



6209 Mid Rivers Mall Drive, #195
St. Charles, MO 63304

Don't Miss Out...
Register now for
the MWHPBA 2010
Annual Meeting!

MWHPBA 2010 Annual Meeting

August 1-2, 2010 • Westport Sheraton Chalet • St. Louis, MO

Join us for a day of networking followed by a day of education sessions including concurrent workshops. You'll leave this meeting FOCUSED and MOTIVATED about your business!



EARN CEU'S TOWARDS RE-CERTIFICATION

Earn up to 6 CEU's towards your NFI or CSIA re-certification while attending industry related courses designed to improve your business. **Owners:** Save money by bringing your employees, so they can keep current with the needed CEU's for re-certification.

LAST CHANCE TO SEE THE LATEST PRODUCTS

Join us at the Last Fling til Spring sponsor reception and view some of the latest products and services from top manufacturers in our indoor and outdoor product showcase.

CONNECT WITH YOUR PEERS

Networking opportunities are abundant. You can golf with your friends at our 4th Annual Golf Outing, dine with colleagues at our Last Fling til Spring, gather ideas from your peers at the Roundtable Breakfast, and much more.

Annual Meeting Schedule

Key: **B** Business Session
T Technical Session
S Safety Session

Sunday, August 1, 2010

8:00 AM - 5:00 PM NFI Certification Gas, Woodburning, and Pellet Review Courses and Exams

NFI Certification is recognized as the basis for a specialty license to install hearth products in a number of state, county and municipal jurisdictions, including the City of Lawrence, KS, Salina, KS, and Wichita, KS. By becoming NFI Certified you can increase sales, earn stature with local officials, reduce your insurance premiums, and have a more productive and knowledgeable staff.

9:30 AM - 4:00 PM MWHPBA 4th Annual Golf Outing

Join MWHPBA Sunday afternoon for our Annual Golf Outing at Crystal Springs Quarry Golf Club. The Crystal Springs Quarry Golf Club is St. Louis' ideal destination for gorgeous scenery and challenging holes. The registration fee of \$50 includes 18-holes of golf and golf cart. Teams will consist of a four-person scramble.

6:30 PM Last Fling til Spring

New in 2010 is the "Last Fling til Spring" sponsor reception. Join us for dinner, networking, and our product showcase — a last chance to see some of the latest products from the top manufacturers in our industry before the selling season. At this year's venue, we have both burning outdoor displays and indoor displays.

Monday, August 2, 2010

7:30 AM - 8:00 AM Registration open for all exhibitors and attendees

8:00 AM - 9:00 AM Breakfast with Roundtable Discussions

Attendees will have the opportunity discuss with their peers issues facing their business and the industry and/or share how they have overcome these issues. Topics will include seasonalizing your showroom, finding and retaining good employee, social media, and more.

9:00 AM - 10:30 AM Concurrent Workshops

T "Installers Corner" (1.5 CEUs)

David Pomeroy, David Pomeroy Signature Training

This program will provide tips and tools that will save time. Find out how to eliminate waste with the creation of job boxes and vehicle organization and develop check lists that improve your performance. You will also learn that how you do your installation is as important as what you do!

B "Adding Chimney Service to Your Business" (CEUs Pending)

Ashley Eldridge, Chimney Safety Institute of America

Have you ever received requests to service or clean one of your customer's chimney or have you maybe thought at one time of adding sweeps to your list of services? Well then you don't want to miss this session. Learn the ins and outs of the sweeps and chimney service business and what certifications and equipment you will need to get started.

10:30 AM - 11:00 AM Break, Product Showcase

11:00 AM - 12:30 PM Concurrent Workshops

T "Electric Ignition" (1.5 CEUs)

David Pomeroy, David Pomeroy Signature Training

In this session, attendees will learn about the movement towards electronic ignition and systems used (HSI, DSI and IPI). Find out how an IPI system works and how to troubleshoot them. Also, learn about Flame Rectification and common labeling for control modules. Attendees will take home a troubleshooting IPI guide.

S "Health & Safety in the Workplace"

Ashley Eldridge, Chimney Safety Institute of America

The health and safety of your employees should always be a major concern to you and your business because your employees deserve to know how to best approach their job and follow proper procedures. In this session, learn what you need to do to develop a safety policy and work rules, what your commitment should be to your workers, and how to get this message across.

12:30 PM - 2:00 PM Lunch, Annual Meeting of the Members, HPBA Update, Product Showcase

2:00 PM - 3:30 PM Keynote Presentation

B "Time Management" (1.5 CEUs)

David Pomeroy, David Pomeroy Signature Training

Have you ever wanted to accomplish more in less time? In this course you will find out how to manage self vs. manage time, how to establish priorities, and avoid time robbers. Learn effective goal setting, how to use technology vs. becoming its slave, and how to get organized. You will take home templates for analyzing your time use.

3:30 AM - 4:15 AM Break, Product Showcase

4:15 PM - 5:45 PM Keynote Presentation

B "What Retailers Need to Know about NSPS" (1.5 CEUs)

Allan Cagnoli, Hearth, Patio and Barbecue Association

The EPA's wood stove certification program, formally known as the New Source Performance Standard (NSPS) for residential wood heaters was last revised in 1988 and is currently under review. Learn about the NSPS process and how it works; why the changes to NSPS have been compared to a freight train at full speed; how business plan adjustments may affect retail sales; the impact of reducing particulate emissions in residential areas; and what HPBA is doing to effect changes in the NSPS.

5:45 PM - 6:00 PM Final Words, Meeting Adjourned

Schedule subject to revisions.

