



**EXHIBITOR
OVERVIEW**

**STRIKE
THE OLD
WAY OF THINKING ABOUT
BUSINESS.**



**New Merchandise
and Mindsets about
Indoor-Outdoor Living.**

HPBExpo
MARCH 13-16, 2013
ORANGE COUNTY
CONVENTION CENTER
ORLANDO, FL
HPBExpo.com



**RETAILERS, BUILDERS AND
DESIGNERS ARE BACK IN
BUYING MODE.**

**REIGNITE YOUR SALES WITH
THE SHOW THAT'S REDESIGNED
FOR YOUR SUCCESS.**

The entire leisure lifestyle industry now represents a \$6.2 billion market, with an estimated 1.5 million hearth products and close to 15 million grills and smokers shipped in 2011.

But gone are the buyers with money to burn. Today, it's all about delivering more value for less cost. No one understands this new business approach better than HPBExpo.

Connect with the upper managers and owners who make up the majority of retailers looking for what you're offering. They'll talk to your reps and find out how your products work and the best ways to merchandise. Plus, they'll check out what their competition is buying.

Your competition is hot to get ahead, so prime exhibit space will go fast. Plan to be at the 2013 HPBExpo to explore a wealth of exciting opportunities in lead generation, professional development and networking, and cement the relationships with retailers that will grow and last a lifetime.

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A crowd of nearly 4,000 professionals

representing every category with an interest in indoor-outdoor living attends HPBExpo, including:

- RETAILERS
- SERVICE CONTRACTORS
- BUILDERS AND REMODELERS
- PROPANE RETAILERS
- LANDSCAPE DESIGNERS

HPBExpo: THE PEOPLE YOU WANT, THE PRODUCTS THEY WANT.

They know they'll find everything they need – and are satisfied with their ROI.

83%

said the total cost to attend HPBExpo 2012 was a good business investment.

81%

of 2012 attendees visited the New Product Pavilion, a number which has grown each year.

70%

network with manufacturers, reps and distributors.

68%

meet potential new suppliers.

65%

meet with current suppliers.



They are qualified prospects who have authority to place the order and arrange payment terms.

76%

have full or limited authority to purchase products and services.

74%

say they will definitely or probably expand their product line based on what they saw at HPBExpo 2012.

72%

say they are likely to purchase an important product or service within the year because of attending HPBExpo 2012.

THE DEMAND IS REAL.

92% ARE OPTIMISTIC ABOUT THE FUTURE OF THEIR BUSINESS.

While the home buying market may be bouncing back very slowly, the most recent statistics show:

- A patio or deck is one of the three features most requested of new homebuyers.
- Building a major garden or landscaping project is the second most popular home improvement choice among respondents asked what they would do with \$20,000.
- Aging baby boomers who want lawn and garden products and services for second homes and new living spaces will contribute to this \$133 billion market.

Source: National Association of Home Builders



PRIME EXHIBIT SPACE MAY BE GONE IN A FLASH.

RESERVE NOW.

To get started, visit www.hpexpo.com and click on “Apply to Exhibit” — here’s where you can:

- Choose your indoor and/or outdoor exhibit location – view the interactive floorplan or print a PDF.
- Print your indoor and/or outdoor application to complete off-line.
- Review the rules, regulations, deadlines and the contract.

Send your application and deposit now to secure your participation.

E-mail: derouin@hpba.org

Mail: 1901 North Moore Street, Suite 600
Arlington, Virginia 22209

Fax: (703) 522-0548

If you have any questions, or for more information, please contact:

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All profits from HPBExpo are reinvested in the industry in HPBA membership programs.



FLOOR FEATURES AND SPECIAL EVENTS

The 2013 HPBExpo offers a congenial atmosphere on and off the floor, including special events perfect for making connections with potential buyers.

- New Product, New Exhibitor Pavilions
- Burn Areas
- Receptions, Tailgating and Parties
- Awards Programs



“HPBExpo is where our dealers can tell us what does or does not work for them, and what’s important to their market. Where else can we showcase our designs for not only the current year, but for the future, and get honest feedback by listening to them? They can walk around our product, touch it, and experience the fire – something a picture or video will never be able to duplicate effectively. We at Travis look forward to it every year.”

- Kurt Rumens
President, Travis Industries

“HPBExpo has always been Kozy Heat’s most beneficial trade show. We get a chance to meet face-to-face with our customers, and sometimes face-to-face with our competitors’ customers. I would definitely book your booth as early as possible. The best way to get the best location is to sign up as soon as possible!”

- James Hussong
President, Kozy Heat

EXHIBITOR LIST 2012

A

3D Grill Distributed by Willow Wells

A.W. Perkins

Ace of Hearts BBQ Specialties, LLC

Acemera Inc.

Advanced Outdoor Concepts, Inc.

AEI Corp.

Alexander Mfg. Co.

American Chimney Shroud

American Express Open

American Fireglass

American Gas Log

American Panel Hearth Products

American Specialty Glass, Inc.

Anywhere Fireplace/ Devco LLC

Applied Ceramics, Inc.

Asmyca International Taiwan, Ltd.

