

NCHPBA & CATE

ANNUAL MEETING AND EDUCATION CONFERENCE



May 21-23, 2018

CELEBRATING NCHPBA'S 25TH YEAR AS AN ASSOCIATION!

Three Bears Resort Waterpark and Conference Center

701 Yogi Circle • Warrens, WI 54666
608-378-2500 and ask for NCHPBA or CATE block

Deadline for lodging reservations at block rate = 5/1/2018 (rates increase after that date)

Double Queen or King = \$89.95 + tax
Double Queen or Family Suites = \$109.95 + tax
Call Tori for 3-bedroom Villas: 608-378-2508

Come and Get Smarter than your Average Bears!

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 professionally. Please note that we will not be offering NFI Exams onsite this year. Take them in advance through the NFI Certified online program and then you can attend and get credit for any of the offerings. For online Exam information, go to: www.nficertified.org/#continuingEducation then click on the photo citing "Tests, Training & Certification Courses".

Come Monday and have great fun. Lots of options this year. If you don't golf, we have Skeet Shooting or Bear Bogging during the day. The evening options include team games of Volleyball or Corn Hole or simply relax on Three Bear's pond with a paddle boat ride. Phenomenal sponsors help support this great event. We will have indoor and outdoor exhibits, too. On Tuesday, rediscover what a great conference is. We will have education programs and the NCHPBA Annual Meeting. CATE will have a Raffle and the infamous Heads or Tails game. On Wednesday there are two tracks of education, one of which is provided by Reps and Manufacturers. Although some of these classes are 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 Wednesday.

MONDAY – The New FUNDAY!

- 11:00 a.m. Golf Outing at Hiawatha Golf Club in Tomah, WI. Fees include cart and box lunch.
10229 Ellsworth Road in Tomah, WI 54660. Golf Club Phone: 608-372-5589
- 10:00 a.m. 12:30 or 3:00 p.m. Bear Bogging. ATV rides through the Chequamegon Forest. Limited to 11 people per time frame. Plan on wearing old clothes as you could get muddy along the trails. 2 hours. Meet at Three Bears Resort (lobby) in advance of the time.
- Noon or 3:00 p.m. Skeet Shooting with industry colleagues at Woods and Meadows. Or, go on your own. All arrangements are made directly with Woods and Meadows. Bring your own guns or rent one there. Shells also available for purchase on site. N4335 Potter Road in Warrens, WI 54666. Their phone is: 608-378-4223.

AT THREE BEARS RESORT

- 5:30 - 8:30 p.m. Volley Ball. Teams will be organized on site and play will commence when ready. No fees, just fun.
- 5:30 - 8:30 p.m. Corn Hole Game: Just like volleyball, this is just for fun.
- 5:30 - 9:00 p.m. Paddle boating around the pond. Again, just for fun – no fees or competition involved. Relax and enjoy. Boats are reserved just for us.
- 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. "Pic-a-nic" dinner.

TUESDAY

- 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.

WEDNESDAY

- 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



Two-day registration fee includes all education and Monday evening events except that golf, skeet shooting and bear bogging have separate fees. One comp guest for the Monday evening "pic-a-nic" is included with each 2-day fee but registration of guest(s) is required. The Monday comp guest and/or additional guests may come to all food offerings with separate fees.

NO children under 12 allowed due to safety & liability concern.

