

NCHPBA & CATE

ANNUAL MEETING AND EDUCATION CONFERENCE



May 15-17, 2022 (Sunday - Tuesday)

Glacier Canyon Conference Center

45 Hillman Road
Wisconsin Dells, Wisconsin 53965
800-867-9453

For lodging – call number above and ask for NCHPBA/CATE 2022- Leader # 910874
Double Queen or 2-Bedroom Deluxe (\$109 - \$149 plus taxes and resort fee).
Discount rate ends 4/15/2022.

WE'RE BAAACK!!!! ... "Feel the Heat, Taste the Meat, Patio Treat"

Owners, managers and staff can all find valuable information in the joint venture provided by **North Central HPBA** and their education arm, **Combustion Appliance Training & Education, Inc.** The amount of education provided will help get you the continuing education credits needed to maintain your NFI or CSIA certifications. Whether certified or not, the education is valuable to keep you well informed and make you grow personally and professionally.

Come Sunday and have great fun. If you don't golf, the Wilderness is offering attendees "attraction coupons" to get discounts for all their various fun activities, including their own zip line over the canyon.

The evening options include team games of Corn Hole or simply relax with your peers at the Conference Center. Phenomenal sponsors help support this great event. We will have indoor and, hopefully some outdoor exhibits, too. On Monday, rediscover what a great conference is with a Monday Mixture of topics. At noon will be the NCHPBA Annual Meeting. In the evening, CATE will have a **Raffle** and the infamous **Heads or Tails** game.

Technical Tuesday is mostly that...technical topics with a business and one safety program thrown in for good measure, provided by various manufacturers as well as some sponsored by CATE. Although several of these classes may be product specific, all registrants are invited to attend any of them. Come join us and network with colleagues, both old and new. The display areas will close after lunch on Tuesday.

Come for just one day or both. We are also offering single course offering options as well. Day rates include breakfast and lunches while full program rates include Sunday and Monday dinners as well. Individual meal purchase options are also available.

SUNDAY – FUNDAY!

10:30 a.m.

Golf Outing at Wild Rock Golf Club for NCHPBA members and friends. Fees include cart and lunch. *NCHPBA Board will have a challenge activity.* Rules on site.

Wilderness Activities

Coupons available for any other of their fun adventures, including zip line over the canyon.

AT GLACIER CANYON

5:30 -8:30 p.m.

Corn Hole. Teams will be organized on site and play will commence when ready.

No fees, just fun. And, another chance to *"Beat the Board!"*

5:30 – 10:00 p.m.

Exhibits will be open for viewing and talking with our great sponsors.
CATE Raffle as well as **Beads** sales begins.

6:30 – 8:30 p.m.

Evening Industry Reception & Buffet!

MIXED MONDAY

8:00 a.m. – 6:00 p.m. Education, NCHPBA Annual Meeting & Exhibits

7:00 – 10:00 p.m. **Heads & Tails** Game will be played before dinner (\$5 - \$20). Raffle ends at 8:30 p.m.

TECHNICAL TUESDAY (well, mostly!)

8:00 a.m.– 4:00 p.m. Two tracks of education including industry specific programs. Some of the programs are product specific but it was determined the information provided would be a benefit for many. Exhibits/displays close after lunch.



Two-day registration fee includes all education and Sunday evening events except those Sunday events with separate fees listed. One comp guest for the Sunday evening buffet dinner is included with each 2-day fee but registration of guest(s) is required. Besides the one Sunday comp guest, additional guests may come to all food offerings with separate fees.

Sorry, but NO children under 12 are allowed to all events due to safety & liability concerns.

There is reciprocity with CSIA for Continuing Education Units. If NFI is listed, then CSIA credits are also available unless specifically noted.

