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On behalf of everyone  
at Northwest Stoves,  
I'd like to wish you  
all a safe and happy  
Holiday Season and a  
prosperous 2012.

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



### Northwest Stoves Staff

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### Woodheat.org Creates Excellent Educational Videos

In our industry, we are always looking for simple and effective ways to educate the consumer to the do's and don'ts of wood burning. However, we rarely come across anything that isn't either (a) highly technical and difficult to comprehend by the average consumer, or (b) poorly made and not worth the



Excerpt from "Advanced Wood Stove Technology" video comparing stoves

time to go through. We were fortunate to come across a series of videos that were written and produced by John Gulland of woodheat.org for Environment Canada. These videos try to explain in plain language how wood burning works, firewood properties, advanced combustion technology and even the basics of lighting a fire. They have made three videos titled "Advanced Wood Stove Technology," "Firewood, From Forest to

Woodshed" and "Efficient Wood Stove Operation."

While the other 2 videos have excellent qualities and are worthwhile in their own right, I highly recommend the first video, "Advanced Wood Stove Technology," as a tool to educate your customers. It clearly demonstrates the differences between older stoves that burn inefficiently and today's newer stoves with secondary combustion.

To view these videos, please visit the following link: <http://woodheat.org/wood-heat-videos.html>.

### What's Happening at the Northwest Stoves Website?

We are always striving to make our website a tool that works for and helps our dealer. Because of this, we want you to let us know if you plan to run a promotion featuring Northwest Stoves products. We will display the details of the promo prominently on the front page of our website for everyone to see.

## Contact Us

### Canadian Landmark

#### Trivia Answers

From page 2 & 3

1. Vancouver
2. London
3. Sault Ste. Marie (s)
4. Winnipeg
5. Thunder Bay
6. Toronto
7. Calgary
8. Sudbury
9. Halifax
10. Toronto (duh!)
11. Quebec City



Serving the Fireplace Industry For More Than Thirty Years

Look for more fun  
trivia in the next  
edition of "Hot Times"

Volume 12, Issue 3

Fall/Winter 2011

# NORTHWEST STOVES LTD.

Serving the Fireplace Industry  
for Over 30 Years.

# HotTimes

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

## Caframo's New Ecofan Airmax

### Wide Temperature Range

You may have already seen the newest addition to the Caframo Ecofan line first hand. If not, introducing the Ecofan Airmax model 812, which produces the highest airflow over the widest range of stove surface temperatures.

The Airmax is available in both Caframo blade colours—nickel or gold—and like other Ecofans, it produces its own electricity by using the heat from the stove as its power source. The 812 Airmax is the highest performance Ecofan. It is able to have much greater airflow & velocity at lower stove temperatures, making it the ideal Ecofan to work off of gas stoves as well as wood stoves for a fraction of the cost of a regular 806GS model Ecofan. As a result, the Ecofan Airmax will replace **both** the 802



Model Airplus and the 806GS model Ecofan as both have been discontinued (at the time of this writing Northwest Stoves still has 3 Ecofan 806GS fans with gold blades still available.

With its efficient blade design silent operation, the Ecofan Airmax has the ability to save as much as 14% to the home owner in energy savings. It will also mean less emissions are produced from burning less fuel.

The Ecofan Airmax is available and in stock at Northwest Stoves. It makes an excellent gift for the "tough to buy for" person in your life.

The suggested retail price for the Airmax is \$149.99, which is the same price that the 802 Ecofan Airplus was.

**The Ecofan Airmax can save as much as 14% towards home energy costs**

## T5 Classic Inserts

### Alderlea Adds to lineup

Soon to be available from Pacific Energy is the Alderlea T-5 Classic Insert. The Alderlea's signature cast iron styling is wrapped in rich porcelain enamel, available in both Ebony Black and Majolica Brown. These beautiful and functional inserts have the same firebox as the medium Pacific Energy stoves and inserts—such as the Super 27 and Super Insert—which feature stainless steel encapsulated baffles and a limited lifetime warranty.

