



NEWSLETTER • DECEMBER 2020

## A Message from Your Affiliate President



Happy Holidays!

From every corner of our affiliate states, I hear that sales and service activity is booked through the winter! Driving this is pent up consumer need and a positive glimpse into normalization lent by inoculation news.

It would be easy to stay focused on the big negatives. First, the effect on our businesses and personal lives from the pandemic and second, the freight train coming at us engineered by those wishing to ban natural gas from our buildings. But I am honestly very optimistic about our recovery from the first, although it may be uneven. The second is going to need all of us uniting to mitigate the damage to our business.

So, as you continue to enjoy solid fall and winter business, know that your membership and your voices will be needed in the coming months and beyond as we urge regulators and politicians to mitigate their onerous fuel dictates based on wrong science.

I roll off the board at the end of December. It has been my pleasure to serve you and work with others on the board. I will continue to speak with many of you and will continue to listen to your issues and encourage your input toward the industry's challenges. I hope each of you will consider joining a committee. For now, I wish for you, your employees and especially your family, a very healthy and fireside warm holiday.

Best,

Officers:

President: Jay Hanson  
Vice President: Amie Ryan  
Treasurer: Bill Harris  
Rep. to National: Amie Ryan

Directors:

Pat Lopez  
Shannon Reyna  
Peter Ross  
Amie Ryan  
Craig Tranmer  
Russ Wold



## Toolkit for Retailers

Looking for best practices for your business success? Members have access to a list of resources and materials to guide retailers through marketing efforts, promotions, business management tools and more.

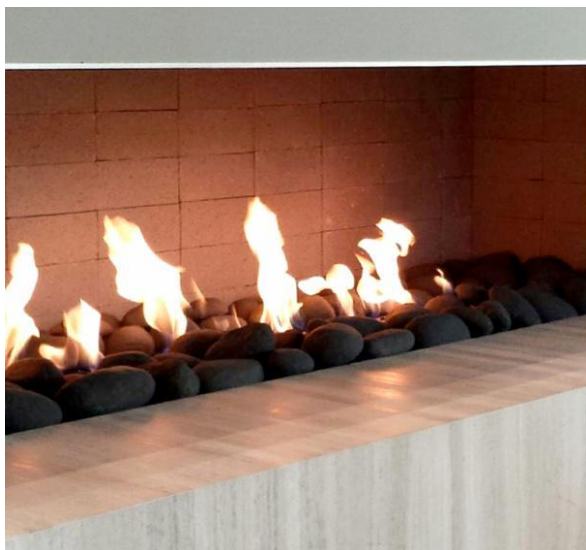


## Time's Up! Sign Up Today!

Send in your dues quickly and enjoy membership benefits for 2021 plus a 2020 tax deduction!

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

Join online today



## MASON-LITE

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Contact

Bill Harris

(949) 292-6512

[bharris@mason-lite.com](mailto:bharris@mason-lite.com)

## New flier to share with your customers



Are you getting questions about the gas ban?  
Your industry's position is clear!

[View Flier Here](#)

# The **Benefits** of **Membership**

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- Free admission to the national EXPO in Louisville in June.
- Mega Pacific Dealer Round Up in April, reduced fees
- Vital webinar sessions for the year.
- Save money! Take advantage of insurance, business advice, education program, payment processing, and travel.
- Get discounted NFI certification reviews and exams, and education and business seminars.
- HPBA is the legislative watchdog for our industry and keeps you updated on all the industry and product regulations.
- HPBA supports members with free consumer and industry research so that they can make better decisions for their business.

If you need help with your dues, we can split it in 2 payments. Also, check out the list of manufacturers who have stepped up to offer assistance in membership dues payment

**Kozy Heat's Osseo 29 & 34 Electric Fireplaces / Inserts are HERE!**

*Featuring:*

- 5000 BTU two stage heater with OFF (High/-Lo) with blower.
- 120V with long-lasting energy-saving LED technology.
- Timer: 30 minutes to 8 hours.
- 3 Rear Flame colors: Orange/Red, Blue, or Orange/Red combo with Blue.
- Rear flame adjustment for brightness and flame speed.
- 12 color ember-bed lights with adjustment for brightness, continuous cycle of colors or ember-bed off.
- 1 year warranty. Replacement parts in stock at Kozy Heat.
- Inserts capable of using the Chaska Series shrouds and screen fronts.



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Exclusive Regional Sales  
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www.sierramarketing.net

**SAVE THE DATES! In Person but Outdoors**  
**April 25th thru 28th!**

  
Hearth, Patio & Barbecue Association

**MEGA PACIFIC  
DEALER ROUND UP**

**ANNUAL MEMBERSHIP MEETING  
& EDUCATION CONFERENCE**

## What Do You Want? We want to hear from you!

What are two things you want from your association right now? Answer by clicking on the button below.

Answer Here



COMMERCIAL  
AUTOMOBILE  
PERSONAL  
LIFE & HEALTH

WE GOT YOU!

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## Cyber Security - Are you taking it seriously?

Click on the link below for a list of email and social media security tips.

Email and Social Media Tips

## Interested in advertising in this newsletter?

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**Always forgetting your member number?  
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