

2019



June 3-4, 2019
Wyndham Hotel & Convention Center
Lancaster, PA

Hotel Information



[VIEW MAP](#)

MAHPBAPalooza will be launched at the exciting, newly renovated Wyndham Hotel in Lancaster, PA!

The Wyndham has invested over \$30 million in the renovation of this hotel in the past 12 months. New bedroom suites, new lobby, heating and cooling system, you name it: no expense has been spared to make this the premier location in Lancaster. No need to leave for your favorite beverages, there is a Starbucks located in the hotel.

Hotel accommodations are to be made by attendee. Contact the hotel directly (717-299-5500) and reference "MAHPBAPalooza" for our discount: \$139/night single/double; \$149 triple or quad room.

2019 Pre-Conference Education Opportunities (Sunday, June 2)

Class size is limited. Register online today [here](#) or call 804-643-4433 ext. 4 to reserve your space!

Roof Safety for Hearth & Chimney Professionals

6 CEUs Available | 8:30 AM - 5 PM (includes 2 breaks/lunch)
\$229/person MAHPBA Member
\$280/person Non-member
30 Student Limit

ALL DAY HANDS ON training. Four groups rotating through the following class segments:

1. Evaluating, choosing and installing roof anchors. Participants will inspect many different roof anchors available in the market place, learn the proper use and limitations of each and develop a sense of how to choose the best anchor for their work. Participants will also be introduced to techniques for moving about and working safely on slate roofs, and learn how to remove slate quickly and reinstall them easily. These skills will enable chimney workers to work on slate roofs with more safety and confidence.
2. Will cover roof access "First up Last Down" using the Goat, Ridge Hook, Slator bracket, Petzl Toss bag, and the sling shot method. Participants will receive a free book (The Tree Climber's Companion) and a short section of rope for practicing knot tying. Robert manages Blue Glass, LLC's full time roofing repair crew and his team uses these knots and techniques on a daily basis to create safe working conditions on every jobsite.
3. Choosing the right equipment and how to care for it. We will allow you to try on several different type of equipment.
4. OSHA & MOSH guidelines, including inspection vs working.

*If you have your own fall protection equipment bring it. Also bring any photos you may have of difficult roof access.**

Presented by:

Ronny Roseveare, *President, Slator, LLC, Roofing business owner and inventor of several patented roof access and repair products.*
 Robert Harwick, *Slator, LLC, Roofing*
 Brian Hughes, *Petzl Technical Advisor & Area Sales Representative*
 Kurt Evers, *Superior Fireplace Operations Manager*

Crystalline Silica, Respiratory & Asbestos Training – OSHA Approved

6 CEUs Available | 9:00 AM - 2:30 PM (includes 2 breaks/lunch)
\$179/person + \$35 fit testing MAHPBA Member
\$230/person + \$35 fit testing Non-member
25 Student Limit (15 Student Limit for Fit Testing)

1. **SILICA COMPETENT PERSON FOR CONSTRUCTION (1.5 hours)**
 OSHA's New Silica Law was created to help protect workers exposed to respirable crystalline silica. Workers who inhale very small crystalline silica particles are at increased risk of developing serious — and often deadly — silica-related diseases. This class will provide commonsense, affordable and flexible strategies for employers to protect workers from the serious risks posed by silica exposure.
2. **RESPIRATORY PROTECTION (1.5 hours)**
 Respiratory protection is part of working in the construction industry. Learn where, how and why you and your employees need protection; the correct type of mask to use in various situations, how to don a mask, maintain masks, replacement routine and much more.
3. **ASBESTOS TRAINING (1.5 hours)**
 Asbestos is well recognized as a health hazard and its use is now highly regulated by both OSHA and EPA. Learn how to best control your exposure to asbestos through engineering controls, administrative actions, and personal protective equipment (PPE).
4. **OPTIONAL FIT TESTING**
 Option for OSHA approved fit testing session if you can bring medical form. Add +\$35 for Fit Testing.

Presented by:

John Wolgemuth, *JW Safety*

MAHPBAPalooza Schedule

Monday, June 3

- 8:00 - 9:30AM General Membership Meeting/State of the Industry***
HPBA & MAHPBA
- 9:30 - 10:00 AM Break**
- 10:00 AM - 5:00 PM Indoor/Outdoor Exhibitor Showcase**
- 10:00 - 11:30 AM Concurrent Sessions**
 - BUSINESS** Goal Achievement Techniques That Can Change Your Life*
Doug Brown
 - TECHNICAL** Advanced Pellet Troubleshooting*
Barry Boyer
 - SAFETY** Safe Access Planning via Google Earth*
Ronny Roseveare
- 11:30 AM - 1:00 PM Lunch Break**
- 1:00 - 2:00 PM Concurrent Sessions**
 - BUSINESS** Tips For Reading People Faster*
Doug Brown
 - TECHNICAL** Gas Fireplace Troubleshooting*
Barry Boyer
 - SALES** Surviving In A World of Online Reviews*
Shannon Good
- 2:00 - 2:30 PM Break**
- 2:30 - 3:30 PM Concurrent Sessions**
 - BUSINESS** Preparing Yourself to Achieve Excellence*
Doug Brown
 - TECHNICAL** Wood Fireplace & Stove Class*
Barry Boyer
 - SALES** Marketing Checklist: Must-Haves in Your Marketing Plan*
Shannon Good
- 3:30 - 4:00 PM Break**
- 4:00 - 5:00 PM Concurrent Sessions**
 - TECHNICAL** How To Properly Conduct A Service Call*
Carl Larkin
 - SALES** A Deep Dive Into Helping People Buy*
Doug Brown
- 5:00 - 6:00 PM Reception - Cocktails**
Vendor/Dining Area
- 6:00 - 7:30 PM Reception - Heavy Hors d'oeuvres**
Vendor/Dining Area
- 6:00 - 10:00 PM 3rd Annual Cornhole Tourney**
Vendor/Dining Area

