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Hang Tags (available from your rep) for
Canadian made showroom units

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Serving the Fireplace
Industry For More
Than Thirty Years

Try This Fantastic Recipe on Your Primo Grill !!!

Primo Grill Beef Jerky

Ingredients

- 2/3 cup Worcestershire sauce
- 2/3 cup soy sauce
- hoisin sauce to taste
- 2 teaspoons freshly ground black pepper
- 2 teaspoons onion powder
- 1 teaspoon red pepper flakes
- 6 lbs. flap meat

Cut meat into 1/2" thick strips along the grain. Combine other ingredients and blend well into marinade. Allow meat to marinate overnight if possible.

Put divider plates in the grill and fill with proper smoking charcoal. Use extender racks to bring meat off the grill. Regulate temperature to 150 degrees (keep below 180 degrees) and allow to grill for 8 hours.



Contact Us

Reid Harvey Trivia Answers

1. "Right Next Door to Terrific."
2. Vodka and Coke (or Greyhound too)
3. Vernon Water
4. Steak Sandwich
5. Turquoise
6. Japanese Air Force Day
7. 'Whirlwind' Tour
8. Coffee Maker
9. Barb
10. One Daughter

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

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

Volume 10, Issue 2
Summer 2010

NORTHWEST STOVES LTD.

*Serving the Fireplace Industry
for Over 30 Years.*

HotTimes

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

Reid Harvey Moves On

As many of you know, we recently lost the services of Reid Harvey as our Okanagan/Kootenay sales representative. Reid has impacted us in various ways throughout the years. Here are some thoughts from his former colleague:

I first met Reid way back in the late 80's when he owned AA Propane in Richmond, BC. AA was a customer of ours and I was his rep. At the time I lived in Richmond as well. My calls to Reid were usually at the end of the day as I would invariably have an order to deliver to his store on my way home. As many of you know, cocktail time has been an integral part of Reid's day, even back then. Reid just happened to have a fridge that would always have beer in it as well as his infamous drink, Vodka and Coke. I had never heard of anyone ever drinking Vodka and Coke but then Reid isn't your ordinary guy.

Through the years I got to meet Reid's wife Barb and his daughter Sue. Through those years our relationship developed beyond the sales rep—store owner. We became good friends. A few years later Reid had decided to sell the store and made the big move up to Vernon, a territory that I also covered at the time. Reid wasn't in the same industry for the first few years but we still managed to keep in touch when I was up that way.

Reid then came to work with Northwest Stoves in 1992, taking over part of my territory as doing all of BC was becoming a two person job. I couldn't think of a better person for the job and through the years we all learned what a loyal, hard working person Reid is. I always said if I could do half the things as good as Reid I would be a better person. He was and still is tough act to keep up with.

- Mike Harstone

Reid Harvey Stories

With Reid's recent decision to move on to bigger and better things, we've decided to let you in on some of his secrets....

Reid is famous for being an early riser on the road—often 5:30 or 6:00. As a result, he would "hit the hay" quite early while his bunk mates would stay at functions a bit later and try to enter the hotel room quietly knowing that Reid was asleep. Each time, the TV would be on with the volume muted. When asked why, Reid's unselfish nature shone through when he replied, "I wanted you to have some light to see by when you came in."

Reid is an extremely loud snorer. In fact, he's so loud, one time Mike attempted to record the ear-splitting sounds and forward them to the office so that we could all share in the fun. However, Mike's attempt at stifling his



A dapper Reid Harvey and Okanagan Falls' Joe Trent

laughter in the middle of the night didn't prevent him from waking Reid up before he could record the snoring. I doubt Reid was impressed.

Reid has the largest and most complete shaving kit ever made—and he has a beard!

He comes fully prepared with juice, granola bars, gum and various snacks on trips. In fact, he will often serve his roommate juice in bed. Trust me, that's not as awkward as it sounds.

We've all received voice mails from Reid where he starts by describing the beautiful Okanagan weather before telling you why he called.

Terrific Record of Service

A common thread among people who have known Reid for awhile is the excellent service he has been able to consistently provide. As Mike has described above, Reid has been a dedicated employee who we could always rely on to be in touch with the consumer, his dealer and the wood-burning industry in general. Reid, thank you for your 18 years of excellent service. You will be missed.