Like the regular T5 Insert, the Classic is available in the mid-size fire-



box only. The T5 Classic insert possesses both a standard (29 3/8" x 42") or oversized (33 1/2" x 42") surround and a screen door as options. Standard features include user-friendly one touch control, straight in wood loading, Pacific Energy's amazing air wash system and temperature actuated 160 cfm blowers. It is also both inside and outside combustion air compatible.

The T5 Classic Insert will be available early in the New Year, and at this point, a final price point has yet to be set for it. Stay tuned for more details...

### Inside this issue:

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*"He who leaves nothing to chance will do few things poorly—but he will do few things."*

- Edward F. Halifax



### Canadian Landmark Trivia

I'll give you the landmark and the province, you name the city it's in.

Part 1—Answers are on page 4

1. Stanley Park (BC—we'll start with an easy one!!!)
2. John Labbat Centre (ON)
3. International Bridge (ON—links 2 cities across the Canada-US border. Both cities have the same name)
4. The Golden Boy (MB)
5. Sleeping Giant (ON)

### Northwest Stoves Holiday Hours

Up to Dec. 23rd—regular hours

Dec. 26 & 27—closed

Dec. 28—Dec. 30—Regular hours

January 2—closed

Why aren't Santa's helpers called

"Subordinate Clauses?"



# HotTimes



## GreenFan Lineup Additions

### Eco-friendly Fans

In an earlier newsletter, we told you about the new GreenFan replacement fans which were now available as a low cost alternative to many manufacturer's replacement fan kits on gas fireplaces. These replacement fans have a suggested list price of just \$88, so many of you were quick to get on the bandwagon and check them out for yourselves. Well, the response was terrific, so in response to the demand, we have now de-



ecided to stock many different fan kits from GreenFan as well. Some of the kits we will be having on hand include:

#### DF-GF160A

For Hearth and Home Technologies fireplaces such as Heat n' Glo and Quadra Fire. This fan comes with rheostat, thermal disk and 2' plug in for a list of only \$167.00

#### DF-GFGZ550

For Napoleon—Continental units. The blower comes with mounting bracket, thermal disk, rheostat and 27" plug in for a list of \$172.00

#### DF-GFFK12

Replaces old Majestic gas fireplace blowers. Comes with blower, 40" plug in and Velcro attachment for an amazing list of only \$112. Plus many more!



DF-GF550Z Greenfan Kit

## Warmland Quality Assurance

**Leave nothing to chance** 100% of Warmland Pellet Stoves are now pre-burned at the factory to insure ignition of the fuel within a set time and that all functions work while the stove is burning. This includes the auger, firepot mixer, combustion and convection blowers.

In addition, each stove is subjected to an intense final inspection that includes electrical, mechanical and overall appearance.

Whether in traditional matte black or one of Pacific Energy's rich porcelain enamel finishes, you can now be even more confident about your purchase of a Warmland.



## Fire Up Your Savings

Now thru Dec. 31st

Due to overwhelming sentiment, Pacific Energy has opted to bring back the Fire Up Your Savings program through the balance of 2011.

To take part in the program, simply offer a free blower with the purchase of a free standing Pacific Energy or Alderlea woodstove, or a free surround with any Pacific Energy or Alderlea insert. Once the program is over and we have received your Dealer Rebate Form, we will provide you credit



on the blower, leaving you with a dealer cost of just \$75, or a dealer cost of only \$25 on a surround. Remember that this promotion is on now and lasts until December 31st, 2011.

We do not require copies of each dealer invoice, however, we do require the dealer invoice number to appear on the rebate form, along with the stove model and serial number. Please have the completed form faxed back into our office at 604-857-8963 no later than January 15th, 2012.

You can offer your customer the T5 insert with confidence, as we are now stocking them at Northwest Stoves.

