might best serve you. That's why we've inserted a mail-back survey here. Please take 3 minutes to fill it out and return it to the staff office. What you want and think matters to me.

Thanks.

Mario Allen
Associated Energy Systems
HPBA Pacific President

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EDUCATION: MARCH 1-3
GEORGIA WORLD CONGRESS CENTER
ATLANTA, GA

Register today for the 2017 HPBExpo @ hpbexpo.com!

Don't miss the 2017 HPBExpo in Atlanta, Georgia from March 1-4! See the latest in consumer trends & technology and take part in the dozens of classes that will help you market your business better, operate leaner, and offer the latest technical classes that help your employees expand their knowledge on various products. You also won't want to miss the affiliate party on Wednesday evening, March 1 at Der Biergarten.

In addition of registering, save the date for these important Government Affairs Expo Meetings:

**A Briefing on What Retailers Need to Know
About Woodburning Test Methods**

FRIDAY, MARCH 3

10:00am - 11:00am

Woodburning Innovations Pavilion (Outdoor Burn Area)

Check out the new Woodburning Innovations Pavilion in the Outdoor Burn Area (Booth 4801) during show hours, in which exhibitors will be burning their newest NSPS-compliant woodburning appliances. Retailers should plan to attend the special briefing being held on Friday, March 3 from 10:00am-11:00am covering woodburning test methods.

**For Retailers, Distributors, and Reps:
Government Affairs Update Meeting**

FRIDAY, MARCH 3

3:00pm-4:30pm

Room C102

HPBA's Government Affairs staff will provide you with everything you need to know about tax credits, changeout program opportunities, glass-fronted gas fireplace safety, and state and federal issues, and their impact on you and your customers.

2017 New California Laws

Here is a short summary of laws that were changed/updated in 2017 courtesy of the Sacramento Bee.

Contractors

The fatal 2015 collapse of a balcony in Berkeley spurred legislators to examine how the state vets building contractors. The result was Senate Bill 465, which compels the California Department of Industrial Relations and the Division of Occupational Safety and Health to tell the Contractors State License Board when the state punishes wayward builders. The measure, watered down amid heavy lobbying from the building industry, also requires contractors to tell the licensing board about past convictions for felonies or other crimes that could affect their work.

Distracted Driving

One swipe or one tap: that's all the phone interaction you get while driving, thanks to Assembly Bill 1785, which limits motorists to simple actions on mounted phones. Existing California law had already banned texting or making calls while behind the wheel unless a phone is hands-free. Assembly Bill 1785 tries to maintain the prohibition on distracted driving while allowing people to use GPS.

Car Seats

The littlest Californians will also be affected by a new road safety law. Assembly Bill 53, passed back in 2015, requires that kids under the age of 2 be fastened into rear-facing child safety seats. There's an exception for children who weigh at least 40 pounds or are at least 40 inches tall. Children under the age of 8 will need to ride in the back seat.

Mail Ballots

Sweeping changes to how Californians vote are coming, thanks to Senate Bill 450. Many of the bill's provisions won't kick in for a while, but one change that takes effect on Jan. 1 should make casting a ballot easier. Voters can now return mail ballots at any county elections office in the state, not just in the county that issued the ballot.

Voter Registration

Another effort to facilitate voting, Assembly Bill 1436, passed back in 2012 but takes effect on Jan. 1. It allows people to register to vote on Election Day, with county elections headquarters serving as registration hubs starting two weeks before Election Day. Technically it allows for "conditional voter registration," which means the ballots aren't counted until officials verify the voter is eligible and hasn't cast a ballot elsewhere. Current law cuts off registration 15 days before Election Day.

Epi-Pens

More places will be able to treat allergy attacks by stocking epinephrine auto-injectors under Assembly Bill 1386, which allows pharmacies to dispense the devices to colleges, private businesses and other venues that have a plan in place for using Epi-Pens. Gov. Brown signed the bill with some reluctance, saying the measure could save lives but lambasting manufacturer Mylan for "unconscionable price increases."

Right-to-Try

Aimed at dying Californians who are running out of time and options, Assembly Bill 1668 allows drug manufacturers to make available treatments that haven't gone through the full Food and Drug Administration approval process. Patients would need to have exhausted other options, including trying to get into clinical trials, and get the OK from two different physicians. Even then, drug companies could decline.



New Web Site

A new web site has been under development for the past several months. It is just about ready to go live. The content will be the same, but the look and feel will be very different. It will be much easier to navigate and will enable us to keep it updated with the latest information. One key difference is that everyone will have their own personal profile page that will display information customized for you, including your NFI certifications and continuing education units (CEUs). If all goes as planned, the new site will be live at HPBExpo. Be sure to stop by the Member Services booth to see it and learn how to navigate through the various options.

