

IT'S TIME...



EXHIBITION: MARCH 3-5 EDUCATION: MARCH 2-4 GEORGIA WORLD CONGRESS CENTER ATLANTA, GEORGIA HPBExpo.com

IT'S TIME **TO RECONNECT**

THE TIME TO GATHER IS NOW





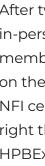


HPBEXPO RETURNS LIVE IN ATLANTA

There's never been a better time to experience expert-led education, reconnect with top suppliers and share strategies at North America's premier indoor-outdoor lifestyle event, HPBExpo. This is the single source destination for everything you need to exceed customer expectations and fire up your business.

You can be there live when HPBExpo returns in person to Atlanta. Boasting a rich history - packed with culture and entertainment - Atlanta is the hub of the Southeast. Offering 1,000+ flights per day and the convergence of three major interstates, it is easily accessible from any destination in the country.





It's no secret that the past few years have been difficult, but the hearth, patio and barbecue industry has proven resilient. You've met the challenge head-on transforming outdoor spaces amongst extraordinary supply chain disruptions and fluctuating retail guidelines. And it's paid off! Demand for our services is at an all-time high and clients placing greater importance on their outdoor living space are driving record sales.

That's why there's no better time to connect with colleagues, old and new, at HPBExpo 2022. We're fired up to offer everything you've come to expect from North America's largest indoor-outdoor living showcase, paired with some new and exciting features that are sure to become attendee favorites. Welcome back to HPBExpo!

Sincerely.

Dick Hoffman Chairman

REGISTER TODAY: www.hpbexpo.com

After two years apart, anticipation is building for the in-person return of HPBExpo. I've heard from countless members of the HPBA community, all eager to get back on the show floor to shake hands and make deals, renew NFI certification and reconnect with our industry. I'm right there with you. It's time to welcome you home to HPBExpo 2022.

MAKE TIME FOR ENDLESS POSSIBILITIES





Packed with interactive experiences, networking events and inspiring forums, HPBExpo offers something for everyone.

- Networking with 200+ top manufacturers and suppliers
- Access to 30+ premier HPB Education sessions, including brand new chimney education led by the Chimney Safety Institute of America (CSIA)
- Insight from industry luminaries such as keynote speaker Bridget Brennan and the Napoleon panel of distinguished guests
- Hands-on exhibitor demos and training
- **Transformational innovations** in the New Product Pavilion
- Timely government affairs updates
- Comradery with new faces and industry veterans

NOW IS THE TIME TO DISCOVER **OPPORTUNITY**

Some things really are better in person, and at HPBExpo, you'll see it all for yourself with exciting new product categories, state-of-the-art solutions and riveting hands-on demos.

NEW PRODUCT PAVILION AND ATTENDEES' CHOICE AWARDS



Curated with the latest innovations transforming the indoor-outdoor environment, this impressive space provides a glimpse into where the industry is headed. Don't miss the chance to vote for your favorite hearth and outdoor living product for the Attendees' Choice Awards. Honoring product marketability in the hearth and outdoor living markets, winners of these prestigious awards will be announced on Saturday, March 5.

HPB RECREATION SQUARE

New in 2022, an ancillary marketplace that will boost foot traffic on the show floor. Packed with products that compliment your offerings - like billiards, shuffleboard and other outdoor gaming. Build relationships with newfound suppliers and take your business to the next level with services sure to impress even the most selective client.

Here's a sneak peak of who will debut in at HPBExpo 2022:







