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We should seize every opportunity to give encouragement. Encouragement is oxygen to the soul.

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



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Serving the Fireplace Industry For More Than
Twenty-Five Years



Have a safe New Year

Who is Santa Claus? That depends on where you live.

Many Canadians celebrate Christmas with some variation of our traditional Santa Claus, but do you know how other countries around the world have come to know Jolly old St. Nick?

Brazil-The gift bringer is known as Papai Noel (Father Noel). He is said to live in Greenland and wears silk clothing because of Brazil's summer heat.

Germany-St. Nicholas, the Patron Saint of Children, carries a "Book of Sins" with him from house to house which contains the misdeeds of children. If they are good, they will have their shoe or boot filled with candy or nuts, but if they are bad, it will be filled with twigs.

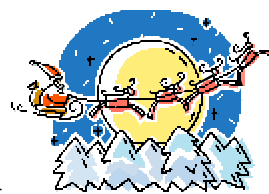
Italy-The traditional gift giver had several identities, depending on the region in which you lived. The principal character was La Befana. In Venice and Mantova, St. Lucia was the bearer and his name in other regions was Gesu' Bambino; or Christ Child. Because of modern communications, Santa has made rounds recently under the name Babbo Natale, or Father Christmas.

Iceland-Visited by thirteen Santas, known as Jolasveinor, starting on December 12th. Each day a new one visits and represents himself in a mischievous way such as Slamming Doors, Snatching Candles or even stealing the roast until they all have arrived on December 25th.

Netherlands-Sinterklaas arrives on December 6th on a steamer from his home in Spain, often with his assistant, Black Pete. Kids fill their shoes with hay & sugar for Sinterklaas' horse before bedtime and awaken to have them filled with nuts and candy.

Russia-Legend has it that Babouska failed to give shelter to the three wise men on their journey. As a result Babouska spends each yule roaming the countryside still in search of the Christ Child and delivers gifts to children.

Northwest Stoves-The Santa at Northwest Stoves is known as Wayne Rourke. He can be spotted as each fall season approaches at which time he whips into gear spreading well-wishes and good cheer throughout the land for the season. His hearty "Ho Ho Ho" and his car—which is pulled by eight tiny reindeer—define our Hero of Humbug.



Wayne gets 'festive'

Contact Us

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.

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December 2005

NORTHWEST STOVES LTD.



HotTimes

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

Looking Back at a Crazy Year

As 2005 draws to a close, Northwest Stoves would like to pass on a message to each and every person with whom we have the pleasure of dealing with each day: Thank you! Nobody could have predicted the year that our industry has just had. Everywhere you look, people have been doing record sales figures. Of course, this huge boost in sales created some tough challenges, no doubt the toughest being the dealer having to tell their customer, "I'm sorry, but we aren't able to get that stove until after Christmas. Have you got any warm clothes you can put on?"

Yet somehow we've collectively managed to bear the brunt of these unprecedented demands and I think it's safe to say that we've finally turned the corner. Considering the incredibly difficult time Northwest Stoves has had filling orders, we were fully expecting some threats on

our lives. But due to the terrific people we deal with, we actually received very few.

Seriously, now that the worst is (hopefully) behind us, we can begin looking forward. We can start to prepare for the upcoming holiday season and even make plans for 2006. After this roller coaster year, who can tell what next year will bring? If it's anything like 2005, it's sure going to be interesting.

With the holiday season fast approaching, it's important that we all take time out to spend with our friends and family. At Northwest Stoves, we feel that quality time with our loved ones is the greatest gift we can receive. So, whichever way you choose to spend the holiday season, our wish to you is the chance to relax and enjoy peace of mind. After this crazy year, you've certainly earned it.



Dan makes his way into work one snowy morning

**Happy Holidays
from the staff at
Northwest
Stoves!**

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Heartland Dishwashers—Beauty & Versatility



Classic Dishwasher

Heartland Appliances is ready to scrub, spin and rinse with their new line of European Intelligent dishwashers. Like their exquisitely-designed handcrafted appliances, look for premium features and the best results in consumption, washing and drying from

Heartland's "dish" offering. The new Heartland Interactive Dishwasher has an "Advanced Intelligence System." It acts intuitively by sensing the amount of dishes in the current load and adjusting the water accordingly.

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"The goal of an effective leader is to recondition your team to be solution focused rather than problem focused."

-Jim Rohn



Heartland's Dishwasher Features



Metro Dishwasher

All Heartland Dishwashers have a number of excellent features, including:

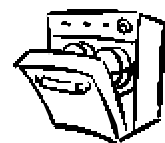
- Wash time reduction. You can choose a program that takes 30% less time with high efficiency, saving you power & water.
- Variable load setting. Sensors will detect the size of the load and adjust the controls accordingly, using the optimum amount of power & water.
- Complete silence. Perfect insulation & operation mean that your dishwasher will run silently during each load.

-15 minute express wash. This is an upper rack quick wash which requires very little energy.

- Dual wash zones. You will get a gentle wash for delicate items on the top rack and a more aggressive wash for more heavily soiled items on the bottom.