Austin Baccus Company

AZ Patio Heaters

B

Barbour International

Beefeater Barbecues

Beijing Talent-Expo Co., Ltd.

Bernard Dalsin Mfg.

Best of Times LLC

Better Way Products

BIC USA

Big Green Egg

Big Woods Hearth Products/Stellar Hearth Products

Blaze King

Bliss Lights

Blue Rhino / Uniflame

Bluworld Homelements

Bon-Fire ApS

Boru Stoves

Brasa Fire

Bromic Heating

Buck Stove

Bull Outdoor Products, Inc.

Burley Appliances, Ltd.

Butane Propane News

C

Caframo

Cal Flame

Camco Manufacturing, Inc.

Canterbury Enterprises

Capital Cooking Equipment Inc.

Cardinal Gates, Inc.

Carson Rotisseries

Casual Living

Cata Marketing, Inc.

Central Boiler, Inc.

Challenger Cabinets

Changzhou Wujin New Star Clothing Co. Ltd.

Channel Products, Inc.

Chant Group, Inc.

Chien Sheng Machine Ind. Co., Ltd.

Chimney Safety Institute of America

Ciang Stoves Ltd.

Classic Flame by Twin-Star Intl.

ComfortGeni, LLC

Condar

Consumers Sales Network

Controls Inc.

Copperfield Chimney Supply

Copreci S. Coop

Cricket Hearth Products

Crossroads Coatings

CSA International

Cumberland Stove Works

Custom Stone and Door, LLC

D

Dampney Company, Inc.

Dansons

Dante Products

Design Specialties, Inc.

Dexen Industries

Diamond Hearths

Dimplex North America Limited

Diversitech

DKS Enterprises Co., Ltd.

Dormont Manufacturing Company

Dragonboard USA

DuraVent

E

Eagle Industries

Earthstone International

Elmira Stove Works

Empire Comfort Systems, Inc.

Empyre Furnaces & Boilers (Pro-Fab Industries)

Enders USA

Enervex, Inc.

England's Stove Works

Erwin & Sons Direct Imports, Inc.

Escalera, Inc.

Eucania/Revcor, Inc.

EuroKera North America

European Copper by Jack Arnold

EVERGREEN/ECO-heater Inc.

Evosus Business Management Software

F

Fahrenheit Technologies

Fairview Fittings

Fangyan Electric Co., Ltd.

Fire Cast Designs

Fire Gear, LLC

Fireplace Blocker, LLC

FireRock

Flitz International Ltd.

FMI Products, LLC

Formation Creation

Forrest Paint Co.

Forshaw

Fox Run Brands

Fuego North America

The Fulham Group

G

Global Outdoor Concepts, Inc.

Globaltec Fireplaces

GoGalley LLC

Golden Blount

Grate Chef, Inc.

Gray Metal Products

The Grill Daddy Brush Company

Grill Dome

Grill Greats - Division Du-Co Ceramics

Grill Innovations LLC

Grill Town Enterprise, Inc.

Guang Dong Tredy Electrical Co., Ltd.

Guangfeng Plastic Manufacture Co., Ltd

H

Haining Comer Manufacturing Co., Ltd.

Hamer Pellet Fuel

Hearth & Home Magazine

Hearth Classics

Hearth Products Controls

Hearthland Products/Memphis Grills

HearthStone Quality Home Heating Products

Heartland Appliances

Heat Storm by EnergyWise Solutions

Heat Surge, LLC

Heatmaster

Henan Hi-Flame Metal Ltd.

Hill Country Pottery

Hitzer Stoves

Home Fire Prest Logs

HWAM North America
HY-C Company

I

I.C.E., Inc.

IAPMO R&T

ICC - RSF

iGrill, LLC

Imperial Manufacturing Group

Industrial Supply

Infrared Dynamics, Inc.

InstaFire

Intertek

IPT Pellet Grills

Island Grillstone

J

J & J Household Articles Co., Ltd.

J & J Industries Company Limited

Jiangsu Gardensun Furnace Co., Ltd.

John Wright Company

K

Kamado Joe

KettlePizza

KidCo

Kingsman Fireplaces

Kozy Heat

L

Laizhou Yike Burner Co. Ltd.

Landy Vent UK Ltd

Lava Heat Italia

Lennox Hearth Products

Lightning Nuggets, Inc.

Lignetics, Inc.