IT'S TIME TO MAKE YOUR MOVE

TUESDAY, MARCH 1

1:00 pm – 5:00 pm HPBExpo Registration

WEDNESDAY, MARCH 2

7:30 am – 5:00 pm 8:00 am – 9:00 am	HPBExpo Registration HPBA Affiliate Executive	
	Directors Meeting	
8:00 am – 12 Noon	HPBA Gas & Solid Fuel Hearth	
	Appliance Manufacturer	
	Update Meeting	
8:00 am – 3:00 pm	NFI Certification Review Courses	
8:00 am – 5:30 pm	NFI/CSIA Online Exams	
8:00 am – 5:30 pm	Manufacturer Specific	
	Training Sessions	
8:30 am – 4:30 pm	HPBExpo General Education	
8:30 am - 4:30 pm	HPBA/ HPB Education/NFI Member	
	Benefits & Services Booth	
9:00 am – 11:00 am	HPBA Affiliate Staff & Leaders Meeting	
11:00 am – 12 Noon	Exhibitor Indoor Mandatory	
	Burn Meeting	
4:00 pm – 10:00 pm	Southeast HPBA Aquarium Tour	
	& Reception	
5:00 pm - 6:30 pm	HPBA Canada Member Reception	
5:00 pm – 7:00 pm	Mid-Atlantic HPBA Reception	
5:30 pm – 7:00 pm	MidStates & Midwest HPBA Reception	
6:00 pm - 8:00 pm	Joint HPBA Reception	
	(Oregon and Northwest)	
6:00 pm - 8:00 pm	Rocky Mountain HPBA Reception	
6:00 pm - 9:00 pm	Northeast HPBA Reception	

THURSDAY, MARCH 3

7:30 am – 5:00 pm	HPBExpo Registration	
8:00 am – 3:00 pm	NFI Certification Review Courses	
8:00 am – 5:30 pm	NFI/CSIA Online Exams	
8:30 am – 9:45 am	Keynote Address: Bridget Brennan,	
	Founder & CEO, Female Factor	
	Sponsored by Hearth & Home Technologies	
9:45 am – 10:00 am	- 10:00 am HPBA Annual Membership Meeting &	
	HPBExpo Opening Ceremony	
10:00 am – 5:00 pm	Indoor Exhibition	
10:00 am – 5:00 pm	HPB Recreation Square	
10:00 am – 5:00 pm	0 am – 5:00 pm HPBA/HPB Education/NFI Member	
	Benefits & Services Booth	
10:00 am – 5:00 pm	New Product Pavilion/Attendees'	
	Choice Voting	
10:00 am – 5:00 pm	HPBExpo 2023 Housing Selection	

10:30 am – 5:30 pm	Manufacturer Specific
	Training Sessions
1:00 pm – 4:30 pm	HPBExpo General Educ
1:00 pm – 5:00 pm	HPBExpo 2023 Priority

Sessions General Education 2023 Priority Booth Selection

FRIDAY, MARCH 4

7:30 am – 5:00 pm	pm HPBExpo Registration	
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8:00 am – 5:30 pm	NFI/CSIA Online Exams	
8:00 am – 5:30 pm	Manufacturer Specific	
	Training Sessions	
8:30 am – 4:30 pm	HPBExpo General Education	
9:00 am – 5:00 pm	Indoor Exhibition	
9:00 am – 5:00 pm	:00 am – 5:00 pm HPB Recreation Square	
9:00 am – 5:00 pm	HPBA/HPB Education/NFI Member	
	Benefits & Services Booth	
9:00 am – 5:00 pm	HPBExpo 2023 Priority Booth	
	Selection	
9:00 am – 5:00 pm	HPBExpo 2023 Housing Selection	
9:00 am – 5:00 pm	New Product Pavilion/Attendees'	
	Choice Voting	
11:30 am – 1:30 pm	South Central HPBA Luncheon	
	(members only)	
3:00 pm – 4:30 pm	HPBA Update for Retailers,	
	Distributors, & Reps	
5:00 pm - 6:30 pm	Napoleon Guest Panel Discussion	
	and Cocktail Reception	

SATURDAY, MARCH 5

8:30 am – 2:00 pm	HPBExpo Registration	
9:00 am – 12:30 pm	30 pm HPBExpo 2023 Priority Booth Selection	
9:00 am – 2:00 pm	HPBExpo 2023 Housing Selection	
9:00 am – 3:00 pm HPB Recreation Square		
9:00 am – 3:00 pm	HPBA/HPB Education/NFI Member Benefits & Services Booth	
9:00 am – 3:00 pm	New Product Pavilion	
3:00 pm – 3:30 pm	General Exhibitors Meeting	
3:30 pm – 5:00 pm	HPBA Expo Committee Meeting	

IT'S TIME TO NETWORK

Connect with hearth, patio and barbecue professionals in your neck of the woods during the HPBA Affiliate Receptions on Wednesday, March 2. With multiple regions to choose from, finding colleagues close to home has never been so easy.