- Healthy dishes. Washing temperature is 167 degrees and rinsing temperature is 167 degrees.

Important Announcement
Heartland Appliances Inc. have recently been purchased by **AGA Foodservices Group**. Heartland welcomes from the AGA executive team, William McGrath, Stephen Rennie and Iain Whyte to the Board of Directors. Their industry experience, drive and vision will benefit the further development of the Heartland brand and business in the market.



"A new 2 1/2" spacer means the Broadway is now the perfect DV insert for more homes"



"To steal ideas from one person is plagiarism; to steal from many is research."

-Hot Times editor

Broadway Screen Door & Black Metallic Spacer

Pacific Energy's new Screen Door for the Broadway DV Insert completes the illusion of a wood-burning fire. Open or closed, the double door design provides ample view of the flame and compliments the louverless style by The Broadway.

The introduction of a new 2 1/2" Black Metallic Spacer means The Broadway is now the perfect DV



Broadway with screen door

Insert for more homes. It offers a clean black trim while permitting The Broadway to fit into

more shallow fireplaces. It lessens the required depth from 17 3/4" to 15 1/4".

Fusion now in Matte Black

The Fusion wood stove is now available as a special order in matte black at a retail price of \$1750. The Fusion is still being stocked at Northwest Stoves in Stainless Steel and Porcelain Black, and is available as a special order in PE's other Porcelain Enamel colours: Green, Ivory, Red and Blue.

Hearth Classics by Yoder's Changes

Due to the heavy demand, the planned changes that Hearth Classics had scheduled for later this year and even next year, are in some cases happening right now. The materials to make certain discontinuing boards have run dry sooner than expected so please note the following changes: **Lava** is completely gone. In its place will be a similar colour—Espresso—which is available at



Northwest Stoves now. Other colours that are no longer available include **Light Brown** (possible sub: - Sonora), **Tartara** (possible sub: D'Africa), **Almond** (possible sub: D'Africa), and **Mojave** (replaced by Travertine—see your rep for the sample of this new colour). Call for availability.



Sonora-Siena board with Classic Edge Trim



New Northwest Stoves Clearance Items

The following is a list of clearance items Northwest Stoves has available right now, with limited availability. These items, along with many others, are available at www.northweststoves.ca. The list is updated on a weekly basis so check back often.

Description	Disc.
Pacific Energy	
Brentwood Burn No Fan	\$500
Town & Country	
TC 42 Series "B" NG /LP	\$800

Item	Available	Disc.
Formglas Fire Electric		
Malibu White (wall)	4	\$500
Malibu Limestone	8	\$500
Newport White	1	\$500



Malibu—Limestone wall mounted fireplace



Western Campfire Logset

Item	Available	Disc.
R.H. Peterson		
Western Campfire Logs		
WCF18	1	\$25
WCF24	5	\$35
WCF30	7	\$45



"Our employees are our greatest asset. I say we sell them."
AHAJOKES.COM

Northwest Stoves Strategic Planning Seminar Goes Awry



Spotlight on Fireplace by Maxwell

When you step into the showroom on Pemberton Avenue in North Vancouver, you feel a warmth and a coziness that a fireplace store is meant to provide. Owners Noel & Jennifer Cormack have transformed shopping for a fireplace into a very enjoyable experience. Customers tend to take their time strolling along the beautiful hardwood flooring from one well represented burn display to another. The ease with which clients move

around the showroom is emphasized by a very low-pressure sales approach, which is much appreciated. Fireplace by Maxwell have several product lines they are proud to offer, including Town & Country, Pacific Energy, Hearthstone & Pilgrim. The Cormacks have been very happy since they recently moved from their previous location on Marine Drive. With the effort they have put into this wonderful showroom, it's not surprising.



Jennifer & Noel Cormack with Mike Harstone in front of their amazing TC 42 display

Upcoming HPBA Industry Events

B.C. Home & Garden Show Feb. 22-26, 2006

HPBA in Salt Lake City March 8-12, 2006



Helpful Hints & Tips

R.H. Peterson
When placing sand in your R.H. Peterson burner, please remember not to have the sand placed any further forward than the front edge of the pan. It can effect the way the burner acts and as a result, the way the flame looks. This is a common problem that takes very little to fix. If you get complaints about a Peterson flame, this should be one of the first things checked.

Peterson Valve Changes
The see-through valve (10M) is being phased out and will be replaced by the 16M valve. It requires a 9V battery to operate and the only hand held remote it will work with is the PC106, which is designed for it. R.H. Peterson also has electronic ignition burners now available. Please call for details.

Order Confirmations
Please take the time to read your Order Confirmations as soon as they have arrived on your fax machine. This enables you to ensure you are getting what you ordered and to plan for any backorders. Also, please inform Northwest Stoves if you would like to have your Confirmations sent to a different fax number.

Holiday Schedule
For your convenience, Northwest Stoves will only be closed for **two** days this holiday season. We will open for business as usual every weekday except for: Monday, December 26 and Monday, January 2. We hope we can be of service to you this season.

