



# UPDATE

## *Hearthside* update

December 2003

Serving Hearth, Patio and Barbecue Professionals in the Mid-Atlantic

### *Calendar of Events*

**January 28-31, 2004**  
**Northeast Regional Chimney Sweeps Convention**

Sturbridge Host Hotel  
& Conference Center  
Sturbridge, Mass.

**March 17, 2004**  
**MAHPBA Reception at Hearth Patio & Barbecue Expo 2004**

**ESPN Zone**  
Anaheim, California

**March 17-20, 2004**  
**Hearth Patio & Barbecue Expo 2004**

Anaheim Convention Center  
Anaheim, California

**June 12-15, 2004**  
**MAHPBA Annual Meeting**

**June 15, 2004**  
**Certification Review and Test**  
**NFI Certified Gas Specialist**  
**NFI Certified Woodburning Specialist**

### *The MAHPBA Mission*

The Mid-Atlantic Hearth, Patio & Barbecue Association was formed to further the interests of those regional members involved in the hearth industry.

MAHPBA will provide a forum for discussion of local, regional, national and international issues. The MAHPBA will serve as an educational resource by developing programs.

MAHPBA will prepare and initiate local promotions to advance the industry and interests.

Above all, the association will support regional and national initiatives to promote and benefit the industry.



## Letter From the President

It is with great melancholy that I write this letter. It has truly been a pleasure to serve these two quick years as your president.

When handed the reins by our founding President, Ken Trail, I was confident that this was a solid opportunity but I was apprehensive on how to continue to grow our organization. Blessed with a great group of board members and an excellent professional management group, Clemons & Associates, it has been a fulfilling experience.

There are two things we need to improve to continue our

progress. We must promote more interaction between our board and our members, and we must help members to better utilize the many and valuable member benefits.

I leave the group in great stewardship with your new president, Rona Kelley, Vice President, Earl Marshall, and Treasurer, Steve Magnotti.

I thank you all for the privilege of having served as your president.

Yours in gratitude,  
J. Patrick Ryan

## MAHPBA Annual Meeting

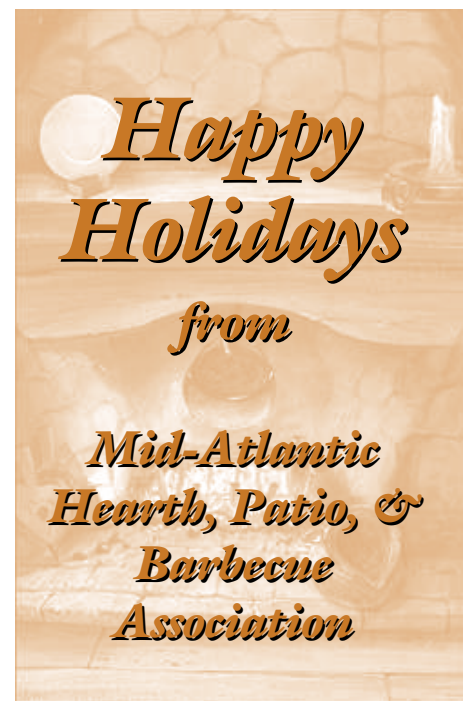
**WHEN:** June 12-15, 2004  
**WHERE:** Lancaster Host Farm Resort (Lancaster, PA)

You have spoken – we your board has listened! You said lower cost – more FUN – more business opportunities!

This year we will have lower room cost. We have eliminated any meeting cost – the only attendance cost will be a badge fee of \$25.00.