*Thank You MWHPBA
2010 Meeting Sponsors*

Platinum Sponsors:



Silver Sponsors:

■ EvenTemp Distributing ■ Hitzer

Bronze Sponsors:

■ Arnold Stove & Fireplace Shop ■ Olympia Chimney Supply
■ C. Bennett Building Supply ■ Napoleon
■ Clayton Sales Company ■ Robert H. Peterson
■ Empire Comfort Systems ■ Southwest Fireplace Supply
■ HearthStone ■ Travis Industries
■ HMI Fireplace Shop



Hotel Reservations

The 2010 Annual Meeting will be held at the Sheraton Westport Chalet in St. Louis, MO. This newly renovated hotel is centrally located within St. Louis County and just five miles from Lambert Airport.

To make reservations: Call the Sheraton Westport Chalet toll free at (800) 822-3535 and ask for the Midwest Hearth, Patio and Barbecue Association group rate. *(Check with the hotel directly regarding hotel cancellation policy.)*

Room Rate: \$90 per night, plus tax.

Cut-off date for hotel reservations is July 11. Space is limited so make your reservations TODAY!

REGISTRATION FORM

MWHPBA 2010 Annual Meeting

August 1-2, 2010 • Westport Sheraton Chalet • St. Louis, MO

Yes, I'm looking for proven ways to substantially boost my business.

Name _____ Title _____

Company _____ E-Mail _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Additional Registrations:

1. _____ 3. _____

2. _____ 4. _____

<u>Category</u>	<u>Fees</u>	<u># Attending</u>	<u>(x) Amount</u>
Early MWHPBA Member Rate (prior to July 11)	\$ 130.00	_____	_____
MWHPBA Member Rate (after July 11)	\$ 185.00	_____	_____
Spouse, Additional Registration	\$ 99.00	_____	_____
Golf Outing on August 1	\$ 50.00	_____	_____
Non-Member Rate	\$ 250.00	_____	_____
TOTAL			\$ _____

REGISTRATION FEES include Last Fling til Spring Reception, education sessions and all meals on Monday. This does NOT include hotel room, NFI certification, or the golf outing. *Meeting Cancellation Policy: Refunds will not be given after July 26.*

PAYMENT OPTIONS

Visa MasterCard Discover Check (Payable to MWHPBA)

Credit Card # _____ Expiration Date: ____ / ____ Amount \$ _____

Name as it appears on card _____ Signature _____

MWHPBA OPEN GOLF TOURNAMENT

Teams will consist of a four-person scramble. Please rate your skill level using a scale of A, B, or C, where A is an experienced golfer and C is not as experienced.

Player 1. _____ Level: A B C

Player 2. _____ Level: A B C

Player 3. _____ Level: A B C

Player 4. _____ Level: A B C

PLEASE RETURN THIS FORM TO:

MWHPBA • 6209 Mid Rivers Mall Drive, #195 • St. Charles, MO 63304

Phone: (314) 256-9926 • **Fax:** (314) 256-9950



Become NFI Certified Today

NFI Gas, Woodburning or Pellet Review Course & Exam

for MWHPBA Hearth Professionals

Sunday, August 1, 2010 (8:00 am to 5:00 pm)

- Yes, I want the competitive edge! Sign me up for the Review Course and Exam!
NFI Location: Westport Sheraton Chalet, 191 Westport Plaza, St. Louis, MO 63146

Name _____ Company _____
 Address _____ City _____
 State _____ Zip _____ Phone _____
 Fax _____ E-Mail _____
 Additional Registrations 1. _____ 2. _____
 3. _____ 4. _____ 5. _____

Gas Review Course & Certification (Sunday, August 1, 2010 – 8:00 am to 5:00 pm)

Category	Fees	# Attending	(x) Amount
Member Rate	\$319.00*	_____	_____
Non-Member Rate	\$514.00*	_____	_____
TOTAL \$			_____

Wood Review Course & Certification (Sunday, August 1, 2010 – 8:00 am to 5:00 pm)

Category	Fees	# Attending	(x) Amount
Member Rate	\$319.00*	_____	_____
Non-Member Rate	\$514.00*	_____	_____
TOTAL \$			_____

Pellet Review Course & Certification (Sunday, August 1, 2010 – 8:00 am to 5:00 pm)

Category	Fees	# Attending	(x) Amount
Member Rate	\$319.00*	_____	_____
Non-Member Rate	\$514.00*	_____	_____
TOTAL \$			_____

*Fee includes study materials (mailed directly to you when you register), review course, exam and box lunch.

Discounted Registration Fees: If three or more members from the same company register for a review course and certification by July 9, they are eligible for a \$30 discount (\$289 per registrant).

Deadline for NFI registration is July 9. NO CANCELLATIONS. If a minimum of 12 people have not registered for a review course and certification by July 9, that course will be canceled and all fees collected will be refunded less cost of training materials where applicable.

PAYMENT OPTIONS

Visa MasterCard Discover Check (Payable to MWHPBA)

Credit Card # _____ Expiration Date _____ / _____
 Amount \$ _____ Name as it appears on card _____
 Signature _____

PLEASE RETURN TO: MWHPBA Conference Headquarters

Mail: 6209 Mid Rivers Mall Drive, #195, St. Charles, MO 63304

Fax: (314) 256-9950 • Phone: (314) 256-9926

***Deadline for NFI registration is July 9. NO CANCELLATIONS.**

Why Certify?

- Validates Knowledge – You'll Gain More Confidence
- You'll Beat Your Competition – Customers Choose YOU
- Earn Stature with Local Officials
- More Productive Employees