Monday, May 16, 2022

Time	Track A	Track B
7:00 - 8:00	Registration / Breakfast / Exhibits	
8:00 - 9:30	<i>sponsored by CATE</i> Forced Electrification: Bans on "gas" to new homes John Crouch -HPBA NFI-CEU 1.5 Elective Climate change activists are ramping up bans on gas to new construction across the country. Hear what is happening and how this may impact your business!	<i>sponsored by CATE</i> CyberSecurity Brian Dennis Cybersecurity Center for Business Whitewater, WI NFI-CEU 1.5 Elective Protecting your data is vital. Is Cloud the safest? How often to back up? How, when, etc. Learn how to do it right!
9:30 - 10:15	Break / Exhibits	
10:15 - 11:45	<i>sponsored by CATE</i> Wood Heat Regulations: "Like a Running Gun Battle" John Crouch - HPBA NFI-CEU 1.5 Elective The early jockeying for the next EPA certification changes has already begun. Some are accusing EPA of being asleep, others of industry and the Labs being in collusion. How will all this turn out? How might it impact the performance of stoves in real homes in the upper Mid-west?	<i>sponsored by CATE</i> How to Gain Market Share with Outdoor Products Joey Shimek The Outdoor GreatRoom Company NFI-CEU 1.5 Elective This presentation will discuss the current state of the outdoor hearth business and discuss strategies to gain market share through existing customers, new customers and how to work with landscapers, builders and designers as the local outdoor hearth expert in your region.
11:45 - 1:45	Lunch & NCHPBA Annual Meeting	
1:45 - 2:00	Break / Exhibits	
2:00 - 3:30	<i>sponsored by CATE</i> Avoiding Legal Landmines for Small Businesses Nicole Marklein Cross, Jenks, Mercer & Mattei LLP Baraboo, WI NFI-CEU 1.5 S/H/L Being a small business owner requires wearing a lot of hats. Dealing with personnel matters, legal compliance, accounting contracts, getting paid...Oh yeah, and actually providing goods and services to your customers! This presentation is designed for small business owners and their management to address two major legal issues that can affect a company's bottom line. We will discuss common pitfalls in employment law and proposal/contract processes to help ensure that you get paid for every job.	
3:30 - 4:00	Break / Exhibits	
4:00 - 5:30	<i>sponsored by CATE</i> Kahoots Rick Vlahos NFI and HPBEF NFI-CEU- 1.5 Elective So you think you have all the answers! Let's see how you stack up against others in the industry in a fun-filled quiz. Kahoot! Is a game based learning platform that allows each person to participate from their own laptop, tablet or smart phone. We'll see who can come up with the most right answers. However, there is a little twist. To win, you need to come up with the most correct answers...the fastest. Join us for a fun-filled time and let's see who comes out on top.	
5:30 - 7:00	Reception / Exhibits	
7:00 - 10:00	Dinner / Heads & Tails Game / CATE Raffle	