Tuesday, June 4

- 8:00 - 9:30 AM Concurrent Sessions**
 - BUSINESS** Succession Planning*
Hope Stevenson
 - TECHNICAL** Maxitrol System Troubleshooting*
Keith Szczepanski
 - SALES** Qualifying the Homeowner*
Suzanne Turner
- 9:00 AM - 3:30 PM Indoor/Outdoor Exhibitor Showcase**
- 9:30 - 10:00 AM Break**
- 10:00 - 11:30 AM Concurrent Sessions**
 - BUSINESS** 25 Ways To Get And Stay Profitable*
Ruth King
 - TECHNICAL** Outdoor Appliance Gas Systems*
Keith Szczepanski
 - SALES** Reading and Using Body Language*
Hope Stevenson
- 11:30 AM - 1:00 PM Lunch Break**
- 1:00 - 2:00 PM Concurrent Sessions**
 - BUSINESS** Pellet Fuel Buying & Selling*
Suzanne Turner
 - TECHNICAL** Proper Installation & Troubleshooting Vented Log Systems*
Keith Szczepanski
 - SALES** Exceeding Expectations*
Hope Stevenson
- 2:00 - 2:15 PM Break**
- 2:30 - 3:30 PM Session**
 - SALES** How To Handle Difficult People*
Hope Stevenson

*Eligible for one (1) NFI CEU.

To register for **MAHPBAPalooza**, please see the attached registration form or [click here](#). To register for *Pre-Conference Education Opportunities* and *Post-Conference NFI Exams*, please visit the following links:
[June 2 Pre-Conference Education](#)
[June 5 Post-Conference NFI Exams](#)

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BECOME A SPONSOR

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Cornhole Sponsors!



Exhibitor Sponsors!



Top Reasons to Attend

- You'll find all of the best industry suppliers under one roof
- Most comprehensive industry show in the Mid-Atlantic region
- Over 20 different classes to choose from in all business areas
- Earn over 20 NFI & CSIA CEUs when you sign in and out of classes
- Your staff will get the knowledge they need to help your customers
- Important Government Affairs updates discussed
- Networking with fellow industry members
- Having FUN while learning ways to make your business more profitable

2019 Post-Conference NFI Exams (Wednesday, June 5)

New for 2019

About 60% of the manual and exam content for each fuel (Woodburning, Gas and Pellet) is common to all three. Topics like combustion, clearances, safety, etc., are included in all three manuals and exams. NFI took that "core" knowledge and created a single Core Knowledge manual and exam. Exams for Gas, Wood and Pellet are now fuel-specific.

If you are currently NFI Certified and want to become certified in Woodburning, Gas or Pellet: Sign up for one afternoon review and exam session.

If you are NOT currently NFI Certified or your certification has lapsed and want to become certified in Woodburning, Gas or Pellet:

Sign up for the morning Core review and exam PLUS one afternoon Woodburning, Gas or Pellet review and exam.

- You may take both the Core and Fuel-Specific Exams on June 5th. Two exams Wednesday mean you will be testing late.
- You may take just Core, but you will not be certified until you take and pass a fuel-specific exam.
- Reviews and Exams are subject to minimum attendance levels. Reviews and exams may be cancelled if minimum attendance levels are not reached. Register early! **No registrations will be accepted less than 10 days prior to the event.**

New Core and 6th edition Woodburning, Gas or Pellet Exam Manuals are shipped upon registration.

Schedule

8:00 AM - 3:00PM NFI Review

Hearth Design Specialist

8:00 - 11:00AM NFI Review

Core Review

11:00 AM - 12:00 PM Lunch Break

1:00 - 3:00 PM Concurrent Review Sessions

NFI Gas Review

NFI Pellet Review

NFI Wood Review

3:00 - 3:15 PM Break

3:30 PM NFI Exam

REGISTER NOW!

For more information, see the NFI Review page [here](#).



Registration Form

Your paid full \$49 registration includes: admission to Exhibitor Showcase Floor both days; Monday breakfast & cocktail reception; breaks both days; all education classes; giveaways at show and special "show only" discounts offered by participating exhibitors.

Pre-Conference and Post-Conference classes/exams require special pre-registration online.

Registrant Information

Company Name _____

NFI # _____

Address _____

City _____ State _____ Zip _____

Phone _____

Email _____

Fax _____

Attendee Names/Titles/Emails

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Payment

$$\text{_____} \times \$49 = \boxed{\text{_____}}$$

Number of registered attendees Total Due

Pay by check

Attach a check payable to MAHPBA accompanying the registration form and mail to MAHPBA, 250 West Main Street, Suite 100, Charlottesville, VA 22902

Check # _____ enclosed

Pay by credit card

Visit the MAHPBA Website [here](#) to register online and pay by credit card.

*Cancellations received in writing on or before May 22, 2019 will receive a full program refund.
Cancellations received after May 22, 2019 are not eligible for a refund.*