We will have two great seminars by Suzanne Gust our most

*(Continued on Page 2)*





## 2003 Board of Directors

### President

#### J. Patrick Ryan

Ryan's Services  
e-mail: pryan@6logs.com

### Vice President

#### Rona Kelley

Tri County Hearth & Patio Center  
e-mail: rkelley@olg.com

### Secretary/Treasurer

#### Stephen Magnotti

The Fireplace and Patio Place  
e-mail: sgm@firepatio.com

### Immediate Past President

#### Ken Trail

Atlantic Regional  
Building Services Inc.  
e-mail: kentrail@aol.com

#### Jerry Woodward

Hearth Technologies  
e-mail: jfwateds@aol.com

#### Richard Thomas

Courtland Hardware, Inc.  
e-mail: crtfallston@aol.com

#### Gary Bowden

Bowden's Fireside Hearth and Home  
e-mail: bowdensfireside@aol.com

#### Earl Marshall

Fireplace People  
e-mail: earl@thefireplacepeople.com

#### Loretta Dolan

Peirce-Phelps, Inc.  
e-mail: lmd@peirce.com

#### Robert Harper

Hearth Technologies  
e-mail: harperb@hearhtech.com

#### Phil Niles

Del-Mar Fireplaces  
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#### Nancy Reader

Hearth & Home Furnishings, Inc.  
e-mail: nreader@stargate.net

# MAHPBA Annual Meeting

(Continued from page 1)

popular speaker. There will be an NFI training session and a BBQ demonstration. For the first time ever there will be actual product demonstrations and interaction with manufacturers.

A full half day will be available for you to bring staff along to learn about product and programs from leading manufacturer's. Majestic/Vermont

Castings has committed and we will have many more of our industry's leading companies.

We need your help to make this meeting a roaring success. You will be contacted by a board member who will encourage your participation. This meeting is to help you, the MAHPBA member, and your staff to grow your business!

## Gala Reception Anaheim Expo 2004

Be there at the ESPN Zone  
Wednesday evening March 17th, 2004.

We have secured one of the liveliest spots in downtown Disneyland for our Kickoff Reception. The ESPN Zone is just a short stroll or a quick shuttle from all the convention hotels. We have a private party room for our group along with full use of all the activities at the ESPN Zone.

Make your plans to attend today!

Stay alert for all the details in upcoming news.

GO EXPO!! GO MAHPBA!!

## HPBA Releases '03 BBQ Shipment Stats

HPBA released annual shipment estimates for barbecue grills, charcoal, and cooking wood for the 12 months ending June 30, 2003 at its Manufacturers Meeting, Nov. 10-11.

According to the estimates, total grills shipped in North America declined 7% in the 12-month period ending June 30, 2003 from the same period in 2002. Charcoal grill shipments declined slightly, while gas grill shipments declined more substantially. Electric grill ship-

ments increased during the period, but continue to represent a small proportion of total grill shipments. Charcoal briquette shipments increased and lump charcoal and cooking wood shipments also increased during this time period.

Firms that participate in HPBA's estimation of shipment levels receive a complete and detailed report. Others will be able to view less detailed shipment statistics on the HPBA web site at [www.hpba.org](http://www.hpba.org) - before the end of the year.

## BBQ Consumer Research Now Available

**H** PBA's 2003 HPBA Barbecue Lifestyle, Usage, and Attitude Study has been completed in the regional format and will be available to MAHPBA members in the near future. This study has been conducted every other year for almost two decades, and the 2003 results were presented at the HPBA Manufacturers Meeting, Nov. 10-11. This is the first time regional

usage data has been made available.

According to the study, more than 7 of 10 U.S. households (72%) own a grill or smoker. This is a slight decline from the 76% two years ago. LP gas grills remain the most popular type owned by households in the U.S. (63%). Charcoal grills are second in terms of popularity among U.S. households (47%).

## HPBA EXPO Exhibit & Registration Update

**H** PBA is currently 15 weeks away from EXPO 2004 and has 313 exhibiting companies, including 26 first-time exhibitors. To date, 73% of indoor space and 67% of outdoor space has been sold! There are 1216 individuals registered, and registration is

running ahead of EXPO 2002 and EXPO 2003 by more than 50%. For complete registration and housing info, go to [www.hpexpo.com](http://www.hpexpo.com). Just click on "To Register" and follow the prompts. Faxeable forms are also available for downloading. Register today!

