

RSF Quick Updates

NEW ICC-RSF WEBSITE

Have you visited ICC-RSF's new website? If you've never checked it out, or if you haven't been there for a while, go to: www.icc-rsf.com. Their site has been updated. If you are an ICC or RSF dealer, check your listing by entering your postal code in the "dealer locator." Are you listed correctly?

TOPAZ TIP

To make putting the bricks in a Topaz a little easier, take out the screws for the top screen hinge bracket. Put the bricks in, then replace the screws. This helpful hint is not shown in the manual. Give it a try!



Thanks to The Fireplace Centre, Kamloops for this terrific photo of an RSF Topaz installation.

TOPAZ EXTRUSIONS

To protect the extrusions during installation, a plastic bag covering has been added with the installation instructions.

PEWTIER TOPAZ

The Topaz with Pewter extrusions (CR-TZP) is in stock now at Northwest Stoves.

Never interrupt your enemy when he is making a mistake.

*Napoleon Bonaparte
French General & Politician
(1769 - 1821)*

Patio Heaters - Why Infrared Dynamics?



SUNGLO HEATERS IN USE AT STARBUCKS

You will never be disappointed by premium products from Sunglo! You get exactly what you pay for, and more!!

Why do Sunglo heaters cost what they do? In comparison, you can buy a patio heater (propane-only) for a lot less from a local mass merchant or

discount store. While it's true that you could buy two or even three of these cheapie units for the price of one Sunglo, we don't try to compete in this market. Inexpensive, inferior patio heaters are sold as throw away units, designed for a segment of the public who looks at price only.

Infrared Dynamic's patio heaters (Sunglos and Sunpaks) are consistently made to higher standards. Long lasting protection comes from corrosion resistant stainless steel or aluminum, or from the double corrosion protection that powder-coated aluminized steel or galvanized steel provides. The materials used are commercial grade and heavy gauge for increased structural strength.

The "tip" test also demonstrates the commitment to quality in a Sunglo heater. Originally, it was more difficult to pass the ANSI standard, but the stability standard was lowered. Sunglo patio heaters don't just meet the newer "tip" standard, but continue to meet the original higher stability standard.

Another example of quality is the Sunglo burner which incorporates precision ports, necessary for consistent performance.

Northwest Stoves patio heater products target the commercial (restaurants, hotels, pubs, etc.) side of the business. These businesses need units that work

('PRIMO GRILLS AND SMOKERS' Continued from page 1)

market) allows the use of the optional firebox divider to perform "true indirect cooking". The Primos can control cooking temperatures from 180° F to over 700° F, offering great efficiencies. The ceramics used in the Primo grill will not crack or break even at temperatures approaching 2300° F and yet, conduct virtually, no heat. This technology enables the grill to cook evenly and to seal in heat and keep air out, thus ensuring the food is moist and tender.

In the March issue of *Hearth & Home*, Richard Wright states that the U.S. Department of Health and Human Services recently released its Report on Carcinogens. On the list are compounds found when grilling meats. This problem can be solved by cooking slower and at lower temperatures; a great selling point for smoking foods on a Primo Grill.

The Primo Grill has everything to satisfy the purist, or anyone who enjoys the flavour of food cooked over a charcoal fire. Whether it's poultry, meat, fish, or vegetables, Primo's unique design guarantees that food is always moist and tender. No more burned and dried out food!

Here are just some of the quotes from Primo users found on their website, (www.primogrill.com): "I'll most likely never cook in the kitchen again", "This is the easiest, quickest and tastiest barbecuing I've ever done!", "More taste than from any gas grill made, easy to use and fun too.", "My gas grill is now rusting away behind the garage. I will never go back to that bland cooking grill, my family will not allow it." Contact Northwest Stoves to order your units for Spring and Summer sales now.

Quick Facts

SUNSHINE AND CONVAIR PARTS

We still have some Sunshine parts and come Convaire parts available. Please call us for updates on availability and pricing.

RIGID LINER CAPS

The regular and deluxe Rigid Liner Caps (BZ-LCR & BZ-LCD on page 28 of the "Chimney Liner" section in the catalogue) are now fabricated with removable tops. This is similar to the Excel BI-ERC and BI-EDRC. These caps will ship, with the removable top, when we work through our inventory.

ENERGY TOPS

The Lyemance dampers have been discontinued and replaced in your Northwest Stoves catalogue by the new Energy Top Dampers. The Energy Top Dampers are constructed of aluminum and stainless steel. They are energy efficient, and best of all, are easy to install. We are stocking two sizes: 9 x 13 and 13 x 13. You can find them listed on page 19 of your new blue venting pages (dated April 2005).

CLEARANCE ITEMS ON THE WEB

Currently we have a Clearance List of stoves on www.northweststoves.ca. You can access this list on our website by clicking on the "Dealer Services" link and then enter "dealers" for the username, then enter "all" for the password.



...AND BOSTON PIZZA

well, hour after hour, day after day. They also need a product that is supported by a warranty (one year) and parts, for servicing. These are outdoor products that are used for many hours daily, and they will require periodic service over their long lives, guaranteed. In fact, some of the units being serviced in Vancouver, date back almost twenty years. Northwest Stove's stocks a multitude of parts for quick delivery.

A commonly asked question is whether a "tube" style heater would be good for patios. We have heard a number of complaints about this type of use. Tube heaters tend to be hi-intensity and were designed to be mounted high above a warehouse floor. We use them in our warehouse and they work great - 30 feet up.

The tube-style units have real heat variability from the burner end where it can be a lot hotter compared to the exhaust end. There is no control over these areas as you would have with individual heaters. Other complaints are that they are noisy, and not energy efficient. Please note that many tube heaters are not even "approved" for outdoor installations, so check the labels closely, before installation.

Patio heaters from Infrared Dynamics have a long reputation for quality. It's been over 40 years since they designed and built the original Sun Glo patio heater. There have been tens of thousands of these patio heaters sold in the years since, and almost always the customer has been completely satisfied.

As I write this we have good stocking levels of our patio heaters and parts, but as always call us for our current stock situation. (Northwest Stoves only distributes the Sunglo and Sunpak products in BC and the Yukon. Call our friends at Qualitec for sales in the Prairies)

- by Dan Cook

How to Maximize Employee Productivity



USE STRATEGIC STAFFING

There is a fine line between employees having too much to do and not enough to do. Keep in mind however, that most people tend to use their time more efficiently when they are busy than when they have idle time on their hands. So, before you fill an open position or add to your full-time staff, decide whether or not your current employees can assume additional responsibilities. Or, consider hiring a temporary employee so that you can determine if you really need someone on a full-time basis.

- Robert Half International Inc.