



Northwest Stoves Ltd.

5505 268th Street  
Langley, B.C.  
V4W 3W1

Phone: (604)857-8816  
Toll Free: 1-800-663-0462  
Fax: (604)857-8963  
Toll Free Fax: 1-800-667-6162

*"I feel like I'm  
diagonally parked in a  
parallel universe"*

- Wayne

Email: nws@northweststoves.ca

Visit us on the web  
at  
**northweststoves.ca!**



Todd Ayley (ext. 26)  
tayley@northweststoves.ca

Connee Ceresney (ext. 23)  
cceresney@northweststoves.ca

Dawne Gleadhill (ext. 29)  
dgleadhil@northweststoves.ca

Mike Harstone (c-604-866-1966)  
mikeharstone@telus.blackberry.net

Reid Harvey (ext. 55)  
rharvey@northweststoves.ca

Dan Kosovic (ext. 27)  
dkosovic@northweststoves.ca

Mike Long (ext. 21)  
mlong@northweststoves.ca

Martin Mabbs(c-403-872-1113)  
mmabbs@northweststoves.ca

David Rosvold (ext. 31)  
drosvold@northweststoves.ca

Wayne Rourke (ext. 32)  
wrourke@northweststoves.ca

Greg Stalman (ext. 36)  
gstalman@northweststoves.ca

Clinton Tod (ext. 22)  
ctod@northweststoves.ca

Chris Vecchies (ext. 42)  
cvecchies@northweststoves.ca

### Hearth Classics Spring Sale

While quantities last, you can purchase four Hearth Classics hearth pads for the price of three.

Not all pads are available in this deal. The list of available pads contains nearly 90 Classic Edge pads in a variety of current colours and sizes. Call for the current version of the list.

Unlike similar promotions which give you the cheapest item for free, we are offering the **most expensive** of the four at no charge! On top of that, we will prepay the freight anywhere inside BC, Alberta and the Yukon. Terms are Net 30 days, and your discount on the 3 boards you're paying for is 45%.

How can you beat that?

### Great New Website

After a very long period, Hearth Classics have updated their website. It is designed to be used by dealers or by customers. It is very easy to navigate and shows all of the current colours and styles of hearth pads. In addition, information is available concerning pad sizes, custom pads, wall pads, pedestals, and the history of Hearth Classics. Customers and retailers can learn about thermal protection and how R-value can be boosted up to R=10 with the 6" ThermaShield Xtreme pedestals, and to R=3.19 with the Low Profile Bases, many of which Northwest Stoves stocks.



This website can be found at [www.hearthclassics.com](http://www.hearthclassics.com).

## Contact Us

### Returned Goods

Please understand that we will not accept any returns without prior authorization indicating you wish to return it.

If a return arrives at Northwest Stoves with no RMA# given from a staff member, then we may be forced to refuse the shipment and have it sent back to you. This can also apply when dropping off returns in person.

To avoid this from happening, simply call and get authorization ahead of time.



Serving the Fireplace Industry For Over Thirty Years

Volume 9, Issue 1  
April 2009

# NORTHWEST STOVES LTD.

*Serving the Fireplace Industry  
for Over 30 Years.*

# HotTimes

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

## PE's Heritage Stoves Now a Family

### Summit and Vista Join

This spring, Pacific Energy has added 2 fully built, ready-to-go stoves to their Heritage stove line-up. Now along with the Super 27 Heritage, you may also order the Vista Heritage stove or the Summit Heritage stove (both pictured).

Like the medium sized model, the Summit and Vista Heritage stoves both come with the door, pedestal and ash drawer already assembled and crated. This saves time in installation.

The price comparison on the Summit is as follows:

Normal list for body, pedestal, door and ash drawer: **\$2223**

List price for the assembled Heritage model: **\$2100**

Not only are you saving time in your installation, you are also

saving able to offer this stove for \$123 less!

The Vista Heritage compares favourably as well, and the ash pan becomes an automatic add-on to the sale of either stove. The price comparison on the Vista is as follows:

Normal list for body, pedestal, door & ash pan: **\$1433**

List price for the assembled Heritage model: **\$1350**

A savings of \$83 for your customers. These stoves are coming into our warehouse now, so don't wait. Make sure you add them to your PO if you plan to do an Early Buy this season.



Vista Heritage—\$1350 list  
AP-SVSTBODY



Summit Heritage—\$2100 list  
AP-SMITBODY

## Excel Direct Vent Pipe

### A Better DV System

In the coming weeks, Northwest Stoves will be stocking a new brand of Direct Vent pipe, ICC's ExcelDirect Vent Chimney. The first thing you notice is that Excel's direct vent system is not a "twist lock" system that other brands incorporate. ExcelDirect Vent uses an innovative gasketed liner to liner connection designed to easily seal tightly as both sections are pushed together.

The liner is constructed out of stainless steel (not aluminum), and is continuously welded to always maintain its roundness creating a perfect fit every time.

During the recent HPBA show in Reno, many dealers were able to see this seal in a hands-on environment and were

impressed as to the seal created versus the traditional twist lock. To put them together, simply line up the casing seams and push the two lengths together. The chimney section is sealed when the pre-drilled holes are exposed on the casing section below. Designed to be aesthetically appealing, it looks just like a single wall stovepipe system once installed in your home. We will have this pipe soon so call and ask for pricing.