## HPBA Membership Campaign

**J**anuary 2004 has officially been designated as HPBA's New Membership Recruitment Month by the Board of Directors. During the entire month of January, all members will have the opportunity to come together in a single, industry-wide, membership recruitment campaign. Contact Antonio Jackson ([jackson@hpba.org](mailto:jackson@hpba.org)) to get involved, help build membership, and become an HPBA Elite Recruiter.

### MAHPBA Staff

#### Executive Director

Bill Miller, CAE  
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410-931-8100 ext. 119

#### Meetings & Member Services Mgr.

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410-931-8100 ext. 124

#### Association Coordinator

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410-931-8100 ext. 133

## MAHPBA Sponsors

Thanks to the following companies for sponsoring MAHPBA's 2003 events.

**QUADRA-FIRE**  
NOTHING BURNS LIKE A QUAD

hearth products controls co  
the madbox company

MAJESTIC  
VERMONT  
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SIMPSON  
Dura-Vent

WATERFORD  
IRISH SPIRITS

ECS  
European Comfort Systems

LENNOX  
HEARTH PRODUCTS

Summit Fyreside

### Hearthside Update

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The *Hearthside Update* is the quarterly publication of the Mid-Atlantic Hearth, Patio & Barbecue Association. Please direct suggestions to Bill Miller at the address above.

#### Hearthside Update Editor

Bill Miller, CAE  
[bmiller@clemonsmgmt.com](mailto:bmiller@clemonsmgmt.com)  
410-931-8100 ext. 119

# Leaders in the Mid Atlantic Hearth, Patio and Barbecue Industry

These are the companies whose commitment to growth, learning and quality is evident by membership in MAHPBA. If you would like to be listed here, contact Tammy Marsh, 410-931-8100 ext. 133, tammyh@clemonsmgmt.com.

## Washington, D.C.

Propane Education & Research Council,  
Washington

## Delaware

A H Agerstein, Inc., Wilmington  
Byler's Store Inc., Dover  
Country Stoves & Fireplace Inc., Bear  
Del-Mar Fireplaces, Dover  
Flame-Tech, New Castle  
Hearth & Home Distributors of Delaware, Inc.,  
Bridgeville  
Home Comfort Store, Smyrna  
Schagrin Gas Company, Hockessin  
The Fireplace Shoppe, Wilmington

## Maryland

3-D Showplace, District Heights  
Ace Hardware and Hearth, Glen Burnie  
Ace of Diamonds Chimney Sweeps, Inc.,  
Baltimore  
American Hardware & Hearth, Waldorf  
A-One Air Inc., Temple Hills  
Atlantic Regional Building Services Inc., Lutherville  
Timonium  
AVA - Hearth, Inc., Westminster  
Backyard Billy's, Grasonville  
Baumgardner's, Westminster  
Bay Stoves, Edgewater  
Belair Engineering, Upper Marlboro  
Blake and Wilcox, Germantown  
Chester River Hearth & Home, Inc., Chestertown  
Cornburners, Inc., Mount Airy  
Courtland Hearth & Hardware, Bel Air  
Day or Night Plumbing & Gas Log, Gambrills  
Elkton Supply Company, Elkton  
Fiber Flame Technologies, Columbia  
Fireside Stone & Patio, Inc., Clarksville  
Fireworks Inc., Westminster  
Glyndon Gardens LLC, Reisterstown  
Jiffy Plumbing & Heating, Hyattsville  
Kerb Ventures, Inc., Huntingtown  
M & G Gas Services, Damascus  
Mace Energy Supply, Smithsburg  
Maise Bros. Inc., Glen Burnie  
McDowell's Complete Chimney, Baltimore  
Melroy P & H, Inc., Baltimore  
Offenbacher Pool 'N Patio, Rockville  
Pikesville Hardware, Inc., Baltimore  
Pools, Patios & Porches, LLC, Frederick  
R & D Cross, Inc., Brandywine  
Rosdail, Miller & Associates, Inc., Crofton  
Survival Products, Inc., Salisbury  
The Fireplace Shop, Gaithersburg  
The Gott Company, Prince Frederick  
Thompson's Gas & Electric Service, Inc.,  
Boonsboro  
Tri County Hearth & Patio Center, Waldorf  
W.A. Tolbard Gas Fireplace Showroom, Frederick  
Warner's, Inc., Cumberland