HPBA CANADA MEMBER RECEPTION

5:00 pm - 6:30 pm | Location - TBD To RSVP, go to https://shop.hpbacanada.org/event/ hpbac-reception-hpbexpo-2022/

MID-ATLANTIC HPBA RECEPTION

5:00 pm - 7:00 pm | Hudson Grille Downtown To RSVP, go to https://services.easterassociates.com/ conference/registration/MAHPBA/174

MIDSTATES & MIDWEST HPBA RECEPTION 5:30 pm - 7:00 pm | Location - TBD

NORTHEAST HPBA RECEPTION

6:00 pm – 9:00 pm | Park Bar To RSVP, go to https://nehpba.org/calendar#!event/ 2022/3/2/northeast-hpba-expo-reception

ROCKY MOUNTAIN HPBA RECEPTION 6:00 pm - 8:00 pm | AC Hotel Atlanta Downtown RSVP at www.rmhpba.org

SOUTHEAST HPBA AQUARIUM TOUR & RECEPTION

4:00 pm – 10:00 pm | Georgia Aquarium To RSVP, please contact Cindy Wise at (864) 325-3338 Please note a \$10 fee is required to attend.

JOINT HPBA RECEPTION 6:00 pm - 8:00 pm | Der Biergarten Oregan and Northwest

IT'S TIME TO BUILD PARTNERSHIPS

Whether you're seeking state-of-the-art grills, stunning patio furniture, custom hearths and fire pits, or the latest sleek billiards to entertain - you will find everything you need in the industry's most robust marketplace. Packed with nearly 200 suppliers in a single location, here are just a few of the premier brands you will meet at HPBExpo:

A.W. Perkins Co. ALFA Ovens/Lakeview Dist. ALT Innovation Amantii American Gas Log American Panel/Hearth Classics American Specialty Glass Anderson & Forrester **AP Products** Associated Energy Systems **AZ** Patio Heaters Bad Dog Tools **BBQ** Butler **BBQ** King **BBQube Grill Innovations** Berlin Gardens, LLC Better Wood Products/Wood Products International, Inc. **Big Green Egg BILT Incorporated Blackstone Products** Blaze Blaze King Industries, Inc. Brunswick Billiards **Buck Stove** Bull Outdoor Products Inc. **Burch Barrel** C.R. Plastic Products Inc. Caframo Ecofan **Canterbury Enterprises** Central Boiler Challenger Designs Championship LLC Chien Sheng Machine Ind. Co., Ltd.

Chimney Safety Institute of America Copperfield Academy Copperfield Chimney Supply Coyote Outdoor Living, Inc. CSA Group Testing & Certification Inc. CSPS CO LTD Dampney Company Inc. Dante Products by Hearth Components **Design Specialties LLC** Dexen Industries Diversitech DuraVent Dynasphere Balls Echo Valley - EchoFlame Empire Comfort Systems Inc. Escalera, Inc. Everburn Mfg. Farenheit by Epsilon Fire One Sales Up Inc. FireBoard Labs Flame Boss Flame King Flame-tec Flare Fireplaces FORREST Technical Coatings Forshaw Golden Blount Goldens' Cast Iron Great Scrape - The Ultimate **BBQ** Cleaning Tool Green Mountain Grills Grill Greats / Div. of Du-Co Ceramics

Grill Rescue GrillGrate LLC Guanglong Electronic Dev. Co., Ltd. Hancock Grills Hargrove Hearthstone Hessaire House of BBQ Experts (TM) HPC Fire Inspired HY-C Company, LLC I.C.E. Signs ICC-RSF IGS Industries Inc. Imperial International Imperial Manufacturing Group Infratech Innova Heating Co. Jealous Devil JiangMen Wohao Import & Export, Ltd. Kamado Joe/Masterbuilt Koda Sports Kozy Heat Fireplaces KW-USA La Plancha Le Griddle Legacy Billiards Lightning Nuggets, Inc. MagraHearth MantelCrete MantelMount Mason-Lite Fireplaces Maverick Industries Inc. Maxitrol Company