New NFI Certification

Over the past 15 years NFI has focused our attention on installers of woodburning, gas or pellet appliances. These certification are desperately needed to help establish our industry as a trade like plumbers and electricians and to help separate the professional hearth retailer from others that seem to come and go. Over the years many sales people have also been certified to show their customer's that the information they provide is credible. But, there has always been two stumbling blocks that sales personnel faced. First, much of the NFI material does not apply to the sales person. They don't need to know about roof safety, what size hole to cut and other topics directed only at the installer. Second, the sales person needs significant technical knowledge about all three fuel types. The National Fireplace Institute is proud to announce that a new certification is being developed to meet this need head-on. The Hearth Design Specialist certification will be geared to answer this need. A committee of Subject Matter Experts (SMEs) and our psychometrician have been pouring over the data from last year's Job Analysis Survey. The manual is currently under development. This summer the exam writing process will begin and we expect to offer the first exams this fall. Watch the HPBEF monthly newsletter to up to the minute information.

New NFI APP

At a recent training meeting I was showing the attendees a very handy smart phone app used to determine the pitch of the roof. Everyone thought that was great. Then we started to discuss some of the mathematical formulas used while installing hearth appliances and you could see their eyes glaze over. I said, "Why can't there be an app for that?". Later that night, I thought about it and decided, yes, there can be an app for that. Working with our web developer NFI is introducing a smart phone app to answer that cry. The app will help do the calculations for 5 common installer functions:

1. Proper stove placement in corner installations
2. Proper size hole to cut in the roof
3. Vent system height to meet the 3', 2', 10' Rule
4. Vent system extension with cathedral ceilings
5. Combustion air calculations using the KAIR formula

The app will be available for both iPhones and Android based phones. It will be free to download. The free version will include one formula. It will cost 99 cents to activate the other four formulas. The app will also be available in time for HPBExpo in Atlanta. You can see it at the Member Services booth in the lobby.

GOVERNMENT AFFAIRS UPDATES

Quick Note Pertaining to Administration Changes

We wanted to remind our members of one important item when thinking about industry positions pertaining to NSPS with EPA. We've heard from several members believing that the EPA will be 'put out of business' with the new administration in Washington. While there is no doubt that the EPA will be impacted by new initiatives, this matter cannot be changed by executive order. It is not in the Hearth industry's best interest to throw out the New Source Performance Standards that we have negotiated to this point. Without a Federal NSPS, each state would make up their own standards. That would be a nightmare. If you thought NSPS was bad through the Fed's, imagine what it would be in California. With that, the industry would then have to manage 50 different NSPS (one for each state). This is a delicate situation which will be monitored very closely by HPBA.

Zero Net Energy

We also continue to work on NetZero and the impact that the states 2020 initiatives will have on this industry. When NetZero was brought to the association's attention in 2007, it was a real red flag- few new homes we're being built with gas lines running to them. With this, the local affiliate & National HPBA retain a consultant who is helping us navigate the muddy waters of Net Zero Energy. Countless hours and hundreds of thousands of dollars have gone to this effort which is still being worked on with everything from home pressurization testing to working with the California Energy Commission on zone modeling. The affiliate continues to try and find creative ways to keep zone heating viable in new construction along with promoting state of the art products that fit consumers needs.

Portola

Portola will be hosting a stove fair, much like last year, on April 29th. Save the date! More details to come.

San Joaquin

Public Advisory Workgroup Meeting #3 – District control measures.

The District will be holding the third meeting of the Public Advisory Workgroup (PAW) to discuss District control measures for the development of the 2017 Integrated PM2.5 Plan.

Date: February 9, 2017 (Thursday)
Time: 2:00 PM
In-Person: Fresno VTC room
VTC: Modesto and Bakersfield offices

For more information, visit: <http://www.valleyair.org/integrated-pm25-plan/>



BIG THANKS TO OUR GOVERNMENT AFFAIRS SUPPORTER

valor
Radiant Gas Fireplaces

HPBA Pacific would like to thank Valor, a supporter of the affiliate of many years. This year, Valor supported the affiliate with an additional \$1000 donation toward our Government Affairs activities. The West is continually at the forefront with issues that will eventually hit other states. HPBA Pacific will continue to work diligently in keeping fireplaces viable in California!

Save the Date! JUNE 5 & 6



The HPBA Pacific Regional Round Up will be held June 5 & 6 in Sacramento at the Turn Verein. Technical education, sales and marketing classes, a political update, food trucks, beer and more, all await!



Regionnews

California, Nevada & Hawaii
2304 Huntington Dr. # 210
San Marino, CA 91108

Save the Date - June 5 & 6!

**The HPBA Pacific Regional Round Up
in Sacramento at the Turn Verein.**

**Let us know how we can best serve you!
Fill out the enclosed survey.**

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