



# HotTimes

A NEWSLETTER ON WHAT'S HOT AND WHAT'S NOT

## HearthStone's Contemporary Stove



### Hase Bari

HearthStone Quality Home Heating proudly introduces their contemporary wood stove, the **Hase Bari**. The Hase model 8170 is revolutionary because of its ability to rotate a full 180 degrees on its axis! With this unique feature, you can now view the fire from nearly anyplace in the room. It's compact, cylindrical design adapts to any architectural style. With

a height of 43" and a width and depth of *less than 19"*, the Bari can fit into many places other stoves simply cannot. Its 27,000 BTU output is more than enough to keep the edge off during those cold winter nights. You will want to act soon to make sure that you can make the Bari part of your fall lineup.

The Bari is being manufactured in Europe and will be arriving in our warehouse shortly. You really need to see it burn—it looks great.



## ICC's Excelpellet

### Factory Installed Silicone

Northwest Stoves is now stocking **Excelpellet**, ICC's new venting for Pellet burning appliances. **Excelpellet** is certified with only 2" clearance to combustibles.

This unique venting is manufactured using specialized machinery, making it possible to maintain strict tolerances between components. This precision permits the use of a factory installed silicone gasket and eliminates the need for field application of silicone.

The factory installed rubber gasket solves two major problems:

- The gasket seals perfectly so there is no need for sealant application in the field. This speeds up installation, simplifies clean up, facilitates painting and eliminates callbacks.
- The parts also disassemble easier, making routine maintenance much simpler.

The *insulated* adjustable wall thimble is an interesting component, as it enables reduced clearance.

Excelpellet comes with a limited lifetime warranty on the components for as long as the original consumer owns the chimney system.

And even though the clearance to combustibles for Excelpellet is a paltry 2", it will soon be available with only a **1" clearance to combustibles**.



Excelpellet will make your installs go much smoother



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*"First they ignore you then they laugh at you then they fight you. Then you win."*

- Mahatma Gandhi



Heartland's new Paragon, as seen by Mike and Bob in Las Vegas



Heartland/AGA had their trailer parked at the Summit

*Wayne does the work of three men:*

*Larry, Moe & Curly*



Soon to be coming from Kingsman—The Marquis Serenity

## Summit in Huntsville

### Wayne heads east

Wayne spent a few days in Huntsville, Ontario and came away with some important information regarding government regulations inside the fireplace industry.

NRCAN (Natural Resources Canada) no longer supports the *Burn it Smart* program. The *Burn it Smart* web site has been forwarded to Environment Canada. The federal government is refocusing their priorities on regulations, as opposed to education. However, they will still do some fairs and such. Environment Canada has a model municipal by-

law for regulating wood-burning, which they will be actively pushing. You can download this model on Environment Canada's web site at [www.ec.gc.ca](http://www.ec.gc.ca).

Be careful about handing out this document, however, as it is complicated and may cause problems.

The number of outdoor boilers currently in existence was a shock to the



The summit presentations were well attended

government. In fact, only 32 municipalities *throughout Canada* have bylaws regarding outdoor boilers.

The government wants to reward people for changing to environmentally friendly appliances in their homes. They are willing to offer \$300 if you change from your old smoker to a clean-burning stove. In fact, you can earn up to \$5000 by converting your appliances to more energy efficient ones, such as a low-flush toilet, installing argon filled windows and replacing your furnace. Of course, that \$5000 will be offset by the costs to have the appliances audited.

## Kingsman Factory Tour

### Factory Tour Huge Success

In May, Northwest Stoves went back to Winnipeg to visit our newest vendor, **Kingsman**, to show some of our dealers the ins and outs of this Canadian owned vendor.

As we expected, the comments that came from our dealers all featured the words, "*pleasantly surprised*," "*very impressed*," "*Very big and extremely organized*," and of course, "*wow!*"

On this trip, the delegates saw some of the new items coming down the line, all of which will be available very soon. The first item was a remote control which was very well received. It has a self-regulating/flame adjustment feature.

Another new item is a rock set for the IDV33 Insert to complement the rocks already available in the Marquis Collection.



Clean face unit seen in front entrance of Kingsman's factory

Also to have the rock option will be the HBZDV3320 fireplace, as well as a clean face kit.

As a result of this trip, Northwest Stoves (with input from the dealers who attended), made decisions on what product would be stocking going forward. These include the IDV33 Insert the FV200 Free standing stove, the HBZDV3628 fire-

place, the ZDV3318 & ZDV3320 fireplaces and of course, the Marquis Collection—MQHBZDV3636 & 4236 fireplaces.

A special "thank you" to all those dealers who took the time to come along with us and take the factory tour. We hope that you found it as valuable an experience as we did.

There's no question that each of the dealers who show Kingsman/Marquis units are



"The gang" heads out from the state of the art Winnipeg fac-



## Product Shorts

### RSF Opel 3 & Onyx 2

The new Opel 3 is available now in a black door model. If you wish to display the Opel 3 and the Opel 2 but don't have



New Opel3 Display

showroom space, ask your representative about the Opel 3 display that's available.

RSF is now no longer shipping the Onyx, but the new Onyx2. For details on the changes of these units, give us a call.

