

Message from the President

Thank God for multi-tasking! I needed every bit of that skill while at the EXPO a few weeks ago. Like you, I was there to meet with customers, manufacturers, and reps. Then, there were the classes I wanted to sit in on and numerous social opportunities. I heard nothing but great comments about our Pacific reception the evening prior to the show opening. Great turnout, too!

This year I added the duties of affiliate board president to the week. There's nothing like attending the national board meeting to get a terrific overview of the industry concerns and efforts on behalf of our members. The communications committee meeting was an eye opener. Pat Rosengren attended that meeting and was amazed at the amount of publicity work being done on a National basis that feeds into our Pacific region. We'll try to get you updates on that as the year progresses. I am honored to be serving as your president.

Unlike HPBA EXPOs in the past, the anxiety level was much higher this year. In this "year of survival," I cling to the clichés of positive thinking that we have all practiced, perhaps half-heartedly during better times.

Not only is the glass still half full, but challenges still present opportunities and sometimes we need to go backward to find a door left open, waiting for us to walk through. Some of those doors may lead us down different paths, perhaps away from the Hearth industry. If that happens, I wish you well.

As the Hearth industry re-invents itself, small companies may become part of a larger team. Owners may become sales reps or store managers, undoubtedly, leaving some stress behind with their old title. This will leave more quality time for family, friends, and self. As an association, we will continue to provide you with better opportunities to improve your knowledge base and keep all your "doors" open.

You might take this time to get NFI certified or renew your certifications. There is a new "super session" and test, June 15th in Orange and a wood day in July. We'll keep you posted.

In the meantime, know you are part of a very strong association. Pacific membership is up with over 20 new members joining the existing 200 of us who know there's strength in numbers and who want to be apprised of all our government relations activities. Check www.hpbapacific.org for our latest efforts against wood burning restrictions.

Rob Lewis, *Canyon Fireplace*, President, HPBA Pacific

EXPO 2009 Report

- Manufacturers showed new products, along with some of the greenest technology yet.
- "Even though the attendance numbers were down, I would still say that this event proves to be successful in its technology growth and networking of people in the industry," says Debbie Ewens.
- HPBA Pacific hosted the annual Western States reception which attracted over 200 people from California, Nevada and Hawaii. Meeting industry friends and networking with new people always make this is a successful event!
- We want to thank the Robert H. Peterson Co. for generously sponsoring this event and for their continued affiliate support throughout the year!

New Savings

- Members get a special discount at Office Depot! If you are a HPBA member, you are entitled to a 10% discount on all office supplies at Office Depot. Follow the link below to fill out the form and fax it in to the number indicated on the sign-up sheet. <https://bsd.officedepot.com/>

Education

- The Hearth Education Foundation is pleased to announce two exciting additions to Hearth Online Training – OnDemand Sessions and Subscriptions! While live classes allow students to interact with their instructor, scheduling classes at a specific date and time can be difficult for some students. Recorded versions of live classes are now being offered. Students will be able to access the OnDemand classes at any time, day or night. Subscriptions will be based on a 12-month period starting April 1, 2009 through March 31, 2010 to coincide with HPBA EXPO. An individual subscription has an introductory price of \$199. Packages of five subscriptions will be available to companies for \$399, available to groups of 5 for \$199. For more information, contact HPBEF at 703-522-0024 or Vlahos@hpba.org.

NFI Gas Super Session!

- This is not your typical NFI event. Technical Fireplace Wholesale and HPBA Pacific will be hosting an NFI Gas Super Session at Technical Fireplace Wholesale in Orange, California, on June 15. This day will definitely energize employees with new hands-on training and in-depth analysis of how gas hearth systems operate safely. Registration forms will be sent out shortly. For more information, call the affiliate office, 626-237-1200.

Tax Credit Information

- Included in the 2009 Economic Stimulus legislation signed into law by President Obama on February 17, 2009, is a 30% (up to \$1,500) consumer tax credit in 2009 and 2010 for the purchase of a 75% efficient biomass-burning stove as measured using a lower heating value. The Hearth, Patio & Barbecue Association (HPBA) and the Pellet Fuels Institute (PFI), succeeded in improving the tax credit to promote renewable energy and help consumers fight rising home heating costs....more.
Visit <http://www.hpba.org/index.php?id=34>

Budget

- The California Governor's Office recently released a Fact Sheet on Business Advantages of the 2009-2010 Budget to help California business owners better understand the state economic stimulus and business provisions that were a result of the recent budget. View the fact sheet at:
<http://www.valleyconnect.com/documents/FactSheet-BusinessAdvantages2009-10Budget.pdf>

Links to Know!

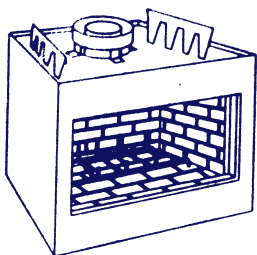
- www.YOUReality3d.com – Want a real life model of what your customers' barbecue is going to look like in their backyard? This is the program for you. This instantly brings the consumer's backyard to life and helps close the deal. It's an irresistible selling tool!
- www.epa.gov/woodstoves.com – Here is a site that the EPA has put up to offer information about woodstoves. Whether you need local wood-burning rules or technical information, check out this site for helpful tips.

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