### Inside this issue:

- Pacific Energy's Heritage Stove Family 1
- Excel Direct Vent Pipe 1
- Hearthstone's Luno & Modena Stoves 2
- Town & Country Additions and Changes 2
- Marquis Aurora Outdoor Fireplace 3
- Renaissance Website 3
- Napa Forge Clearances 3
- Hearth Classics Spring Deals & New Website 4

*"Human history becomes more and more a race between education and catastrophe"*

- H.G. Wells



If George W. Bush stuck around



The Deva will also be at NWS soon



RSF's new decorative cast iron covers for use with any new or old RSF units which contain andirons

*Did you know that Reid broke two ribs? He wanted his new nickname to be "McRib", but changed his mind when told he would only be around for a limited time.*



## Hearthstone Modena & Luno

### Modena

With its unique, 3 sided viewing, the Modena offers a perfect view of the fire from any angle. It's designed to reflect the fire with a mirrored effect.

Recently on display in trade shows, the Modena has turned heads with its clean design, great fire and contemporary *Burning Pebbles*.

### Luno

Also available now at Northwest Stoves, Hearthstone's Luno gas-fired stove utilizes two semicircular elements,

making the stove remain slim despite its large firebox.

Appealing to modern sensibilities, the Luno requires very little floor space.

Both stoves have variable flame valves, come standard with a sleek remote control system, have a maximum of 26,500 BTU's and electronic ignition.

The Modena has a suggested retail price of \$5825, while the Luno is listed at \$5275. Call for availability on these two great stoves.



Hearthstone's Luno (above) and the Modena are in stock



## Assorted Product Shorts

### Topaz Ash Pan

In order to maintain competitive pricing, a running change on the Topaz, beginning with serial number 5494, has it no longer coming with the Ash Pan as a standard item. It will be an option under part number CR-CAP, which is also used on the Chameleon and Onyx fireplaces for the clean face installations.

### Skytech Helpline

Did you know that the majority of "defective" Skytech remotes are not really defective? In order to ensure your customer is serviced properly, call the Skytech helpline number at 1-888-672-8929 and they can help you troubleshoot the remote to see if there's an easy solution to the problem you're having.

### F500 & F600 Air Sliders

In recent years, there have been issues with the air control levers "sticking" on the F500 & F600 stoves. The replacement Air Control lever to fix the problem on the F600 is part #222467. For the F500, you can use part #156828. The latest one is a rebuild kit which includes an air slide and an air lever.

## Town & Country Wide Screen Additions

### New Rock Formation

Town & Country has redesigned the TC54 Wide Screen's Tranquility Burner to form one level of rocks on the sand base. This was a recent running change and the new set is available now.

Also for the Wide Screen is

a new Clean View Screen. A picture of both the new rock set with the screen can be seen here. The



screen's list price is \$250.

The Town & Country Fireplace Design CD has also been updated to include the new Wide Screen Black Diamond burner and the Heartwood Burner. This is a great tool to promote the Town & Country products with architects and designers.



## Marquis Aurora Outdoor Fireplace

### Outdoor Living

Coming into the spring and summer seasons, many people look to see how they can improve their outdoor space to entertain, or even just to spend more quality time outside.

Introducing the **Aurora Outdoor Fireplace**, a member of Kingsman's Marquis Collection.

The Aurora has an adjustable millivolt valve (up to 55,000 BTU) and flame sensor which constantly moni-



Marquis Aurora shown here in a stainless steel finish

tors the pilot flame and provides 100% gas shut off if the pilot is not sensed. It comes in either Satin Coat Black or

Stainless Steel finish and your choice of a traditional log set or the more contemporary rock set.

### Electronic Ignition

With changing new construction regulations occurring, electronic ignition fireplaces often are required to meet the codes. As a result, Northwest Stoves is committing to stocking a variety of electronic ignition fireplaces in the Marquis Fireplace lineup. Call for details.

## New Renaissance Website



### Renaissance website

The website for the Renaissance fireplace is now up and running. It includes, videos, FAQ, interactive diagrams, a Dealer Locator and more. Make sure that you make this site a permanent bookmark in your

browser.

The dealer section contains hi-res photos, logos and



renaissancefireplaces.com

brochures as well as manuals and other forms.

Please be aware that there have been some issues with back panels breaking. We will be replacing these as needed at no charge when they arrive. We will also be supplying andirons and granite fronts for previously installed units as well.

## Napa Forge Clearance Items

These items are being discontinued from the Napa Forge lineup and are being offered at 25% off. Please see the Napa Forge 2008 Introductions tri-fold brochure to see them.

FH-19018	Gothic Arch Tool Set	old list—\$69.00	new list—\$51.75
FH-19019	Graceful Home Tool Set	old list—\$85.00	new list—\$63.75
FH-19257	Romantica Flat Panel Screen	old list—\$95.00	new list—\$71.25

FH-19021	Romantica Tool Set	old list—\$69.00	new list—\$51.75
FH-19416	Romantica Wood Holder	old list—\$59.00	new list—\$44.25
FH-19417	Eden Vine Wood Holder	old list—\$59.00	new list—\$44.25
FH-19221	Delightful Tri-Panel Screen	old list—\$115.00	new list—\$86.25

Other styles are also available. Please call for the complete list. While quantities last.

### Quick Accounting Tip

Use Northwest Stoves credit notes with the corresponding invoice at the time of payment for that invoice.

This will reduce the chances of a mis-applied payment or a credit note used twice.



### Limited Time Only!!!



Throughout the month of April (while quantities last), order any 10 *stocking* Skytech remote controls or wireless thermostats and receive a FREE Stanley Tripod Flashlight. Please indicate on your PO that you wish the flashlight to be included. Orders will be shipped when complete.



### New Pilgrim Catalogue



We will soon be getting a new catalogue for both the Pilgrim and Napa Forge products lines, all together in one easy to use booklet. There will be many changes in this catalogue, so when you get your copy, please take the time to go through and see what's new.

