



North Central HPBA

# update:

## BURNING NEWS & ISSUES

### President's Update

As another selling season comes to an end, many stores once again reported record sales. It appears that people are spending money on home improvements, rather than taking vacations. This trend has been good for our industry; let's hope this continues.

As your business is constantly changing, so is our organization. NCHPA is now NCHPBA; however, our focus will not really be changing. Our main goals are to improve the education of the membership, increase membership benefits, and promote the sales of our products. To aid your operation in becoming the media source within your area, we now have a number of press releases which are available from our affiliate office. There will be excellent educational classes at both the HPBA Expo in April and our Annual Membership Meeting in May.

This year is our 10th anniversary. In addition to our normal activities, we are adding some

additional surprises. If you have never attended our May meeting, this will be one you do not want to miss. By now you all should have received

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information on registration. Mark your calendars and get your registration in, this event will be worth the investment. I will be looking forward to seeing there. ■

Good Luck,  
Bill Sylvester

### Spring Program at Gull Lake

This year's spring conference and annual meeting will be held at the Madden's resort on Gull Lake. This is another of Minnesota's gorgeous facilities. Everyone raved about the Grand View, well, this is just across the lake. We are giving you the opportunity to taste another of the state's finest facilities. Come explore the woods and lake with us.

The education program will provide you with an opportunity to learn more about this industry. If you

think you know it all, well think again. This program has something for everyone. The brochure was already mailed. Please note that Madden's has an early lodging release date of 3/19/02. Book your rooms now. Also — don't forget to sign up for the education program early too. We do accept sign-up on site, but it sure helps for planning and materials preparation, name tags, and other program needs if we know in advance. Help us make this program another success. ■

### Golf at the Classic

The spring program at Madden's hails a golf course designed by Robert Trent Jones. This golf architect is world renowned and the "Classic" plays to its reputation. It is stunning and a wonderful challenge.

The outing starts at 11:00 a.m. on Sunday May 19, 2002 with 10-minute tee times. See the program brochure for registration and fees. ■

## EXPO in Anaheim

The largest Trade Show of the Hearth, Patio and Barbecue industry is slated for April 10-13 in Anaheim, California. A record number of booths for indoor and outside are already booked. If you've been in the past, you know you have to go again. If you have never

been there, you have to go to see what you have been missing. Register on line from the HPBA web page at [www.hpba.org](http://www.hpba.org) or call Fax on Demand by dialing 877-730-4802. More information is contained in the flyer in this newsletter. ■

## NFI Unveils New Certification in Anaheim

The National Fireplace Institute is unveiling its new wood and gas certification programs in Anaheim. An enclosed brochure provides details on the new programs. Certification is good for three years. Continuing education credits will be required for re-certification or

you can retake the exam. Education needs to be in technical, safety, health & liability as well as electives such as sales, service organization & management or communications. ■

## Email Update?

Anyone who would like to get their newsletter electronically should sign up for it by contacting the NCHPBA office at [NCHPBA@chorus.net](mailto:NCHPBA@chorus.net) with a note of this desire. You will then get it electronically and not

via ground mail. Anytime you want to discontinue the electronic newsletter you simply need to notify the office to be removed from the electronic newsletter mail list. ■

## Outdoor Wood Boiler Position Statement

*The Board of Directors approved this position statement. HBPA was asked to establish a dialogue and work with members.*

In August of 2001, the NCHPBA (then NCHPA) Board of Directors went on record requesting HPBA (then HPA) to determine if any action should be taken in regards to Outdoor Wood Boilers. A large number of calls were received at the association office during the Great Wood Stove and Fireplace Changeout that complained about the "dirty and smelly black smoke" from outdoor wood boilers. This, in combination with discussions from state officials that they were "very" concerned about wood boilers and their emission as well as the knowledge that local ordinances were enforcing a variety a restrictions led NCHPBA to request some type of investigation by HPBA before government intervention. NCHPBA has not in the past nor will it in the future take any action to "restrain trade." This is not only a violation of NCHPBA Board policy (# 017) but also of the Sherman Antitrust laws. NCHPBA has taken a proactive stand on clean burning as evidenced by the 2000 and 2001 Woodstove and Fireplace Changeout activities. NCHPBA's action to request HPBA's involvement with clean burning issues related to Outdoor Wood Boilers is simply an extension of our proactive stand with the Stove Changeout.

