



Serving the Fireplace Industry

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When a customer enters your store, always smile and say "Hello," even if you're on the phone or with an existing customer.

Visit us on the web at
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HPBA Trade Show Biggest One Yet!

A group of seven delegates from Northwest Stoves (The Magnificent Seven?) made their way down to Salt Lake City earlier this month to attend the annual HPBA convention. They were very happy to see the great turnout from so many Northwest Stoves dealers and it provided a great opportunity to see and hear what is coming down the pipe in our industry. A special "thank you" goes to all of our dealers who attended our hugely successful Dealer Tour and lunch.

Among the exciting new innovations our vendors are going to be cultivating were the following: The RSF Opel & Delta will soon have clean face options, like their cousin, the Chameleon. These looked fantastic and were very well received.

Pacific Energy has a new porcelain colour, Coffee Bean Brown, a deep, rich brown which is now available on all wood and gas stoves. PE has also developed a Cast Iron version of the Super 27 which turned a lot of heads. Hearthstone were proudly displaying their two new models, the Tribute DV and the Craftsby wood-burning stove to rave reviews.

Jotul had two different products up for a Vesta Award, one of which was victorious. These were the new GI550DV Insert and the C350CB (winner). We will soon be stocking some of Pilgrim's remarkable Napa Forge line, as seen at the HPBA.

Heartland had a number of new items, but the one our dealers wanted to talk about most was the European Dishwasher. Primo brought out the smaller version of the oval, the ultra-cute Junior, which will be available soon.

The next newsletter (due in June) will have a lot more details regarding new products which were on display in Salt Lake City.



Mike Harstone surveys the crowd at RH Peterson's Casino night in Salt Lake City

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.



Serving the Fireplace Industry For More Than Twenty-Five Years



Don't miss our summer edition of Hot Times, due to hit your doorstep in June!



Town & Country's Vesta Award winning Maestro Flame Control System

Volume 5, Issue 1

March 2006

SERVING THE FIREPLACE INDUSTRY



HotTimes

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

Scan—Northwest's New Line of Stoves

Introducing Northwest Stoves' newest line of stoves, the EPA certified Scan woodstoves.

Krog Iversen & Co. A/S, which manufactures Scan, was founded after the second large oil crisis in 1978 when the founder, Hennig Krog Iversen, realized there was a great demand for alternative heating sources.



made for fire made for life

Scan was recently purchased by Jotul and considers North America to be a very important growth market as it is largely untapped. Consider that there is only one existing Scan retailer in British Columbia and you will understand that philosophy.

Scan has a very wide ranging assortment of wood-

burning stoves to fit a variety of tastes. Small & large. Affordable. Functional. Big, luxurious installations. And all of them in a beautiful, classic, yet modern design. Northwest Stoves recently displayed an assortment of Scan stoves in two recent shows and found that they turned many heads for their contemporary style and unique appearance.

Some of the Scan woodstove features include; a built-in a ceramic smoke deflector system which provides excellent fuel consumption, an optional glass baking door (available on most stoves), and a large viewing area of the fire with an effective air supply system to keep the glass clean. It's no wonder they call their stoves "warm furniture." For more information, visit us at northweststoves.ca.



DSA 5 woodstove

"The American environmental authorities tested a Scan stove...and found it to be the least polluting stove on the American market."

Hearth Classics—An Opportunity for You

First Ever Early Buy

Northwest Stoves wants to give you an added incentive to include a Hearth Classics by Yoders hearth pad with your wood stove sale this year. By providing you with a very attractive early buy pro-

gram, you now have the tools needed to add on the pad that has the largest market share in North America. This year we will be stocking



only Classic Frame edge, but in more sizes and more colours, which include Cumberland Skies, Sonora-Siena, Mica, Flagstone, D'Africa, Sonora, Mountain Stream, Espresso & Travertine.

-See page 2 for more details



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"A pessimist sees the difficulty in every opportunity. An optimist sees the opportunity in every difficulty."

- Winston Churchill



RH Peterson's New "Split Personality" Logs



Rugged Split Oak



Alternate Stack

Now at Northwest Stoves are the new "Split Personality" Rugged Split Oak Logs. Available in 18", 24" & 30" sizes, this new set offers two different looks from the same set of logs. To achieve this, simply reverse each log in the set. The two sets pictured are actually the same log set! Northwest Stoves has all three sizes in stock. Please call for availability.

Also from RH Peterson is the Décor pack (DP-7). This pack consists of Bryte Coals, Lava Fyre Coals (6 lbs.), Wood



Décor Pack (DP-7)

Chips (2), Pine Cones (2), and Acorns (2). These make an excellent add on to a sale of a gas log set for a suggested retail price of just \$60.



Typical "productive" meeting at Northwest Stoves

T & C Win Long Awaited Vesta

After years of leading the pack with the clean face DV and the Design-a-Fire options, the Town & Country Fireplace has finally won the coveted V e s t a Award at the HPBA convention in Salt Lake City. The item that finally pushed them over



the top was the Maestro flame control system, the first such truly-concealed system for a clean face gas fireplace. This remote control will eliminate the need for a bulky control box which all of the other manufacturers are using. Also new from Town & Country is the TC30, a smaller model to compete in the home renovation market. This new

size is available now. Coming soon will be the (*GASP*) 54" Town & Country Fireplace. This unit definitely has a huge "Wow" factor. Another innovation from T&C is the new Tranquility Burner, consisting of White Sand and River Rock. The serenity from this burner doesn't just occur when the fire is on either, as the burner looks great with the flames off as well.

