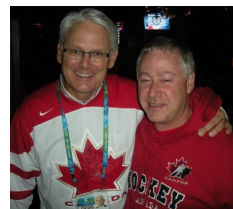




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Mike makes a friend during the Olympics

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Marquis Cove Fireplace

Make a contemporary statement in any home with Marquis' latest entry, the **Cove** Direct Vent gas fireplace from Kingsman.

Choose between a millivolt or an IPI electronic ignition system with battery backup and cold climate switch. This true clean view fireplace comes in two sizes (see details below) with your choice of herringbone, traditional brick liner or porcelain reflective panel. You may even choose optional accent lighting to finish it off.

The larger of the two **Coves** (MQZDV4364 N or NE) has a maximum BTU rating of 59,000 and a viewing area that is 33 7/8" wide by 44" tall. It takes 7"/10" Kingsman flex for venting. The smaller **Cove** (MQZDV3927 N or NE) has a maximum of 42,500 BTU's and 26 3/4" wide by 34 1/4" tall. To vent the smaller **Cove**, you can either use Kingsman 5/7" flex or other types of 5/8" with an adapter.

The **Cove** is available now through Northwest Stoves, but please allow sufficient time for delivery as they are currently non-stock items.



Contact Us

Greg Stalman's 70's TV Trivia Answers

1. Freddy "Boom-Boom" Washington
2. Chance
3. Lonely Maytag Repairman
4. Lionel Jefferson
5. Dr. David Banner (The Incredible Hulk)
6. Blueberry Hill
7. The Gooch
8. Cooter Davenport
9. Erik Estrada
10. Walter Cronkite

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



Serving the Fireplace

We hope you've enjoyed 70's TV Trivia. Look for more fun trivia in the next edition of **Hot Times**

Volume 10, Issue 1
Spring 2010

NORTHWEST STOVES LTD.

Serving the Fireplace Industry
for Over 30 Years.

HotTimes

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

The Tula Lands at Northwest Stoves

New Contemporary Stove

Introducing the Tula wood burning stove from Hase. Its simple yet functional design ensures that it's easy to operate. With its clean lines and compact size (41-1/4" tall x 19-3/4" wide x 17-1/4" deep), the Tula can be integrated into virtually any living space.

The Tula has a large 1.15 cubic foot firebox which allows it to take logs up to 17" long (loaded vertically).

The Tula comes with an easy to use, light weight ash box and a one-piece firebox door. This design highlight contains a unique glass frame and a large viewing area. Its air supply is controlled by a single lever making it easy to adjust the flames. An outside air kit is also available.

The Tula is a very efficient stove and is EPA certified. It has a maximum rating of 30,000 BTU's and can heat up to 1300 square feet.

The Tula is available for or-

dering now at Northwest Stoves in 2 different colours—Charcoal and Umbra Brown. The suggested list price for either one is \$4399.00.



Hase's Tula Wood Stove in Charcoal



Inside this issue:

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Cash & Carry and Selling Out of Your Territory

Recently, we have had instances of cash & carry sales and selling into other dealers territories that have caused needless problems for the dealer and the consumer. The first such instance occurred when one dealer from far away sold into another dealer's territory and had a local gasfitter do the installation. The gasfitter, while skilled, wasn't familiar with this particular product and some problems arose after the installation was

complete. The customer was naturally looking for someone to solve his problem and contacted the local dealer, who was undercut on the original sale. Upset at the circumstances, he balked at servicing someone else's mistakes which made the customer unhappy. The second instance had a customer sell a product to someone who lived locally, but was planning to install it in a different city. A similar problem occurred when the

customer contacted the local dealer after he had it installed by a gasfitter. The local dealer was unhappy that someone else sold into his territory and would not service the unit. Because the distance was so great, the dealer who sold the unit told the customer that wouldn't service it either. In both cases, the customer wasn't looked after. Each one should have been informed where they could go for service if problems arose.

*"Our lives begin to end
the day we become
silent about the things
that matter"*

- Martin Luther King



In honour of soon-to-be-retired **Greg Stalman**, here is some 70's TV trivia for you.

1. Who called Mr. Kotter, "Mr. Kot-tair?"
2. What was the name of The Waltons milking cow?
3. What job did WRKP in Cincinnati's Gordon Jump land after the show ended?
4. What was Archie Bunker's neighbour's son's name?
5. Who said, "You wouldn't like me when I'm angry."

- answers on page 4

Attention Alberta Dealers!

Don't miss our dealer sales training taking place in Red Deer this June on the following products: **Hearthstone, Pacific Energy and the Jotul Group.**

Contact Martin or give us a call in the office if you'd like more details.



Wayne has a brush with greatness—he had his picture taken with Dave!