Meat Head Charcoal MEECO Mfg./Gray Metal Memphis Wood Fire Grills Mendota Hearth Products Metal-Fab, Inc. MF Fire. Inc. Millner-Haufen Tool Co. Modern Flames/Grand Canyon Gas Logs Modern Home Products Monmet Technologies Mont Alpi Grills Montigo Mr. Bar-B-Q Products Napoleon Products NatureKast Weatherproof Cabinetry Ningbo Laite Gas Stoves Co., Ltd. OMNI-Test Laboratories, Inc. Onward Manufacturing Company (Broil King) Ortal USA Outdoor GreatRoom Company, The Patio & Hearth Products Report Plank & Hide Co. Portable Kitchens. Inc. Powrmatic of Canada Premier Mantels & Millwork Company Presidential Billiards Ouanex RAM Game Room RH Peterson Co. RLH Industries, Inc. Robertshaw



Roval Teak Collection RUTLAND S.I.T. Controls USA, Inc. Saber Grills Samson Outdoor Sand Hill Wholesale & Mfg., Inc. SaverSystems SCHOTT ROBAX Screenco Manufacturing Ltd. Seal Smart, LLC SELKIRK

Skvtech II. Inc. SMG Hearth and Home/ Comfortbilt Solid Fire Pits Specialty Gaskets Inc. Stealth Manufacturing Stoll Industries, Inc. Stove Builder International (SBI) StoveTeam International SUPREME Synchrony

Telescope Casual Furniture The Outdoor Plus Tianjin Focus Ceramics Co., Ltd. Tony Pigg's Kick'n Hot Barbeque Sauce Top Hat Metalworks Travis Industries, Inc. Twin Eagles, Inc. / Dometic Corporation UL LLC USD Products Inc. Valor/Miles Industries Ltd.

Vectis by Weber Knapp Warming Trends Weatherstrong Outdoor Cabinetry Weber, Inc. Wellspring Components LLC West End Brick N' Fire WPPO LLC Wuxi Lucky Barbecue Grill Technology Co., Ltd. Z-Flex US, Inc. ZGRILLS, INC.

IT'S TIME TO TURN UP THE HEAT

Are you looking to maximize current opportunities or address challenges? With over 30 sessions developed by the Hearth, Patio & Barbecue Education Foundation (HPBEF), HPBExpo's Education Program is loaded with strategies to increase sales, improve efficiency and strengthen technical abilities. And in 2022, HPBA is collaborating with the Chimney Safety Institute of America (CSIA) to add comprehensive chimney sweep education to the lineup.

For those interested in renewing NFI[®] and CSIA[®] certifications, all 30+ HPBEF sessions qualify for Continuing Education Units (CEUs).

HPBEXPO 2022 EDUCATION PASSPORT

From technical and safety sessions to sales skills and outdoor living topics, the three-day Education Passport is precisely what you need to fuel your business and ignite profits. Enjoy unlimited access to all HPBEF and CSIA sessions for a single fee. Full schedule is available online.

To attend sessions, a three-day passport or single session ticket is required. Sessions are available for purchase in advance or onsite at the following rates:

	MEMBER	NON-MEMBER
Three-day Education Passport (all sessions access)	\$139	\$195
Single Session Ticket (one session only)	\$30	\$45









EDUCATION SESSION HIGHLIGHTS

WEDNESDAY, MARCH 2 | 1:00 PM - 2:00 PM

Chimney Inspections Prior to Installations. What Are the Requirements?

Russ Dimmitt, Chimney Safety Institute of America

As chimney and hearth professionals, we often install venting for hearth products through existing masonry chimneys. Experience has shown that many masonry chimneys contain defects, which you will no doubt discover during an inspection. Without the proper tools and know-how, these defects pose a massive threat to the safety and integrity of the chimney (and your wallet!).

In this session, we will discuss the required steps of inspection, ways to perform the inspection and how best to document your findings to reduce liability. From the initial observations when you pull into the driveway to folding up the drop cloths and walking out the door, we'll cover what you need to know prior to installation. Come learn how performing a proper inspection will shrink your liability and increase your level of service, all while eliminating those expensive return trips!

THURSDAY, MARCH 3 | 3:30 PM - 4:30 PM Adding Billiards to Your Product Mix

Ciarra McIntire Brother. Universal Billiards

Join us to discover how to increase revenue by NFI review courses and exams are available by expanding to billiards and home recreation furniture purchasing the NFI certification package. Review and games. Learn more about the wide spectrum courses will be taught March 2-3 and exams of products offered, how you can incorporate these administered March 2-4. Advanced registration ideas into your current showrooms, and how you can is not required for review courses but is necessary utilize your current staff and operations to offer more for exams. home leisure fun to your customers.