## Pilgrim Clearances—While Quantities Last

Until quantities last, get the following Pilgrim items (listed in the current Pilgrim catalogue) for unbelievable prices. Hurry, these are moving fast.

### Screens & Spark Guards

**FH-18468** FGND Full Height Operable Door BB 3 @ Sugg. List \$479.00 Clear Dealer Cost—\$201.18

**FH-18472** FGND Full Height Oper. Door Tea Light 3 @ Sugg. List—\$509.00 Clear Dealer Cost—\$229.05

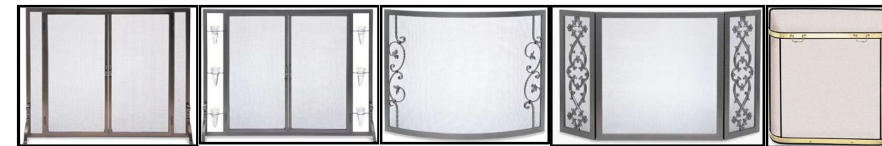
**FH-18343** Forged Scallop Bowed Screen 6 @ Sugg. List—\$339.00 Clear. Dealer Cost—\$152.55

**FH-18250** Cast

Traditional Tri-panel Screen VI 4 @ Sugg. List—\$409.00 Clear. Dealer Cost—\$171.78

**FH-18364** SGB3931 Brass Trim Spark Guard 2 @ Sugg. List—\$210.00 Clear. Dealer Cost—\$75.60

As you can see, these units are



FH-18468/69/71/72

FH-18472

FH-18343

FH-18250

FH-18364

priced to move quickly, so don't wait. Order your Pilgrim items today!

## Excel Direct Testimonial

Many dealers have chosen to make the change to ICC's Excel Direct Vent pipe—and all report terrific results. But don't take our word for it. Here is a testimonial from Mark Strate of the Fireplace Centre in Kamloops:

"I have used several different types of direct vent pipe in my 30 plus years of selling and installing gas appliances, and Excel Direct exceeds anything I have ever used before. The positive seal it creates with its inner gasket is great. The inner

liner is stainless steel, there are no interlocks to deal with, and the seams are welded making a very smooth appearance. It's just the best there is to work with."

Make the switch today.



Dustin Strate and Steve Day of The Fireplace Centre with Excel Direct

## ICC Decrease

In an effort to remain competitive, we have **lowered** the suggested retail prices on all lengths of insulated chimney. Some of the changes in list prices are listed below.

BI-6EL48 & BI-7EL48
Old—\$222 New—\$199
BI-8EL48
Old—\$269 New—\$242
BI-6EL24
Old—\$117 New—\$105
BI-7EL24
Old—\$120 New—\$109
BI-8EL24
Old—\$138 New—\$124

## New Imperial

At Northwest Stoves, we have a number of new products from Imperial Mfg. in stock we'd like to tell you about. Here is some information on them:

DK-KK0304 List—\$17.50
946ml tub furnace cmt. Blk
DK-KK0313 List—\$23.59
Timberlite Firestarter 144 pk
DK-KK0316 List—\$1.99
Flame Magic Crystals 1.45 oz
DK-KK0319 List—\$15.99
Sweeps Aid Cresote Treatment—907g jar
All of these are in stock and ready for your orders.

## Northwest Stoves & Facebook

Northwest Stoves recently launched their own Facebook page and it has grown rapidly in a short time. To visit the page, go to [www.facebook.com/northweststoves](http://www.facebook.com/northweststoves).

Some of the things you will find here include:

- Many pictures of our recent booths in the Vancouver Hospitality Show (featuring Infratech, Infrared Dynamics and Patio Comfort patio heaters) & the Vancouver Home & Design Show (picture at end of article showing a

wide variety of products). Featured Product Videos—the first of which was Clint demonstrating the amazing start up of the Renaissance Rumford. More are to come soon.

We welcome you to forward any photos of installs or perhaps a showroom setting featuring our product you'd like us to post.