Inside this issue:

Reid Harvey Departs Northwest Stoves	1
New Non-Combustible Mantles From ICT	2
Product Shorts	2
Meet Gerry & Kevin in the NWS Warehouse	3
Northwest Stoves Appoints New President	3
Scott Robar Joins the NWS Team	3
Beef Jerky From the Primo Grill	4
Contact Us	4

"The harder you work, the harder it is to surrender"

- Vince Lombardi





How Well Do You know Reid Harvey?

1. When asked, "How are you?" What is Reid's reply?
2. What is Reid's highball of choice?
3. What does Reid refer to Vodka as?
4. What does Reid order when eating lunch in a restaurant?
5. What colour is Reid's unique belt buckle?

- answers on page 4

"We are so conditioned that you can't have a wood hearth that we immediately reject it before we comprehend its significance and possibilities."

- read here for more



Reid's immediate future looks "wet"

Warmland Pellet Stove Tip

After cleaning your glass with conventional glass cleaner, give it a rinse with water. This helps to reduce the fly ash from sticking to the residue left behind from the glass cleaner.

Concrete Fireplace Mantels

Innovative Designs

Welcome to the revolutionary world of non-combustible wood hearths and mantels.

Sometimes it's difficult to truly comprehend a breakthrough product when you first are confronted with it. In this case, we are all conditioned that we cannot have a wood hearth and immediately reject the possibility before comprehending its significance.

No question that a wood shelf mantle on a stone fireplace is aesthetically compelling as it breaks up and softens the masonry stone wall. Yet the combustible mantle has some very real shortcomings. Because it is combustible, many times it must be installed a significant distance above the fireplace than may be desired, creating an appearance that "doesn't look quite right."

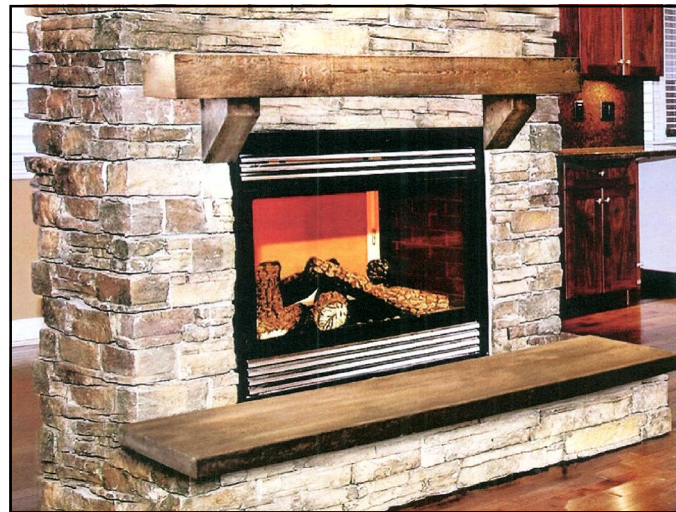
Northwest Stoves now has the answer. From Innovative Concrete Technologies, you can now have a non-combustible

mantle and hearth that complements the stone façade. ICT's mantels look just like the real thing, yet are made exclusively from concrete and are 100% non-combustible.

Available in both Brown and Weathered styles, the ICT mantels are built using a thin-cast product and is easy to install in the field. All you need is a few dabs of liquid nails to attach a facing to a

wall or thin set a hearth to a floor. ICT was designed to be installed by a fireplace installer.

Northwest Stoves is just now beginning to see this innovative product appear in its warehouse, so if you would like to learn more about it in terms of function and pricing and how you can make Innovative Concrete Technologies work for you, be sure to contact your Northwest Stoves sales representative.



Assorted Product Shorts

Rumford Metal Roof Flashing

On the heels of the immense popularity of the ICC metal roof flashing, comes the 10" version, good for installations of the Renaissance Rumford fireplace. This item is available now, although it is currently listed as non-stocking, so allow sufficient time for delivery.

Jotul Tumbled Stone Burners

Now available for the G1350, 65i, G1550, 70i and the GF370 (shown), Jotul introduces Tumbled Stone Burn-



ers. These burners are currently non-stocking and will need to be ordered with the insert/stove if desired. Please see the new price pages for details.