FRIDAY, MARCH 4 | PART 1: 9:45 AM - 10:45 AM PART 2: 11:00 AM - 12:00 NOON

Finding & Keeping People – Clues to Solve the Mystery

Doug Brown, Paradigm Associates

Businesses are in a war for talent. We are certainly not unique in this regard. But, that fact doesn't matter when you find yourself short of staff, are working longer hours, or worse yet, learning that your customers are getting anxious about the level of service you can consistently provide. This 2-part session will address these genuine challenges.

Building and growing your business means you will always be engaged in attracting, hiring, and retaining people. This challenge was hard enough before the

pandemic- in a tight labor market, it has only gotten harder. Doug will be providing a high-level look at the mindsets, considerations, and strategies others use so you can adapt and adjust them for your business. In his second session, he will take us on a deeper dive into the strategies and specific tactics and tools others use to entice, hire, communicate with and retain valuable employees.

NFI CERTIFICATION



Add your name to the list of professionals who have earned certification with the National Fireplace Institute[®] (NFI) a division of the Hearth, Patio & Barbecue Education Foundation (HPBEF) — at

HPBExpo. The benefits of becoming certified include:

- Opportunity to lower insurance premiums
- Gaining a competitive edge over your competition
- · Respect and recognition from state and local officials and governments
- And more...

With over 30 review courses gualifying for Continuing Education Units (CEUs) and taught by top industry experts, there is no better place than HPBExpo to add your name to the exclusive list of NFI certified professionals.

PARTICIPATING IN THE CERTIFICATION PROGRAM

To register for an NFI exam, go to www.nficertified. org, click on the Industry tab, select "Purchase Manuals, Exams or Other Materials," or call NFI at 703-524-8030. Registrations received before February 22 will receive a certification manual via USPS Priority Mail. After this date, manuals may be picked up onsite.

ONLINE EXAMS ARE AVAILABLE **AT HPBEXPO!**

To sign up, call NFI at 703-524-8030. Advanced registration is recommended; onsite registration will be offered for remaining time slots only.

IT'S TIME TO SPARK CHANGE





HPBA GOVERNMENT AFFAIRS REPORTS

Please note that you do not need to register for these education sessions to attend.



Join HPBA's Government Affairs staff at the 2022 HPBExpo for two special meetings: one specifically for manufacturers and one geared toward retailers, distributors, and manufacturers' representatives.

FOR MANUFACTURERS:

Gas and Solid Fuel Hearth Appliance Manufacturer Update Meeting WEDNESDAY, MARCH 2 | 8:00 AM - 12 NOON

The first half of this meeting is a must for all manufacturers of natural gas and propane-fueled hearth products (including outdoor products), while the second half will focus on issues affecting wood-burning products.

Get the latest information on opportunities for the industry as well as regulatory and policy threats to hearth products across North America. For gas appliances, this includes updates on gas bans and fuel choice legislation. We will also cover supply chain and components issues affecting controls that can be offered in jurisdictions that have banned continuous pilots.

For manufacturers of solid fuel-burning appliances, there will be an update on several aspects of wood-burning appliance testing, regulation, and certification. HPBA staff and consultants will also provide the latest on test method developments and HPBA's advocacy efforts.

FOR RETAILERS, DISTRIBUTORS, AND REPS:

Government Affairs Review of Solid Fuel and Gas Hearth Products Regulations

Earn CEUs for this education session. FRIDAY, MARCH 4 | 3:00 PM - 4:30 PM

HPBA's Government Affairs staff will provide you with everything you need to know about the impacts of natural gas bans and a growing number of states acting to preserve fuel choice. This year, we provide an opportunity to discuss local and state bans on natural gas in new AND existing homes and what you need to know to help stop these efforts. We will also provide the latest news on the federal tax credit for wood and pellet heaters, changeout program opportunities, and state and federal issues and their impact on you and your customers.

