



## President's Letter-

HPBA continues to work hard on your behalf.  
And, it's grillin' season!

HPBA continues to fight on our behalf with EPA's NSPS. Negotiations continue with the agency and with the changes in the administration, HPBA is hopeful that there may be some compromise in the Step 2 process. As HPBA has also stated, they are continuing toward the initiative of phasing out pilot lights. This was/is a big issue with the DOE and will help us in continued discussions with that department.

Membership in the association is now more vital than ever before. There is power in numbers. Dues renewals will be going out in early September and we hope to see you on the 2018 renewal list. If there is something you believe the association should be offering that we currently are not, call me. We are here to service you, our members.

Conservatively, it is noted that over 75% of U.S. households own a grill. If predictions held, over 10% of those bought a new upgrade this summer. That's a lot of barbecues. From what I hear from other dealers, you got your share of those sales. But, those folks, and the other 90% of grill owners, still need (hey, there's a fine line between want and need, right?) accessories, rubs, sauces, tongs and mitts. These are typically good margin items. Upsell those items to customers looking for grills...!

Denny

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## New South Central Feedback Series- Ask our members!

Thanks for the feedback we got last month on our local affiliate meeting. Staff is working now on nailing down a location and date for our 2018 meeting. Stay tuned for those details.

As we continue to refine and develop more member benefits, we are looking at offering webinars on a more consistent basis. We would like to know what topics would be of interest to you. Please take our one question survey and let us know.

[Take our next survey question here!](#)

## Gas & Wood NFI Testing, Oklahoma City- September 29 &30.

Gas & Electrical will be offering NFI Certification, both Gas & Wood, September 29 and 30 in Oklahoma City. We strongly urge participants to register as early as possible for ample study time. [Download a registration form here.](#)

## Government Affairs Updates

**Legislative Tracking Software-** We are now tracking Legislative updates in the State of Texas. With several states now looking deeper into Zero Net Energy and adopting initiatives to support ZNE, this is an important step in keeping members up to date on what is happening on a local level. If you are interested in learning more, or want to get these alerts too, call the affiliate office- 903-533-1674.

**NSPS-** State officials in Connecticut are visiting dealers and making sure they are complying with NSPS rules. Would you be ready if a state official visited your store? As a refresher, [click here to read what dealers need to know about NSPS.](#)

**DOE-** The U.S. Department of Energy had been considering a regulatory action for pilot lights intended to conserve energy for all heating and decorative gas appliances. At the same time, HPBA has been advancing a revision to the standards for vented gas fireplaces, stoves, and inserts that would achieve these same goals while considering the unique attributes, functions, and technical considerations of each appliance category. The CSA Group, setting technical appliance standards worldwide, has accepted HPBA's proposal to phase out continuous pilot lights, sometimes referred to as "standing" pilots, by mid-2019—several years earlier than would be achievable through federal regulation. The standards being revised will disallow continuous pilots on newly-manufactured products currently covered under the Z21.50 and Z21.88 standards.

**Save My Natural Gas, Canada Effort-** Did you know that Mayor Gregor Robertson and the City of Vancouver have plans to aggressively ban natural gas in Vancouver starting

May 1, 2017? HPBA Canada has created a website and social media page to help keep natural gas in homes. [Click here to check out the website.](#)

**Change outs-** For a list of current change outs, [click here.](#)

## South Central Luncheon & Affiliate Party in Nashville

It will be only a few short months until registration is open for Expo in Nashville, 2018. We will have our annual Friday lunch and hope all members will be able to join us. We will also have our annual Joint States Reception on Wednesday, March 7 at Tequila Cowboy. Bring your Cowboy boots and get ready to line dance with us!

## Post HPBExpo 2017 Report.

Over the course of four days, HPBExpo 2017 attracted 6,781 registered attendees to the Georgia World Congress Center in Atlanta to eat, sleep, and breathe the latest innovations in indoor-outdoor living. With 411 exhibitors across 129,200 sq. ft. of show floor space, new business relationships were established, purchases were made, and HPBExpo once again ranked as the premier event for the entire indoor-outdoor living industry. [Read the report here.](#)

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