Lion Premium Grills

Little Griddle Innovations

Log Style Mantels

Longview Products LLC

Looft USA

Love-Less Ash Company

Luxor Grills

...continued

M

MAK Grills
Man Law BBQ
The Marshall Group
Masterbuilt
Maverick Industries, Inc.
Maxitrol Company
Meeco Mfg. Co., Inc.
Mellor Electrics, Ltd.
Mendota Hearth Products/St. Croix Stoves
Metal Fusion, Inc.
Metal-Fab, Inc.
Meteor Inc.
Mill-Pac Black - Trocki-Gordon Supply
Minuteman International
Modern Elements
Modern Flames, LLC
Modern Home Products
Monmet Technologies, Inc.
Mount Vernon Mantels
Mr. Bar-B-Q
Music City Metals

N

Napoleon Fireplaces & Grills
National Chimney Supply
Neuex Hearth Products
Newmac Manufacturing, Inc.
Ningbo Anke Electrical Technology Co., Ltd.
Ningbo Homstar Electrical Appliances Co., Ltd.
Ningbo Huige Outdoor Products Co., Ltd.
Ningbo Jiangbei Chuangxin Electric Appliance Co.
Ningbo Laite Gas Stove Co., Ltd.
Ningbo Wanan Co., Ltd.
Nomura USA, Inc.
North Idaho Energy Logs

O

Oakland Living Corporation
Old World Spices & Seasonings
Olympia Chimney Supply, Inc.
O'Malley Wood Pellets
OMNI-Test Laboratories, Inc.
ON HOLD :32
Onward Manufacturing
Orion Safety Products
Ortal USA
The Outdoor Great Room Co.
OW Lee

P

Pacific Decor, Ltd.
Pacific Energy Fireplace Products
Paracclipse - Midlands Direct
Patio & Hearth Products Report
Patrick Industries
Pearl Mantels, Inc.
Pellet Can
Robert H. Peterson Company
The PigTail Food Flipper
Pilgrim Home & Hearth
pitmasterIQ.com
Port-A-Cool@
Portland Willamette
Prima Power North America, Inc.
Primaplus Industrial Co., Ltd.
Primo Grills & Smokers ProCom
Pro-Iroda Industries, Inc.
Promat - Microtherm
Pro-Pallet Carrier
Push Back Time, LLC
PZ Grill

Q

Qingdao Genjoy Home Fashion Co., Ltd.
Quick Brick Manufacturing, Inc.

R

R & R Living
RAIS
Rasmussen Gas Logs & Grills
Ravelli SRL
Regency Fireplace Products
Residential Retreat
RLH Industries, Inc.
Ronda USA

Rotom/Alltemp Products
Royal Chimney Supply
Runwin Electric
Rutland Products

S

S.I.T. Controls USA, Inc.
SABER Grills, LLC
Saffire Grill Co.
Sand Hill Wholesale & Mfg., Inc.
SaverSystems
SBI - Stove Builder International
Schott Robax
Security Chimneys
Selkirk Corp.
Service Magic
Shenzhen Walford Industrial Co., Ltd.
Shinerich Industrial
Skamol
Skytech Systems
SLR International Ltd.
SmartBurn International
Smok'n Spice
Softub Spas
Solaira Heating Technologies
Southern Specialties Outdoor Living
Stealth Mfg.

Stoll Fireplace Equipment
Stone Decorative Stone Source
Sud-Chemie, Inc.
Summit Appliance/ Denver Kitchen
Sunheat International
Sunset Bay Outdoor
Sunway Ltd. Guangdong
Supreme, Inc.
Sure Heat Manufacturing
Swiss Grill Limited

T

Tamman Electric Heating Elements Co., Ltd.
Tarantin Industries
TEC Infrared Grills/ Thermal Engineering
Technical Glass Products
Techome (zhongshan) Industry Co., Ltd.
Telescope Casual Furniture
Thermofilm Australia
Thermo-Rite Manufacturing
Timber Products Inspection/ Biomass Energy Labs
Timber Ridge Products, LLC
Total Hearth
Trans Continental Equipment
Travis Industries, Inc.
True Professional Series
TSE Element Manufacturing
Tulikivi US, Inc.
Twin Eagles, Inc.
Tyler Net, Inc.

U

Uni-Home Industry & Trading Ltd.
Unique Arts, LLC

United States Stove Company
Urban Fire Corp.
US Fireplace Products
USD Products

V

Valor/Miles Industries
Veracity Insurance Solutions
Vintage Luxury Grills
Vogelzang Int'l Corp.

W

Weber-Stephen Products LLC
Well Traveled Living
Wells Fargo Retail Services
West End Brick N' Fire Inc.
West of Memphis BBQ
WoodMaster/ Northwest Manufacturing, Inc.
World Marketing of America, Inc.

Y

Yalux Intl. Co. Ltd.
Yangjiang Henergy Industrial Co., Ltd.
Yangjiang Hengye Hardware Products Co., Ltd.
Yetong Industry Co., Ltd.
Yoder Smokers
Yosemite Home Decor

Z

Z-Flex US

ABOUT ORANGE COUNTY CONVENTION CENTER



Combining a striking setting with great amenities.

With 80-foot-high glass walls and distinct arched entrances, the Orange County Convention Center is a Central Florida landmark. The OCCC is located in the heart of Orange County, FL, just 15 minutes from the Orlando International Airport. The OCCC features:

- 950,282 square feet of exhibition space—including two acoustically engineered general assembly areas, 25 meeting rooms/94 breakouts
- Four food courts and two innovative, full-service restaurants overlooking the exhibit floor
- Easy unloading and loading, with two underground loading docks, 76 truck bays, nine drive-in truck entrances, two roll-up doors and an airplane door



At HPBExpo, you will meet retailers looking for the latest indoor-outdoor lifestyle products to meet their clients needs.

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