

HotTimes

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

CHRISTMAS 2002

ISSUE 8

VOLUME 1

MERRY CHRISTMAS

by Dan Cook



I write this and Christmas is only one month away! Another year has just flown by and before long I'll be trying to remember to write 2003 for the date. Forget about 2002, where did 2000 go?

This fall, at Northwest Stoves, we have managed to keep our inventory in good shape. Thanks to Wayne for paying for a warehouse full of stock and to Dan Kosovic for managing the purchases so well. We also appreciate all of the dealers who took part in the early buy program. It really helps out with the planning when some of the inventory is already in your location, and many of you have mentioned how well you did with selling items just because you had it in stock.

At Northwest Stoves, October proved to be our biggest month in history, and November has continued to be busy, although not quite at October's level. We owe all of you a thank you for the business this year and especially for allowing us to have a record month. I also want to thank all our staff that so efficiently manned the phones, entered orders, and shipped product during these extremely busy weeks.

I want to take the opportunity to wish you the best of the season. The busy fall will eventually slow down (if only because it's 5PM on December 24th) and I hope you can take time to relax. The retail business is both tiring and trying and Christmas can be a time to recharge the batteries.

Christmas is also a time of traditions; maybe it's the turkey and stuffing at Grandma's house, or getting together with close friends, or that special event with the family. One of the traditions I enjoy is attending a candlelight Christmas Eve service at our church

with Cathy and our boys, followed by a quiet evening as a family. Whether it's spiritual, or not, my wish is for you to be able to enjoy your favourite tradition this year.

This newsletter is a little different than usual. I hope you enjoy it. We will continue in the New Year with our series on the History of Northwest Stoves. In the meantime make sure you look at all the specially priced items as well as the gift suggestions we have packed in this issue. If you read Dave Berry's quote included elsewhere in this newsletter you will understand when I say to you "Seasons Greetings!", "Happy Hanukkah!", or "Look out for the wall!" but especially a very "Merry Christmas!"



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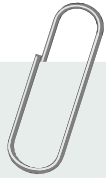
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Your Northwest Stoves Christmas Quiz:



"Peace on earth will come to stay, when we live Christmas every day."

Helen Steiner Rice

"I will honour Christmas in my heart and try to keep it all the year."

Charles Dickens

"May you have the gladness of Christmas, which is hope, the spirit of Christmas, which is peace, the heart of Christmas, which is love."

Ada V. Hendricks

Welcome to Christmas 2002.

Most of us have been around a few years and have gathered many memories of Christmas past. Here are a few Christmas Quiz Questions to see how good your knowledge of Christmas Trivia is. Have fun, then check the answers on page 3 to see how you scored!

- Electric Christmas tree lights were first used in:
 - 1492
 - 1895
 - 1944
 - 1976
- Good King Wenceslas was king of which country?
 - Abyssinia
 - England
 - Bohemia
 - Gondor
- The real St. Nicholas lived:
 - At the North Pole
 - On the Island of Malta
 - In Turkey
 - In Holland
- In Syria, Christmas gifts are distributed by:
 - The Three Kings
 - Tom O'Bedlam
 - One of the Wise Men's Camels
 - Father Christmas
- The poinsettia, a traditional Christmas flower, originally grew in which country?
 - Canada
 - China
 - Mexico
 - Spain
- In Greek legend, malicious creatures called Kallikantzaroi sometimes play troublesome pranks at Christmas time. To get rid of them, you should:
 - Placate them with gifts of rice pudding
 - Burn either salt or an old shoe
 - Sing hymns in a loud voice
 - Throw your sandals at them
- A boar's head is a traditional Christmas dish. According to a popular story, the unlucky boar whose head began the custom in the Middle Ages was killed by:
 - Choking to death on a book of Greek philosophy
 - King Wenceslas, who speared it from horseback
 - A falling fir tree
 - Remorse, after goring St. Nicholas
- When distributing gifts in Holland, St. Nicholas is accompanied by:
 - His wife Lucy
 - His servant, Black Peter
 - Thirteen elves
 - St. Stephen
- "Hot cockles" was popular at Christmas in medieval times. It was:
 - A dish of oysters and mussels
 - A hot spiced drink
 - A game in which a blind-folded person was struck
 - The title of a popular drinking song
- During the ancient 12-day Christmas celebration, it was considered unlucky to:
 - Let the log in the fireplace stop burning
 - Sneeze
 - Spill wine or ale
 - Hunt reindeer

Check the Answers on page 3 and see how you scored.