Time	Track A	Track B
7:00 - 8:00	Registration / Breakfast / Exhibits	
8:00 - 9:30	<i>sponsored by CATE</i> Facts, Figures and the Fundamentals You Should Not Forget Rick Vlahos NFI / HPBEF NFI-CEU-1.5 Technical Review recent changes to the NFI gas and woodburning reference manuals, troubleshoot common gas and woodburning problems, revisit the basics of the draft, and more. This session will be a good refresher on gas and woodburning hearth products for your installers, sales staff or those who find themselves in the office more and more.	<i>sponsored by Wilkening</i> Wilkening Fireplace Products Wood Burning Fireplaces and Masonry Fireplace Doors Gary Wilkening Wilkening Fireplace Co. NFI-CEU 1.5 Technical This class will give to all who attend the sales and technical information for the GranView ZC and Masonry Fireplaces. The GranView's proven track record of consumer and installer satisfaction becomes clear as we discuss the ease of installation and operation of the GranView ZC. For the masonry GranView we will cover the ability to use this model as a replacement unit for old Wilkening and Kozy Heat style units. Wilkening Fireplace doors for masonry fireplaces will round out the session with a look at the science behind a great fireplace door and what makes our door the only UL 907 listed fireplace door on the market.
9:30 - 10:15	Break / Exhibits	
10:15 - 11:45	<i>sponsored by CATE</i> HearthCheck Dan Green Top Hat Fireplace & Chimney Specialists CATE Board Director NFI-CEU-1.5 Technical This program identifies and reviews how the house operates as a system. Our appliances in particular can have a major impact on how this system functions. Learn how it works and how to test to insure all appliances work together well.	<i>sponsored by Napoleon</i> Napoleon Heat Management Russ Dimmitt Paul Nigon and Tim Gainey Napoleon NFI-CEU 1.5 Technical An up-to-date overview of Napoleon's Heat Management Systems. Providing high-level overview of the options along with diving into each system's components and operation. You'll walk away knowing all the features, benefits and advantages of what these systems can do for your customers.
11:45 - 12:45	Lunch / Exhibits Close	
12:45 - 2:15	<i>sponsored by CATE</i> Propane – What's Really Going On In There? Rob Stuhr Monsma NFI-CEU 1.5-Technical We will explain the characteristics of propane in both liquid and vapor states by first relating it to something easy to understand: WATER. We will include what happens in the Tank, the Regulator System, and the Appliance. We will also discuss Pressure and what that does related to Liquid Propane and Vapor. What High pressure can do when in the vapor state, and how regulators allow for safe distribution. We will also discuss the boiling point of Propane as well as the boiling point of Mercaptan which is the odorant in propane. We will compare Propane and Natural Gas, focusing mostly on a few quick differences including Btu per square foot, operating pressure and Specific Gravity in a non-pressurized environment. We will also discuss Orifice Sizes and Fuel Conversions. Finally, we will discuss what can make Propane a more violent lighting fuel than Natural Gas	<i>sponsored by Ortal</i> Ortal Technical Training Anson Brown Ortal NFI-CEU 1.5 Technical This will be an in depth look at the technical aspects and advantages of Ortal it will cover in depth the following components... Introduction to standard Ortal parts in all fireplaces Gas Valve – Maxitrol – Symax/older version Pilot Assembly Double Glass Safety Box Double Glass Barrier Fan Media Power vent systems and trouble shooting How to finish up the finish lip successfully
2:15 - 2:30	Break in Education Area	
2:30 - 4:00	<i>Sponsored by CATE</i> Business Models, Logistics, Growth & Expansion, Marketing, Planning and Work Force An Interactive Audience and Panel Discussion Randy Nickerson Chris Becker Gary Wilkening Rodger Holland, Moderator NFI-CEU 1.5 Elective As the title indicates, this will be a discussion on the topics listed. The panelists will provide a brief overview of each topic and then open the discussion to all participants. The plan is for 15 minutes on each topic.	<i>Sponsored by CATE</i> First Aid American Red Cross Staff NFI-CEU 1.5 S/H/L Falls, stumbles, slips on ladders, broken glass, small explosions, and burns are just some of the common occurrences in our industry. This program will show you how to assess the injury and provide basic care or determine when you need emergency care services.

WE'RE BAAACK!

NCHPBA is affiliated with the Hearth, Patio & Barbecue Association, Inc. CATE is affiliated with North Central Hearth, Patio and Barbecue Association, Inc.

Disclaimer: the views expressed are those of the authors and may not be the views of NCHPBA/CATE or HPBA. Speaker substitutions may occur. Registration is transferable. Please notify the office of all changes so name tags can be made in advance of the program. Cancellations made through 5/1/2022 will be refunded less 5% administration fee. Cancellations made past 5/1/2022 will be refunded less 25% administration fee. Should the program need to be canceled for unforeseen circumstances, it will be rescheduled and all fees will apply. No children under the age of 12 allowed. This policy is due to safety and liability concerns and consistent with that of HPBA.

Registration Fee Schedule - all fees include taxes.	
Sunday Golf with cart – Register through NCHPBA but go directly to the Club to golf. Tee times start at 10:30 a.m.	\$88.00/person
Wilderness Attractions on your own	Coupon available with paid registrations
Sunday Evening “Reception & Buffet” at Glacier Canyon: One comp with paid two-day registrations. You must register for the dinner for food count however.	0.00
Sunday Guest Fees (non-registrant) Non-registrant or one day registrant fee	\$25.00
Guest Breakfast (non-registrant per day)	\$20.00
Guest Lunch (non-registrant per day)	\$25.00
Monday Dinner Guest (non-registrant or one day registrant)	\$35.00

Program Fees	Member	Non Member
Two Day (includes all food & events except for Golf, Escape Room or other specialty events with separate fees listed)	\$189.00/person OR \$209.00 AFTER 4/30/22	\$249.00/person OR \$269.00 AFTER 4/30/22
One Day (either Monday or Tuesday) Includes breakfast and lunch per day but not Tuesday Dinner. Does not include any Monday events.	\$139.00/person OR \$159.00 AFTER 4/30/22	\$183.00/person OR \$203.00 AFTER 4/30/22
Single Course Fee	\$40.00	\$60.00