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

Time	Track A	Track B
7:00 - 8:00	Registration / Breakfast / Exhibits	
8:00 - 9:30	<p><i>sponsored by CATE</i> Call Backs Drain Profits John Gulland Home Heating with Wood Killaloe, ON Canada 1.5 NFI CEU – Elective</p> <p>Retail staff will learn how to prepare their customers for the various challenges in getting used to a new wood heater, to make efficient use of sales and installation staff time; to reduce unproductive work for staff, and to help new staff more quickly gain the knowledge needed to function effectively without errors. Insights into customer psychology will also be provided to help head off problems.</p>	<p><i>sponsored by CATE</i> The Biggest Tax Law Changes in 30 years – What You Need to Know Kurt Heling Alberts Heling CPAs Neenah/Green Bay, WI 1.5 NFI CEU – Elective</p> <p>In December of 2017, the most wide ranging tax law changes since 1986 were enacted, affecting most individual filers, as well as partnerships, s-corporations, and c-corporations. This presentation discusses those changes, how they will be implemented and how they will affect individuals and business owners.</p>
9:30 - 10:15	Break / Exhibits	
10:15 - 11:45	<p><i>sponsored by CATE</i> Chimney Physics – Chimney venting by natural draft John Gulland Home Heating with Wood Killaloe, ON Canada 1.5 NFI CEU – Technical</p> <p>The behavior of air and flue gases in a chimney operating on natural draft is complex and an understanding of the influences involved does not come easily. Common assumptions about the dynamics of flow and pressure in chimneys are often incorrect and function as barriers to good system planning and problem diagnostics. Basic physics at work in chimneys and houses will be provided.</p>	<p><i>sponsored by CATE</i> Naked & Afraid: What to do with an unexpected lawsuit? Dana Richens Smith, Gambrell & Russell, LLP Atlanta, GA 1.5 NFI CEU – S/H/L</p> <p>This course draws on the format of the popular Discovery Channel series, “Naked and Afraid,” to discuss how a hearth industry business can be prepared to defend itself in the event it is drawn unexpectedly into litigation due to fire or other personal injury or property damage associated with home installation or service. The course will focus on non-technical best business practices that will also serve the company well if it is thrust into litigation.</p>
11:45 - 1:45	Lunch & NCHPBA Annual Meeting	
1:45 - 2:15	Break / Exhibits	
2:15 - 4:15	<p><i>sponsored by CATE</i> The Champion's Code Ross Bernstein Minneapolis, MN 2 NFI CEU – Elective</p> <p>In an engaging, provocative, and visually entertaining style, Ross will use inspirational stories and poignant life lessons from the world of sports to show attendees how to:</p> <ul style="list-style-type: none"> • Create a “culture of excellence” by giving extraordinary customer service... • Generate momentum by utilizing the “currency of karma”... • Follow their moral compasses to win “the right way,” with respect and integrity... • Be better leaders and create more “buy-in” by embracing change and failure... • Evolve from “order takers” to “trusted partners” by enhancing the quality of their relationships... 	
4:30 - 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	<p style="text-align: center;"><i>sponsored by CATE</i> Mendota Proflame 1&2 Valve Training Bob Maiwald Mendota Hearth Products Cedar Rapids, IA 1.5 NFI CEU- Technical</p> <p>The three components of Proflame 1 will be reviewed as well as telling the difference between the PF1 remote versus the PF2 remote. Details on how the PF2 works as well as trouble shooting will be provided.</p>	<p style="text-align: center;"><i>sponsored by Stove Builders International</i> Osburn Fireplaces and Stoves...Opportunity for Profit Kirt Schwarm SBI Grand Chute, WI 1.5 NFI CEU – Elective</p> <p>This program will provide a brief history of Osburn stoves in the marketplace; the current dealer opportunities; description of products, wood stoves and inserts; pellet stoves and high-efficiency EPA certified fireplaces and the <i>unique selling position</i> of Osburn Hearth products.</p>
9:30 - 10:15	Break / Exhibits	
10:15 - 11:45	<p style="text-align: center;"><i>sponsored by CATE</i> Mendota Flames Made Easy Bob Maiwald Mendota Hearth Products Cedar Rapids, IA 1.5 NFI CEU-Technical</p> <p>This class will cover the tools needed, converting to LP/Propane gas as well as tips, hints and suggestions on placing inswool.</p>	<p style="text-align: center;"><i>sponsored by CATE</i> Inspections: What You Don't Know Could Cost You Russ Dimmitt CSIA Fairfield, IA 1.5 NFI CEU-Technical</p> <p>We will discuss the standard of care in our industry as it relates to inspecting installations and flues. We will talk about the various issues you may encounter if you aren't following the standard of care and how that can negatively affect your business and financial wellbeing.</p>
11:45 - 12:45	Lunch / Exhibits Close	
12:45 - 2:15	<p style="text-align: center;"><i>sponsored by CATE</i> Mendota Installation Check List Bob Maiwald Mendota Hearth Products Cedar Rapids, IA 1.5 NFI CEU Technical</p> <p>This class will cover the things to know and do when installing a Mendota Fireplace/insert with the NEW Install Check List.</p>	<p style="text-align: center;"><i>sponsored by CATE</i> Maximizing the Value of Employees Kirt Schwarm SBI Grand Chute, WI 1.5 NFI CEU – Elective</p> <p>This program will include:</p> <ul style="list-style-type: none"> - throwing old habits out the window - common mistakes employers make - bringing employees "up to speed" as quickly as possible - are we making the same mistakes? - developing an employee manual - implementing a training schedule - involving employees in the business.
2:15 - 2:30	Break in Education Area	
2:30 - 4:00	<p style="text-align: center;"><i>Sponsored by CATE</i> Outdoor Great Room Paul Nigon Outdoor Great Room Burnsville, MN 1.0 NFI CEU – Elective</p> <p>The outdoor room is a growth category presenting retailers with opportunities to diversify and expand their business. Topics to be covered include:</p> <ul style="list-style-type: none"> - Defining the Outdoor Room - Industry Statistics - Standards, Safety and Installation - Design and Product Mix 	<p style="text-align: center;"><i>Sponsored by CATE</i> Zero Clearance: Refurbish or Replace Dan Green Top Hat Fireplace & Chimney Specialists Baraboo, WI 1.5 NFI CEU – Technical</p> <p>We have an abundance of zero clearance or factory-built fireplaces in our region. Many of those are aged and in need of attention. This program will provide options and ideas based on safety and consumer desires.</p>