"Christmas is the season for kindling the fire of hospitality in the hall, the genial flame of charity in the heart."

Washington Irving

Facts on Firewood

When burning wood you must burn only good quality dry wood. Wood must be split and stacked outside, off the ground, with protection from the rain, for a period of 6 – 14 months. It should have a moisture content reading of 20% or less. This is considered dry-seasoned wood and will produce the most amount of heat. Dead wood is not seasoned wood!

Up to half the weight of freshly cut wood is water. Burning "green" wood will generate large amounts of smoke and very little heat. Green wood requires enormous amounts of energy to boil the water off consuming heat energy in the process. The wood must dry out before it will burn and therefore it will not allow the fire to reach high temperatures.

Never burn old pallet wood, kiln dried wood, trash, or wax products. Wood that has dried excessively can cause over firing, resulting in warped baffles and other component failure. If you must use extra-dry wood mix it in with green wood to modify the burn rate and the heat. Properly dried wood gives a higher efficiency, produces less creosote, ignites faster and smokes less, and is lighter to carry.

Santa's Suggestions - Gifts for Staff and Friends

	CAT. PAGE	CODE	SUGG. RETAIL
Ecofan	69	DZ-ECOFAN	\$ 112
Ecofan Airplus	69	DZ-ECOFAN802	\$ 145
Smart Splitter	50	DK-SMAA0001	\$ 185
Poker Fan.....	69	DZ-801	\$55
Super Safe Fan	69	DZ-707B	\$ 25
Storage Brackets	N / A	DK-BRAC0001	\$ 25
Santa's Helper remote	66	DS-1310	\$ 40
Skytech remote	70	DS-1400	\$ 85
Skytech remote	70	DS-1001	\$ 129
Soapstone steamer	N / A	AH-9099112	\$ 149
Denim log tote	N / A	DZ-LB202	\$ 30
Draft gauge	67	DZ-DWYER	\$ 49
Millistat / thermostat	63	DZ-MS2	\$ 33
Analog moisture meter	68	DZ-MT270	(net price) \$ 88
Digital moisture meter	68	DZ-MT700	(net price) \$ 159
Safety Gate	86	FK-G70	\$ 289
Magnetic thermometer.....	63	DZ-316	\$ 15
Probe thermometer	50	DK-687	\$ 20
Qwick wick fire starter.....	N / A	DK-695	\$ 3
Gas leak detector.....	50	DK-169	\$ 3
Stove scents bottles	64	DZ-SC**	\$ 11
Stove scents stones.....	64	DZ-SCSTONE	\$ 10

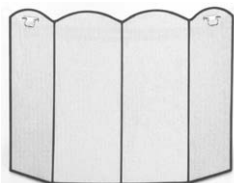
- Phone for current availability.



Pilgrim for Christmas

Some dealers mistakenly believe that Pilgrim is expensive. While it is true that some items are higher priced, there are a number of items that retail for under \$150. The Christmas season is traditionally the time to sell the Pilgrim product – this is when people are looking for unique Christmas items. The following items all retail for under \$150 (as do all of the grates we stock):