Through our request for HPBA's involvement we hope to:

1. Promote the correct use of outdoor wood boilers and discourage the practice by consumers to use them as "glorified burn barrels." Burn barrels are illegal in Wisconsin Minnesota and Michigan.

2. Encourage manufacturers to work closer with their distributor and dealer networks to stop the practice by some in the industry of promoting outdoor wood boilers to be used to "burn anything." This could readily be construed as encouraging their use as though they were burn barrels, which is an illegal practice.
3. Encourage manufacturers to develop the most clean burning technology possible. All "smoke" goes into the air and water supply which affects people, plants and animals alike.
4. Encourage voluntary industry standards to avoid multiplicity of local, state or federal government intervention. With very little research, NCHPBA discovered there are various types of restrictions to use of OWB. Some restrict to only non-urban areas or a specified distance between housing units. Others have imposed regulations to extend the height of the chimney beyond the factory length. Some localities have determined to ban outdoor burning of any type altogether which affects more than just the OWB.

Negative press is bad for the industry as a whole. It would be also be bad for the industry if we simply sat back and waited for government to step in and establish strict compliance rules. Avoidance of the issue sends the message that the industry really doesn't care about all our products, how they burn or how they are used unless forced to do so by law. We need to make and promote the cleanest burning product possible. We need to regulate ourselves. ■

## Laws and Rules: What's New!

*This is a new feature for NCHPBA Update. We will try to provide you with rules and regulations that may affect you. If you know of anything we should write about — please let us know.*

The state of Wisconsin has initiated two laws which affect all drivers on any road in the state. The first is Wisconsin Act 15. This was enacted to take effect July 1, 2001. It is regarding passing stopped emergency vehicles, tow trucks and highway construction or maintenance equipment. If any such vehicles are displaying visual signals (flashing lights), and are parked or standing on or within 12 feet of a roadway, you must safely and with due regard for traffic conditions, move into a lane further from the parked vehicle, if there are two lanes of traffic flow in one direction and you can move over. You must slow down and pass by the stopped vehicles safely if there is only one lane of traffic flow in that direction or you cannot move into a farther lane. Fines for not complying are financial as well as possible license suspension for up to two years.

Also just enacted (December 17, 2001) is Wisconsin Act 34 in regards to following behind a snow plow. You must stay behind by 200 feet when the posted speed limit is at least 35 mph and the snowplow is engaged in highway winter maintenance snow and ice removal and is using lamps. It does not apply if the snowplow is stopped or standing in the highway. This subsection does not apply when overtaking and passing a snowplow, but the fact that the operator of any vehicle upon a highway having a posted speed limit of more than 35 miles per hour follows the snowplow more closely than 200 feet for one mile or more or follows more closely than 200 feet when the snowplow is moving at the maximum speed limit is prima facie evidence that the operator of such following vehicle is violating this subsection. (that sentence is exactly as written in the law – I did NOT write it).

Sioux Falls, SD has just approved a new mechanical code that allows use of vent free appliances with some restrictions. For more information on this go to [www.state.nd.us](http://www.state.nd.us)

## Ten Year Anniversary

It is time to celebrate the ten short years of NCHPBA. Many of you have been in existence long before the association was born. Some of you are new to the industry. Whatever your experience, it is time to celebrate. Come and join us.

Boards to post photos of the worst and the best installs will be available. This will be more fun if you help fill these boards with photos from your files. Label the back and they will be returned. Or, take the photo off the board and back home with you after the program (as long as it is the one you brought!).

Please bring a photo or send it to the office before the program so it can be posted in advance. Denny Hildebrand does not want to be the only one with photos.