"Maestro, the first truly-concealed valve and flame control system for a clean face gas fireplace."



"I never did two good in school, I always appeared such a fool. So I bought a PC, just for spellcheck you see, but I cant turn it on. Oh how crule!"

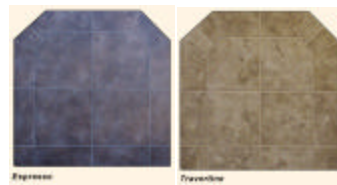
- Reid

Hearth Classics Early Buy Program

The following is a breakdown on the Hearth Classics Early Buy Program:
Phase 1 (Orders placed by March 31, 2006)
 Dating Terms—180 day terms on hearth pads and freight
 or
 Cash Discount—5% net 15 days from date of invoice
Phase 2 (Orders placed by May 31, 2006)
 Dating Terms—90 day terms on hearth pads and freight

or
 Cash Discount—3% net 15 days from date of invoice
 Participating dealers who upgrade their display to current colours will have their discount increased from 40% to 45% for the balance of 2006.
Freight Allowance
 1 pad—no freight allowance
 2 pads—\$35 total freight credit
 3 pads—\$60 total freight credit
 4 pads—\$85 total freight credit
 5 or more pads—receive a

freight credit equal to \$23 per pad. This credit does not apply to mini display pads. Full size display pads are available at 50% off dealer price.



2 new Hearth Classics colours



Tsunami Relief—Going Above and Beyond

Local group true heroes
 In the aftermath of the devastating earthquake and tsunami that ravaged the coastal areas of South East Asia and Africa on December 26, 2004, many of the victims remain in deplorable living conditions. Unfurnished tents and wooden shacks, often erected on the foundations of destroyed homes, are common. The damage is so widespread, most of us cannot comprehend the brutal reality faced by the millions of affected people.



Typical wreckage found along Sri Lankan coast

Brent Lillies from **Loma Lumber & Hardware** in Nakusp, B.C. has been part of a non-profit group called **W.O.R.K.** (Willpower Organization Respect Knowledge) whose sole responsibility is to provide housing for displaced

Sri Lankans. Brent and his energetic team of volunteers have raised over \$50,000 which has been used to buy property in Sri Lanka, materials for houses and to hire a Sri Lankan labour force to assist in construction.



Site where W.O.R.K. is constructing six houses

\$50,000 doesn't sound like a lot of money, but in Sri Lanka it enabled **W.O.R.K.** to purchase enough land and materials to build six—500 square foot houses, each of which will contain four rooms, a septic tank, plumbing, well access and electricity. The houses were built inland to ensure that they are out of harms way from a similar catastrophe. **W.O.R.K.**, in conjunction with Global Crossroad, is made up of volunteers, so they have no administrative costs

or overhead. This means that every penny of that \$50,000 raised went towards building the shelters.

A few of the members that traveled to Sri Lanka and are building the homes are from Nakusp, but there are people from all over the world involved in this effort. Each one paid there own way to be a part of this reconstruction project that will help so many. **W.O.R.K.** has made great strides towards ensuring that these people will get a chance to rediscover the lives they once had. If you would like more information on their organization, please visit

www.work-works.org.



Happy new home owner with his daughter



Upcoming HPBA & Northwest Stoves Industry Events

Interior Stove Change Out Program
 On until March 31st

Jotul Training
 April 3rd—Nanaimo
 April 5th—Kelowna

Northwest Stoves Dealer Day
 June 16



It's time to fire up your Primo Grill once again. Northwest Stoves has lump charcoal available in 10lb and 20 lb bags to help your grilling needs!



The Green Theme
 Right now, Northwest Stoves has a number of Jotul stoves, fireplaces & accessories available at exceptional prices while quantities last. We need to make room for newer inventory so call now and take advantage of these great deals while they are still available.
Wood
 AJ-350528 Matte Tamarack Quan. 2 sugg. **\$2139.00**

Jotul Special Prices

AJ-350776	F600 FL CB B/B	Disc off list	\$500
AJ-350778	F600 FL CB Ivory	Disc off list	\$200
AJ-350930	F500 Oslo Ilron	Disc off list	\$400
AJ-350760	F400 Castine Iv.	Disc off list	\$500
AJ-350925	F400 Castine JI	Disc off list	\$400

Gas			
GJ-350601	GF600 FL Matte	Quan. 2	Disc off list— \$300
GJ-350602	GF600 FL B/B	Quan. 2	Disc off list— \$400
GF600 DVII	Firelight		



GF400 DV Sebago in Blue/Black, Ivory, Green & JI Enamel
 All have disc off list of **\$300**
 GF300 DV Allagash in Blue/Black, Ivory & Green
 All have disc off list of **\$300**
 ** F600 Firelight CB & F400 Castine SD screens available free with purchase of special stove** See northwest-stoves.ca for more great deals!