## New Jersey

21st Century Stoves, Inc., Plainfield  
A.W.G. Appliance Corp., Freehold  
Absolute Gas Service Inc., Montville  
Alber's Incorporated, Bridgewater  
All Seasons Pool and Spa, Cherry Hill  
Alternative Heat, Paramus  
Bowden's Fireside Hearth & Home, Trenton  
D & W Chimney & Fireplace Shop, Whitehouse  
Station

East Coast Energy Products Inc., West Long  
Branch  
East Coast Fireplace, Englishtown  
Firefox Energy Concepts LLC., Newton  
Fireplace People, West Berlin  
Fireplace Place, Fairfield  
Fireplaces Plus Inc., Manahawkin  
Fireplaces Unlimited, Toms River  
Independent Gas Works, Moorestown  
JB Fireplaces, Ramsey  
Marvin Earle Co., LLC t/a Hearth & Home Bldg,  
Ledgewood  
Masco Distributors, Fairhaven  
Masda Corporation, Whippany  
Mendham Fireplace Center, Inc., Chester  
Modern Propane, Lodi  
Patio World Fireplace & Hearth, Trenton  
Reiner and Co., Inc., Fair Lawn  
Rettinger Fireplace Systems, Inc., Voorhees  
S.O.S. Stove & Fireplace Shop, Port Murray  
Stoverworks Inc., Medford  
Summit Fireplace Centre, Summit  
Summit-Fyreside, Asbury Park  
Surefyre Stove Installations Inc., Asbury  
Tarantin Tank & Equipment Co., Inc., Freehold  
The Firebox, Mays Landing  
The Wood Stove & Fireplace Center, Oakhurst  
Timberline Specialty Products, Kenil  
Walter F. Muni, Wyckoff