### New Jotul Colours

Now available are Jotul's two new colours, Majolica Brown & Blue enamel. We are currently stocking the Oslo in Brown, the Allagash BV in brown



Majolica Blue

and the DV in both colours.

### T&C Trim Kits

All Town & Country fireplaces are now being shipped with finishing trim kits, to complete the clean look of the fireplace. Each showroom unit has also been provided a trim kit to finish it off at no charge. If you require more trim kits, please let us know.

### Primo "Smart Cart"

As a perfect compliment



to the Primo Grill, Northwest Stoves now has the Smart Cart available.

Built out of sturdy red cedar and topped with a grey ceramic tile finish, it's new design now allows the

table to be moved easily



through a standard doorway. You'll love the way it looks.

### New Outdoor Log Sets

To be used in an outdoor fireplace, R.H. Peterson's stainless steel burner provides a rugged, weather-resistant setting. Made from 18 gauge stainless steel and available with or without valve, this burner is compatible with any Real-Fyre logs.

### Patio Glassfyre

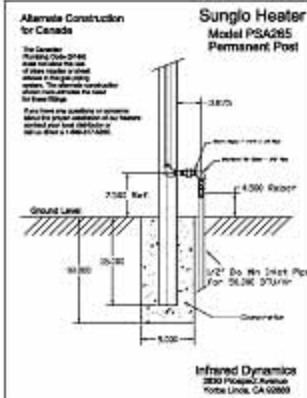
Introducing the Patio Glassfyre, from Portland Willamette. This outdoor fireplace comes in a variety of styles and options.



Infratech Heaters at Las Vegas' famed Caesar's Palace.

### Infrared Dynamics Technical Bulletin

The Canadian Plumbing Code (B149) does not allow the use of close nipples or street elbows in the gas piping system. See diagram.



*Can't find the latest prices? Look for your brand new Northwest Stoves catalogue to arrive on your door step in July!!!*

## Giving From The Head...er...Heart

### For a great cause, after all, it's only hair...

Back in April **Tamara White**, daughter of Richard and Candice White from Kelowna's **Okanagan Barbe-Clean**, took "taking one for the team" to new heights as she willingly sat herself down in a chair and had her long, beautiful brown hair shaved off to raise money for the Canadian Cancer Society's Locks of Love Foundation. She was very serious about making this work as you can tell from the \$1100 she helped raise that day. She enlisted the support of friends, family and people in the fireplace industry for contributions—all of whom were more than happy to help. Thank you for being an inspiration Tam!



Tam White loses her locks for cancer



### Upcoming Jotul Ad

This full page, colour advertisement for Jotul will appear in Canadian House & Home during the months of August, September and October this fall.



## Serving the Fireplace Industry

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*"The reasonable man adapts himself to the world. The unreasonable man persists in trying to adapt the world to himself. So, all progress depends on the unreasonable man." - George Bernard Shaw*

Visit us on the web  
at  
[northweststoves.ca!](http://northweststoves.ca)



## South Island Fireplaces

In late May, South Island Fireplaces in Duncan, B.C. had a grand re-opening in a brand new, gorgeous building just off the Island Highway. It's clear from the moment you first walk in that this building is something special. Your eyes can't help but gaze upon Town & Country's magnificent TC54 Fireplace, the largest model in the line, which is enveloped by an elegantly designed wall from Solus Mantels. Directly above the TC54 is a breathtaking waterfall built right into the wall. At that point, you've already gasped out loud, and yet you've only just begun. As your experience continues, you realize that this is a state of the art showroom which sports a very contemporary design. From the polished, concrete floors to the high end finishing around all of the fireplaces throughout, you won't have been in a showroom like this one.



One of the most impressive aspects of the experience is the nine plasma televisions scattered strategically among the fireplace & stove lines. Each TV features numerous still photos put together to make a Product Showcase Video. This enables the consumer to physically see other options for different fireplace lines that may not appear on the showroom floor. I'm sure that this idea is the way of the future in this industry. After all, what dealer hasn't wished they had more room to display a wider range of products?



TC54 seen in the front entrance as you walk in. That's a waterfall above the Town & Country.

There are several different manufacturers represented throughout the 5000 square foot showroom, including Jotul, HearthStone, Scan, Pacific Energy, RSF Energy & Kingsman; all of which had terrific presence. I highly recommend having a walk through this amazing fireplace showcase if you ever happen to be in Duncan. It contains a few guaranteed jaw-dropping moments.

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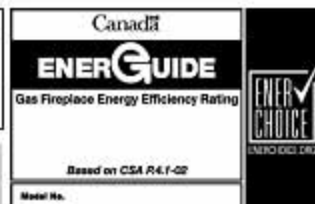
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To leave a **Voice Mail** please phone **604-856-8750** or **1-888-663-8816**, then enter the extension of the person you are trying to reach and you will be automatically directed to that person's line. We will take your call promptly, or you can leave a voice mail for a quick call back.



Serving the Fireplace Industry For Thirty Years



### Reminder!!!

Don't forget that the EnerGuide/EnerChoice program is now in full swing. You should have received labels like the one pictured above from Northwest Stoves. If you still require extra labels, please notify us and we will send you the ones you need right away. Remember that each showroom unit **must** have the label clearly visible, whether or not it meets the criteria to be an EnerChoice product.