

SALES UPDATE JANUARY 2013

PROGRAMS

IT'S NOT TOO LATE TO EARN REWARDS!

The winners for the Costa Rica trip from Mynhtrewards April 29 – May 3, 2013 will be announced in late February 2013. In the meantime, it's

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not too late to continue earning points! Simply log warranty registrations on myhht.com within 45 days of invoice date for eligible products to receive reward points. The points never expire and 2012 points can be combined with 2013 points. Spend your points now, or save up for a larger prize. Look for more information about the 2013 program coming soon!

NEW YEAR, NEW LOOK EVENT

Between January 18, 2013 and February 18, 2013, offer your customers a Free Accessory (valued up to \$300). Visit myhht.com to review the promotion details including qualifying product list. Opt-in was required prior to the start of the promotion. Also available on myhht.com is the comprehensive marketing toolkit including:

Radio Script

Poster

· Ad Slicks

Outdoor Banner

· Web Banner Ads

Offer available to US and Canadian dealers. The opt-in for this promotion also features a Promotion Opt-In Confirmation Screen. Click here to view the steps to ensure a successful opt-in for all promotions moving forward.

YOU TALKED, WE LISTENED



Thanks to feedback provided by our customers, a new myhht.com Help Guide is available with step by step instructions for promotion opt-in. Click here to access this new guide. We would like to thank the following customers for their comments via the "Comment/Complaint" section of the myhht.com

- Hoffman's Outdoor Power & Repair Pennsylvania
- Fullmer's Ace Hardware Colorado
- Survival Products, Inc. Maryland
- Krings Stoves & Fireplaces Pennsylvania
- Kurtz Enterprise New York

PRODUCTS

MAKE YOUR BROCHURES STAND OUT

It has never been easier to make your brochures stand out with the new cardboard inserts designed to raise your brochures slightly out of the POS carriers. Order part #HHT-80080 today from the Literature/POS site.



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SALES UPDATE JANUARY 2013

YOU TALKED, WE LISTENED



Thanks to feedback provided by our customers, Harman will be introducing separate Installation and Owner's manuals and an Installer Checklist to:

- Simplify and shorten the install instructions
- · Create an easy to follow user manual for each unit
- · Include an installation checklist

Separating the Installation and Owner's manuals will more easily provide the correct information to the intended user. The Installation Manual will have the information needed for installing the appliance whereas the Owner's Manual will have information on how to care for and operate the appliance.

We also created an Installation Checklist to highlight the main items to be completed during installation. While it is not intended to replace the Installation Manual, it helps identify the main items to be completed and where additional information can be found in the Installation Manual.

The checklist should be used to communicate information about the appliance and installation to the general contractor and other trades that interact with the appliance during construction. We recommend that the checklist remains visible at all times on the appliance until the installation is complete.

During the month of January 2013, the following products will have updated manuals and checklists: Twilight-II-B, and Twilight-II-MOD. Beginning in March 2013, the following products will have updated manuals and checklists: P43, XXV, Accentra Insert. When the new manuals and checklists are launched, they will be available on myhht.com and harmanstoves.com.

We would like to thank the following customers for their comments via the "Comment/Complaint" section on the myhht.com

homepage:

- Complete Home Concepts Missouri
- Valley Stove & Chimney California
- Montpelier Stove Works Vermont
- Courtland Hearth & Hardware Maryland
- Arnold Stove & Fireplace Center Missouri
- Southwest Fireplace Supply Illinois
- Best Fire Inc. Missouri





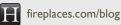


BROCHURE UPDATES

The following brochures have been updated.

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Brochure	Description	Availability	Update Details
HAR-1302U	TL 300	Now Available	Updated design and messaging; QR codes added
HAR-1301U	Magnafire/Mark	Now Available	Updated design and messaging
HHT-1042U	DuraVent	Now Available	Updated images & part numbers on three pages

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HHT DECORATIVE TERMINATION CAP POS

A core POS system to promote the reintroduced Decorative Termination Cap Collection is now available to order from the Literature/POS site. Part #HHT-80081 is 50% co-op eligible.



BOX STRUCTURE UPGRADES

We have increased the durability of the stove packaging by adding wider runners for better stacking ability. The tray, which did not give additional protection, has been eliminated as of September 27, 2012.

P35I FLAME GUIDE UPGRADE

The Flame Guide Extension was implemented on the P35i Pellet Insert on June 19, 2012 with product serial #8653368. We also have a Flame Guide Extension Kit available, part #1-00-774338, that can be installed in P35i units prior to that serial number.

HHT INFORMATION

JOIN US AT HPBEXPO 2013!

Hearth & Home Technologies is pleased to announce that we will be attending HPBExpo 2013 in Orlando, Florida from March 13 – 16, 2013. Join us and be among the first to see our exciting new products and programs. Watch your inbox for additional details coming soon. We hope to see you there!

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