IT'S TIME TO **BE INSPIRED**

HPBEXPO 2022'S KEYNOTE ADDRESS

Welcome to the Hybrid Life: New Consumer Behaviors that are Changing Everything HEARTH&HOME Sponsored by Hearth & Home Technologies. The Hearth Experts' THURSDAY, MARCH 3 | 8:30 AM - 9:45 AM



Author and consumer expert Bridget Brennan will explore the challenges and opportunities of a new world in which our behaviors are increasingly "hybrid." Are we working from home or living at work? Are we hanging out together or are we each on our own devices? Is the living room the new gym or the center of family life? Are we actively shopping or are we scrolling through Instagram? Increasingly, the answer is both - and that brings new opportunities for businesses in the hearth, patio and BBQ industries, because the home is the heart of hybrid life.

In this eye-opening and entertaining keynote program, the author of Winning Her Business and Why She Buys will inspire you with insights on the cultural shifts that are driving changes in the way consumers live, work and buy. You'll walk away with strategies and best practices for leveraging these shifts to win sales and grow market share. You won't want to miss this master class on cultural relevance and consumer behavior.



NAPOLEON GUEST PANEL AND RECEPTION FRIDAY, MARCH 4 | 5:00 PM

Napoleon is hosting a live panel of guest speakers and specialists from around the country to debut groundbreaking research that will dramatically impact the hearth industry. The results of the studies will forever change the way fireplaces are used, perceived, and desired by both homeowners and homebuilders. More specifics regarding the study and presenters will be announced in January. Join us and be the first to hear the research that will forever reposition our industry. The presentation commences at 5pm on Friday, March 4th, followed by a celebratory cocktail reception.

IT'S TIME TO START SCHEDULING



HPBEXPO HOUSING



Requests for hotel reservations in the HPBA block must be directed to HPBExpo/onPeak Housing. Reservations can be made:

Online:

https://www.hpbexpo.com/attend/hotel-travel/

- Phone: (800) 388-8819 (domestic) or (312) 527-7300 (international)
- Email: hpbexpo@onpeak.com

SUITE RESERVATIONS

Sleeping/hospitality suite requests must be submitted through onPeak for approval by HPBA. Suites are available on a first-come, first-served basis after the requirements of HPBA have been met. Please refer to the HPBExpo website for hotel listings and amenities. Requests must be received by January 10.

ADDITIONAL INFORMATION

For more on transportation, the venue or Atlanta, visit the links below.

- Atlanta information: https://experienceatl.com/ attendconference?content uid=87887
- Airport and ground transportation: https://www.airport-atl.com/transportation.php
- Scooter rental: https://scootaround.com/en/hearthpatio-barbecue-expo-2022
- Georgia World Congress Center parking and transportation: https://www.gwcca.org/getting-here

THERE'S NO BETTER TIME THAN TODAY

HPBEXPO REGISTRATION

Registration can be completed quickly online at HPBExpo.com. Online web registration will remain open through Saturday, March 5.

BADGES*

Member complimentary badges

Additional badges over COMP allotment

Non-member badge

receive two (2) complimentary badges for every 100 sq. ft. purchased.

BADGE POLICY

All badges issued to member and non-member companies are to be used only by that company's employees or family.

CHILDREN

In accordance with display rules, regulations and security measures, children under the age of 12 — including infants — are prohibited from entering the trade show floor at any time. There are no exceptions to this rule. Children 12 and older must have a badge to enter exhibit halls.

And for Health and Safety Information, please visit https://www.hpbexpo.com/show-info/ health-safety/.

BEFORE FEB. 28	AFTER FEB. 28
Free	Free
\$50	\$75
\$75	\$75

Please visit https://www.hpbexpo.com/show-info/policies/ for the complete list of policies.

2022 SHOW SCHEDULE

THURSDAY, MARCH 3 Indoor Exhibition: 10:00 a.m. – 5:00 p.m.

FRIDAY, MARCH 4

Indoor Exhibition: 9:00 a.m. – 5:00 p.m.

SATURDAY, MARCH 5

Indoor Exhibition: 9:00 a.m. – 3:00 p.m.

REGISTER TODAY: www.hpbexpo.com

2022 IMPORTANT DATES

Please note that online web registration remains open through the end of the show.

- January 27: Badge registration cancellation/refund deadline
- February 3: Housing reservations cut-off
- **February 22:** NFI Certification manual mailing deadline —manuals available onsite after this date
- **February 22:** Badge pre-registration deadline to register by fax or mail
- March 1: Onsite badge registration opens
- March 5: Onsite badge registration closes