IDV33 Black Liner

To be included in each IDV33 & IDV36 leaving Kingsman's factory will be a black painted steel liner. It is designed to cover up the strip of rivets at the back.

The serial numbers for the IDV33 begin at 10623 and for the IDV36 at number 2613.

Town & Country Luxury

Pacific Energy has undertaken a re-freshing of the Town & Country brand. The result is *Town & Country Luxury Fireplaces*. Visit their website to learn more at www.townand-countryfireplaces.net.



Meet Gerry & Kevin



Gerry Moews and Kevin Faire are welcome additions to the team

New Shipping Tandem

In May of this year, Northwest Stoves was fortunate to bring in two experienced shipper/receivers to the fold. Gerry Moews and Kevin Faire have been extremely quick to acclimatize to their new environment and have blended in with the rest of the staff as if they've been working here for many years.

Working in conjunction with our lead shipper, Chris Vecchies, we believe this team will continue to provide the quick, accurate service we

consider to be an important part of doing business with you.

Both men came from Enterprise paper, where they had been working in shipping for a number of years. We were very fortunate (and lucky, as it turned out) to be able to secure Gerry as we were unaware of his availability. Todd and Gerry worked together for a previous employer, so Todd was well aware of his outstanding ability and attention to detail. Gerry vouched very highly for Kevin as well, which made the decision on how to fill the vacant positions much easier.

Kevin will be assisting Chris with the shipping while Gerry will be handling receiving and returns.

We are confident that come **The Season**, this trio will be providing you with the best speed and service in the industry, bar none.

Right now, Northwest Stoves staff is busy updating our entire catalogue! Look for yours to arrive on your doorstep in the coming weeks.



Wayne shakes Greg Stalman's hand after presenting him with a luggage set on his last day.

How well do you know Reid Harvey cont'd...

6. What term does Reid use for the word 'Friday'?
7. What kind of tour do you do when you're travelling with Reid?
8. What small household appliance does Reid travel with?
9. What is Reid's wife's name?
10. How many kids does Reid have?

- answers on page 4

"You know, lately it takes me longer to rest than it does to get tired."

- Reid Harvey

Northwest Stoves' New President—David Rosvold

Changes Aplenty

Recently, many people were caught by surprise by the announcement that Wayne Rourke was stepping aside as company President.

Wayne has been the president of Northwest Stoves since its creation back in 1977. Wayne has been actively involved in many causes surrounding the fireplace industry, and wood-burning in general. He has been the president of the HPBAC and as recently as last year got involved in the wood stove exchange program.

He has taken some time away from the business in recent years (the employees would say he's quite laid back as a

result) and leave the day to day operations in the capable hands of Vice-President David Rosvold.

Wayne made the decision to appoint David as the new company president, effective immediately. Wayne's new title will be *President Emeritus*, which is a title of respect given to an outgoing executive.

He has stated that he will continue to work part-time until 2012 when he will retire. In the meantime, he will continue to be an important member of Northwest Stoves (in between arranging the next phase of his home renovations).

Congratulations to Dave and Wayne on this announcement.

Scott Robar Joins NWS

With the recent departure of Reid Harvey, Northwest Stoves found itself down one sales representative. Fortunately, we were able to land the services of **Scott Robar**.

Scott has had excellent success in the hearth industry as a retailer in Alberta. In fact, because of this success, he attempted to purchase an existing retail operation in British Columbia at one point.

However, he took some time away from the hearth industry for the past couple of years, plying his trade as (can you believe this?) a road rep in the Okanagan and Kootenays in the hardware & tool industry. In fact, Scott's territory was virtually identical to Reid's in

terms of geographical divisions. Some of you who sell more than just hearth wares may already be familiar with Scott and his easy going personality.

Scott has been chomping at the bit for another opportunity to present itself within our industry, and we were more than happy to oblige. He brings a good work ethic along with his friendly, outgoing nature. Couple that with his strong industry and product knowledge and it's not hard to see why we're excited about bringing Scott aboard to join the team.

Scott is scheduled to start with Northwest Stoves in mid-August.