"Never do card tricks for the group you play poker with"

- Mike, after being questioned why he had a black eye



Pacific Energy's New Additions

Enamel T5

Warmland Pellet Stove
Warmland is the English translation of Cowichan, the name the indigenous people gave the valley Pacific Energy resides in. So it was the perfect name for new PS45 Pellet Stove, available soon from Northwest Stoves.

The **Warmland** has a BTU range of 10,000 to 45,000. It comes with a self-cleaning stainless steel burner pot liner and an 85lb. Hopper to mini-

mize refueling times.

With Pacific Energy's four door finishes and two door styles to choose from, you get a clear view of the **Warmland's** signature robust flames using clean glass air-wash technology.

Much like a Pacific Energy Woodstove, you can also choose between a leg or a pedestal model for your **Warmland**, and all of it is backed by a limited five year warranty.



Warmland Pellet Stove

New From Town & Country

Black Diamond Colours

Now you can change the look of your Town & Country Black Diamond burner by changing the colour of the tumbled glass. Four varieties are available and they are (from left to right below): Black Diamond, Sky Diamond, Ice Diamond and Fire



Town & Country's New Black Diamond Glass Colours

Diamond. Each one is now available.

Metropolitan Rocks

High gloss stones, available in either black or grey, rest on a bed of glistening black sand to give you Town & Country Wide Screen model a distinctly contemporary feel. The fire sparkles and reflects off these beautiful new stones.

These are available for both versions of the Town & Country Wide Screen, the

TC38 Wide Screen & the TC54 Wide Screen.



Town & Country's Metropolitan Rock Sets take your Wide Screen from Zen to Zen Glamour



Greg Stalman To Retire



40+ Years in Fireplaces

It is with mixed feelings that I write this article. On one hand, I am very sad to see a familiar face, a friendly smile, a knowledgeable co-worker and an energetic hard worker leave Northwest Stoves, but on the other hand, I am happy and excited for him and his family as they begin the next stage of their life's journey. Greg and Sandy have earned the rest and relaxation that their pending retirement will give them.

Wayne has known Greg for a great many years. In fact, he first met him in 1977 when Greg was part of Blaze Industries of Canada Ltd. At the time, Greg was working for the number one distributor in Canada, located in Port Moody, BC. Blaze sold Firehood, Aztec and Gemini round porcelainized free-standing fireplaces which were not very efficient (you could even say they were right out of the 60's and 70's).



Greg teaches his grandson how **not** to use the Hearth Gate

Blaze was Oliver Macleod's Project Chimney distributor at the time Wayne and Greg met.

Wayne recalls visiting the Blaze warehouse in 1977 (the year Northwest Stoves was founded) and it was none other than Greg who gave him the tour.

After the demise of Blaze, Greg then went to work with another member of the Blaze gang, Mike Babbington, for Emberline Industries, where he stayed for a number of years. After Emberline, Greg spent a short time with



Ultraline doing retail sales on North Road in Burnaby. It was after his time there that he made the decision to re-new acquaintances once more with Mr. Rourke and join the Northwest Stoves team, which he has been an integral part of for the past 12 years.

Greg and his wife Sandy plan to travel and spend lots of time with their new grandson (who Greg will talk about with anyone who'll listen) after he makes it official at the end of May. On behalf on everyone at Northwest Stoves, enjoy your retirement Greg. You deserve the rest.

Greg Stalman's 70's TV Trivia, Continued...

6. What was Richie Cunningham's favourite song?
7. What's the name of the bully who always picked on Arnold in Dufferin Strokes?
8. What was the name of the proprietor of Hazard Garage?
9. Who played the role of Office Frank Poncharello?
10. Mary Tyler Moore's Ted Baxter idolized which known anchorman?

- answers on page 4

Look for **Town & Country's** new and improved TC36 See-through burner. It has a terrific flame pattern. It is a running change and will be arriving at Northwest Stoves soon.



New Items and Current Programs



Now available from Northwest Stoves:

Ready for your orders

NEW PRIMO OVAL XL CART WITH BASKET



KC-308—Oval XL Cart w/Basket - List \$299.00

KC-309—SS Side Tables for above cart - List \$279.00

*** Primo Grill may be used with basket cart and without side shelves ***

Now available from Northwest Stoves:

Ready for your orders

NEW PATIO COMFORT VINTAGE SERIES OUTDOOR HEATERS



*** Available in LP Gas Only ***
40,000 BTU's—ULC Listed
One Year Limited Warranty
NWS Code - IP-PC02CAB
List Price - \$699.00 (including reflector)

Skytech Promotion

Until April 30th, take advantage of extra discounts on Skytech remote controls.

If you buy two remotes, you get an extra 3% off, 3 gets you 5%, 4 gets you 7% off and five or more gets you additional 9% off the regular list price! Remember, this deal is only on until April 30th, so don't wait.

For a list of available remotes at Northwest Stoves, give us a call.



Wireless Control Systems



Above, two new items available now from Northwest Stoves which are available this Spring