



NEWSLETTER • SEPTEMBER 2020



A Message from Your Affiliate President

Hi all,
How are we in September? Spring? Summer? A blur. But one thing I know, dealers in our 3-state affiliate are beyond busy during this typically heavy sales time ... now over-the-top working to make up for lost months of the shutdown.

Every one of you has a story. But we are a resilient bunch and you are one email or one phone call away from me or someone in our industry who will help you.

We have businesses to run and families to support and that's just what we're doing. We are buoyed by an outstanding staff and national government relations team. You receive key regulatory information as fast as we receive it. That's been layered with important health and financial guidance. If you go on our website, www.hpbapacific.org, you'll see we've added a page of business referrals we feel confident can further assist with challenges you face.

Delivering on nearly all the content surveys you told us you wanted, we held our Dealer Round Up online. As we have reported, speakers, CEUs and attendance equaled our in-person event of last year. While we pivoted, so did you. The hands-on technical training will return in the Spring (see the Save the Date below).

I know you're busy. So, I'll end this note with two vital pleas: Keep aware of any local efforts to further the unwise march toward electrification at the expense of natural gas fueled home products and notify our staff so we can respond in a timely way (see further down in this newsletter). And, please take the health precautions that keep you and all around you healthy.

Best,

Time to Renew Your Membership

Your membership is what makes our efforts on your behalf possible. Please show your continued support of our industry. Renewing your membership is easy and convenient. Choose your best option to renew:

- [Online - www.hpbapacific.org](http://www.hpbapacific.org)
- Call the affiliate office - 626.237.1200
- [Download and email the membership form](#)

Renew your membership online here

Call for 2021 Board Members.Want to Guide Your Industry?

Want to make a difference? Your industry members need you.

Here is an opportunity to volunteer your passion to our industry. We are holding our annual call for industry members to step forward to be considered for the Pacific Affiliate's Board of Directors.

Board terms are for two years and begin at the end of the calendar year.

The requirements are:

- Be able to attend two face-to-face meetings throughout the year, plus about four conference calls as needed. It is expected that board members participate in Round Up and any other events the affiliate holds.
- Be willing to work on at least one committee or event that benefits general membership.
- Be available by email and be responsive (within 24 hours if possible) to communications

Submit your name if you are interested or if you know of industry members who are interested to admin@hpbapacific.org.

Download Board Member Application Form Here

Government Affairs on the Front Burner

If you carry gas fueled products, you may have heard that there is a very real threat to their sale. Your affiliate board and national government affairs staff are working to gather other stakeholders in the fight to educate well-meaning regulators who are using poor science. You will be hearing more from us on this challenge. Until then, please visit www.savemynaturalgas.org to learn what is being proposed by committees guiding major cities.



SAVE MY NATURAL GAS

Efficient and affordable natural gas should be an option for all

Here are all the companies that valued your

education enough to sponsor our Pacific Dealer Round Up event last month.



[Travis Industries](#)



WEST END BRICK N' FIRE

[West End Brick N' Fire](#)



[Mason-Lite](#)



[Kozy Heat Fireplaces](#)



[Tri-State Distributors](#)



[Copperfield Chimney Supply](#)



[RH Peterson Company](#)



[The King of BBQs](#)

SAVE THE DATES!

2020 Holiday Dinner – December 7th

Being optimistic, we are planning our Holiday Dinner in-person at The Firehouse Restaurant in Sacramento. It's too early to take reservations, but mark your calendar NOW! HO! HO! HO!

2021 Pacific Round Up – April 25th thru 28th

In person, next year...



Don't forget your money-saving coupon when ordering your NFI materials.



NEW SIMPLE PRICING

In an effort to simplify the NFI website we are making various improvements to the site. One of those improvements and most noticeable areas of change is the pricing section. **We are not raising our prices!** Currently there are 3 price choices when you select items from the website: HPBA Member price (30% discount), NFI or CSIA Certified price (20% discount) and Retail price. Moving forward only the Retail price will be shown and you will have a code to enter if you are an HPBA Member Or NFI/ CSIA Certified. Once you enter the Coupon Code during checkout the price will automatically be adjusted to the same price it has been.

Where to get codes

- HPBA Members can get their code from the local HPBA Affiliates <https://www.hpba.org/About/HPBA-Affiliates>
- CSIA certified technicians can get their code from CSIA
- NFI Certified Technicians can get their code NFI

Please contact info@hpbef.org if you have any questions.



**Always forgetting your member number?
Here's a great hint: Put it in your phone.**