## Dumb Laws Still on the Books!

### South Dakota

- No horses are allowed into Fountain Inn unless they are wearing pants.
- It is illegal to lie down and fall asleep in a cheese factory.

### Iowa

- Kisses may last for no more than five minutes.
- One-armed piano players must perform for free.

### Michigan

- A woman isn't allowed to cut her own hair without her husband's permission.
- There is a 10 cent bounty for each rat's head brought into a town office.

### Minnesota

- A person may not cross state lines with a duck atop his head.
- All bathtubs must have feet.

### North Dakota

- It is illegal to lie down and fall asleep with your shoes on.
- Beer and pretzels can't be served at the same time in any bar or restaurant.

### Nebraska

- It is illegal for bar owners to sell beer unless they are simultaneously brewing a kettle of soup.
- If a child burps during church, his parent may be arrested.

### Wisconsin

- You must manually flush all urinals in a building.
- Whenever two trains meet at an intersection of said tracks, neither shall proceed until the other has.

Thanks to [www.dumblaws.com](http://www.dumblaws.com) ■

Let's fill up those boards.

Monday evening will also be time for entertainment. Straight from the stage of the Woodtick Musical Theatre in beautiful downtown Akeley, Minnesota comes lights, camera, action... well skip the camera part and move on to the lights and action. The Woodtick Musical Theatre show will take the stage at 8:30 p.m. on Monday, May 20, 2002 for their block buster finale: and if you'd like, you can bring your own camera. Bluegrass, folk, country, gospel, and "grate" entertainment with humor and comedy for all. There is going to be a variety of music and a special evening of fun. A terrific way to recognize our 10 years. Definitely not something to miss. Be There! ■

## Candidates Sought

Elections will be announced at the May 20, 2002 annual meeting. Candidates for seats on the Board are being solicited by the Nominations Committee. Retailer, distributor, manufacturer or representative openings... ■

## HearthCheck Flyer Available.

NCHPBA developed a training program for a simple methodology of testing house pressure. This four hour program has already been taught in the Twin Cities last August and will be taught again at the spring program in Gull Lake. We have also developed a program flyer that can be used in your showroom. Copies of this flyer will be available off the web or from the NCHPBA office. ■

## Barbecue & Patio

It is not too early to start advising consumers to think about their barbecue and patio needs. Can that old grill be cleaned well enough to be used again or should a new one be considered? Can the old patio furniture be scrubbed down again? Will the frayed material stretch and dump your guests during dinner? Tell your customers to not take chances with safety or a ruined dinner. Replace that old grill and furniture. Or take the opportunity to show all the various grill and patio accessories that are available from lights to fountains. Start marketing now. ■

## Spring Sponsors Sought

Once again industry members can help support the spring program and be acknowledged with signage and formal recognition at the banquet when a plaque will be presented. You will also be acknowledged in the newsletter and other mailings as possible. You can request an event sponsorship or become a gold, silver or bronze sponsor at the level of \$500, \$250 or \$100. Simply send in your check with the level noted or include a note. You can also email or fax your intent and request a form to be sent for a written record. ■

## Tips and Tools

HPBA has prepared a number of materials to help you in your business. These are available from the NCHPBA office or the HPBA web site. Included are Marketing Tips Sheets to help specialty retailers refine promotions; Industry Media Releases that can be good background for reporters or editors; Product Fact Sheets for consumers; and Marketing Tools with examples to help disseminate information.

Check the HPBA web site and go to their newsroom at [www.hpba.org/newsroom](http://www.hpba.org/newsroom) to download information. The materials can also be obtained in small quantities from NCHPBA or in quantities of sets of 50 from HPBA. This is a benefit for members so take advantage of these materials. Call, fax or email your requests. The materials will be shipped out within 24 hours (if at all possible) ■

## Calendar

**March 12, 2002**  
**Board of Directors**  
Teleconference

**April 10-13, 2002**  
**EXPO**  
Anaheim, CA

**May 19-21**  
**Membership and**  
**Annual Meeting**  
Gull Lake, MN



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