## New York

JMS Marketing, Romulus

## Pennsylvania

A. Duchini, Inc. Ace Hardware, Erie  
AES Hearthplace, Newville  
Allegheny Alternative Energy Systems, South Fork  
Alternative Fireplace Source LLC, Felton  
Ambler Fireplace & Patio, Colmar  
American Chimney Hearth & Patio, Southampton  
American Hearth, Gettysburg  
Anderson's Chimney Sweeps, Inc., New  
Cumberland  
Babcock & Associates, Inc., Malvern  
Best Pools, Spas & Stoves Inc., Reading  
Bowman's Stove & Patio Inc., Ephrata  
Buck Stove of Beaver Valley, Monaca  
Carl's Pool & Stove, Sciota  
Chadds Ford Fireside Shop, Chadds Ford  
Chimney Charm, Inc., Scranton  
Chimney Man, Inc., Olyphant  
Comfort One Systems, Inc., Glen Mills  
Continent Supply Co., Philadelphia  
CTR Supply, Inc., Duncansville  
Daniels Run Energy, Marianna  
Deitrich's Fireplaces N More, Marysville  
DeLeur's Back to Basics, Inc., Dallas  
DeYoung Associates, Inc., Newtown Square  
DeYoung's Fireside Shoppe Inc., Newtown Square  
Dreifuss - Prebilt Fireplaces, Philadelphia  
Dussinger's Quality Stoves, Smoketown  
E.F. Laudenslager, Inc., Orefield  
Ed Goodman's Chimney SRV, Coatesville  
Ed's Woodshed Inc., Bridgeville  
Empire Surplus Home Center, Leesport  
Fehl's Home & Garden, Temple  
Ferrier's True Value Hardware, Erie  
Firelight Complete Chimney, Dover  
Fireplace City, York  
Fireplace Concepts, Inc., Jeannette  
Fireplace Creations, Inc., Duncansville  
Fireplace Supply Wholesalers, Lancaster  
Firespaces - Landscape II, LCC, Mechanicsburg  
Gas Products Installations, Inc., King Of Prussia  
Gas Works, Inc., Malvern  
Glick Associates Inc., Shamokin Dam  
Glick's Woodstoves, Paradise  
Global Innovations, LLC, York  
Grates and Grills, Inc., Dublin  
Greg Bryan Remodeling, West Sunbury  
Hadesty Hardware Co. Inc., Pottsville  
Halco Enterprises, West Chester  
Hearth & Home Furnishings Inc., Zelenopole  
Hearth & Home Technologies, Pipersville  
Hearthstone Fireplace, Inc., Stockertown  
Heating World, Inc., Loretto  
Heller's Gas, Inc., Bloomsburg  
Hinton & Sons/Cozy Barn, Wind Gap  
House To Home, Monroeville  
Howell Craft, Inc., Elizabeth  
J & O Distributing, Duncansville  
Jones Ace Hardware and Home Centers, Herndon  
K.C. Coal and Heating Inc., Alburtis  
Kegerer Stoves, Womelsdorf  
Kennedy's Country Heating Inc., East Smithfield  
Killian Fireplace Centre, Camp Hill  
Kring's Stoves & Fireplaces, Boyertown  
L & S Fireplace Shoppe, Chambersburg  
Limeklin Supply Company, Warrington  
Martin Sales & Service Inc., Butler  
Menear, Inc., Jeannette  
MidLantic Marketing Group, Green Lane  
Mr. Fireplace, Inc., Pittsburgh  
Paul Boots & Sons Heating, Ellwood City  
Peachey Stove Shop, Mill Creek  
Peak Distribution, Ronks  
Peirce-Phelps, Inc., Philadelphia  
Pennwood Corporation, Bellefonte  
Pocono Stove Pool & Spa, Moscow  
Pre-fab Fireplaces, Inc., Havertown  
PVC Patio & Hearth Shoppes, Fairless Hills  
R.E. Smith Company, Williamsport  
Reading Casual Patio & Fireplace, Leesport  
Road Warriors Inc., Perkasie  
Ryan's Services, King Of Prussia  
S & T Coombe Inc., Blakeslee  
Salter's Fireplace & Stove, Inc., Eagleville  
Schaaf Hardware, Erie  
Seasonal Sales, Inc., Quakertown  
Short's Stoves, Chimneys & Fireplaces, Reading  
Smiling Chimney Sweeps, Mc Kees Rocks  
Solanco Propane and Heating Inc., Peach Bottom  
Stermer Brothers Stoves & Spas, Inc., Lancaster  
Stoves & Such & So Much More, Inc., Erie  
Stoves 'N Stuff, Ltd., Tamaqua  
Straight Forward Technical Consultants, Hallstead  
T.G. Miller Stoves, Sigel  
Tall Pines Farm - Stoves & Fireplaces, Kingsley  
The Bierly Group Incorporated, Millheim  
The Blazing Hearth, Inc., Bensalem  
The Fireplace and Patio Place, Pittsburgh  
The Fireplace Shop Showrooms, Inc., Hawley  
The Stove Shop, Phoenixville  
The Village Chimney Sweeps, Inc., York  
The Warm-Up Shop, Inc., Williamsport  
The Woodburners, Hatfield  
Todays Home & Leisure Products Inc.,  
Mechanicsburg  
Tolino's Fuel Service, Inc., Bangor  
UGI Utilities Inc. - Heating and Cooling Services,  
Reading  
Wells & Sons Chimney Service, Inc., Gilbertsville  
Wess Energy Saving Systems, Summerhill  
Wood Energy Concepts, York  
Woody's Fireplace, Inc., Plymouth

## Virginia

Woodburners Two, Falls Church