Come and Get Smarter than your Average Bears!

Registration is online. Go to www.northcentralhpba.org for online website information. Any problems, please contact the NCHPBA/CATE office at 608-829-2580 or 608-831-2580 and staff will assist you.

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

Registration Fee Schedule - all fees include taxes.

<p>Monday Golf with cart Hiawatha Golf Club. 10229 Ellsworth Road Tomah, WI 54660 608-372-5589 www.golfhiawatha.com</p> <p>Register through NCHPBA/CATE but go directly to the Club to golf at 11:00 a.m.</p>	<p>\$50.00/person 11:00 a.m.</p>
<p>Monday Bear Bogging ATV rides through the Chequamagon Forest. May be muddy. Wear old clothes: 2 hours. Three time slots. Limited to 11 people per time slot. Sign up for one slot. Meet in lobby at Three Bears in advance of reserved time. Register and pay to NCHPBA.</p>	<p>\$75.00/person 10:00 a.m. 12:30 p.m. 3:00 p.m.</p>
<p>Monday Skeet Shooting Shoot on own or with industry friends. Two NCHPBA time slots are Noon or 3:00. Call and reserve your time (with industry or on your own) directly with Club. Pay Club on site. Bring your own gun or rent one. Shells can be purchased.</p> <p>Woods and Meadows N4335 Potter Road Warrens, WI 54666 608-378-4223 www.woodsandmeadows.com</p>	<p>Fees range from \$18.00 - \$36.00 Noon 3:00 p.m.</p>
<p>Monday Evening "Pic-a-nic" at Three Bears: One comp with paid two-day registrations. You must register for the "pic-a-nic" for food count however.</p>	<p>Pre-registration requested.</p>
<p>Monday "Pic-a-nic" Guest Fees (non-registrant) One Comp with paid two-day registration. Pre-registration required. Additional guest fees may be purchased</p>	<p>\$25.00</p>
<p>Guest Breakfast (non-registrant per day)</p>	<p>\$20.00</p>
<p>Guest Lunch (non-registrant per day)</p>	<p>\$25.00</p>
<p>Tuesday Dinner Guest (non-registrant or one day registrant)</p>	<p>\$35.00</p>

Program Fees	Member	Non Member
<p>Two Day Includes all food & events except for Golf, Skeet Shooting or Bear Bogging</p>	<p>\$179.00/person OR \$199.00 AFTER 4/30/18</p>	<p>\$239.00/person OR \$259.00 AFTER 4/30/18</p>
<p>One Day (either Tuesday or Wednesday) Includes breakfast and lunch per day but not Tuesday Dinner. Does not include any Monday events.</p>	<p>\$129.00/person OR \$149.00 AFTER 4/30/18</p>	<p>\$139.00/person OR \$159.00 AFTER 4/30/18</p>