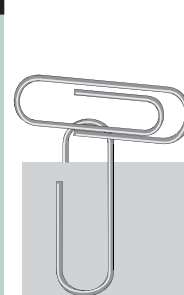
FH-C2	Suede Log Carrier.....	pg. 12	\$ 89
FH-LC200	Suede & Black iron Carrier	pg. 12	\$ 129
FH-AH6	Ash Holder	pg. 12	\$ 75
FH-WH6	Wood Holder	pg. 13	\$ 89
FH-WH4	Wood Holder	pg. 13	\$ 95
FH-WH11.....	Wood Holder.....	pg. 13	\$ 120
FH-WH13	Wood Holder.....	pg. 13	\$ 135
FH-WC1.....	Wood Cart.....	pg. 13	\$ 110
FH-LH36.....	36" Log Hoop	pg. 13	\$ 99
FH-LH48.....	48" Log Hoop	pg. 13	\$ 115
FH-1050.....	28" Black Iron Toolset.....	pg. 5	\$ 139
FH-2100.....	18" Toolset.....	pg. 14	\$ 99
FH-2322.....	23" Toolset.....	pg. 14	\$ 125
FH-PG100/200/300	Screens.....	pg. 24	\$ 125
FHSG3131.....	Spark Guard	pg. 25	\$ 149



Christmas Quiz - Answers

- 1) Electric Christmas tree lights were first used in: 1895
The idea for using electric Christmas lights came from an American, Ralph E. Morris. The new lights proved safer than the traditional candles.
- 2) Good King Wenceslas was king of which country? Bohemia
The historical Wenceslas was actually only Duke of Bohemia, not a king. He lived in the tenth century.
- 3) The real St. Nicholas lived: In Turkey
St. Nicholas was bishop of the Turkish town of Myra in the early 4th century. It was the Dutch who first made him into a Christmas gift-giver, and Dutch settlers brought him to America where his name eventually became the familiar Santa Claus.
- 4) In Syria, Christmas gifts are distributed by: One of the Wise Men's Camels
The gift-giving camel is said to have been the smallest one in the Wise Men's caravan.
- 5) The poinsettia, a traditional Christmas flower, originally grew in which country? Mexico
In Mexico, the poinsettia is known as the "Flower of the Holy Night". Joel Poinsett first brought it to America in 1829.
- 6) In Greek legend, malicious creatures called Kallikantzari sometimes play troublesome pranks at Christmas time. To get rid of them, you should: Burn either salt or an old shoe
Apparently the stench of the burning shoe (or salt) drives off the Kallikantzari. Other effective methods include hanging a pig's jaw-bone by the door and keeping a large fire so they can't sneak down the "Excel" chimney.
- 7) A boar's head is a traditional Christmas dish. According to a popular story, the unlucky boar whose head began the custom in the Middle Ages was killed by: Choking to death on a book of Greek philosophy
The story tells us that a university student saved himself from a charging boar by ramming a book of Aristotle's writings down its throat. He then cut off the boar's head and brought it back to his college.
- 8) When distributing gifts in Holland, St. Nicholas is accompanied by: his servant, Black Peter
Black Peter is responsible for actually dropping the presents down their recipients' "Excel chimneys", but he also punishes bad children by putting them in a bag and carrying them away to Spain.
- 9) "Hot coxles" was popular at Christmas in medieval times. It was: A game in which a blindfolded person was struck
"Hot coxles" was still a Christmas pastime until the Victorian era (if anyone still plays it let us know). The other players took turns striking the blindfolded one, who had to guess the name of the person delivering each blow.
Ouch!
- 10) During the ancient 12-day Christmas celebration, it was considered unlucky to: Let the log in the fireplace stop burning
The log burned at Christmas time was called the "Yule Log". Sometimes a piece of the Yule Log would be kept to kindle the fire next winter, to ensure that the good luck carried on from year to year. The Yule Log custom was handed down from the Druids.

How Did You Score?
9 - 10 correct: Lari!
6 - 8 correct: You need to get out more!
3 - 5 correct: Good guessing!
0 - 2 correct: Congratulations,
you are perfectly normal.



"There is nothing sadder in this world than to awake Christmas morning and not be a child."

Erma Bombeck

"In the old days, it was not called the Holiday Season; the Christians called it "Christmas" and went to church; the Jews called it "Hanukkah" and went to synagogue; the atheists went to parties and drank. People passing each other on the street would say "Merry Christmas!" or "Happy Hanukkah!" or (to the atheists) "Look out for the wall!"

Dave Berry



Northwest Stoves

Christmas Hours

Closed:
Noon on December 24th
Until December 29th

Open Regular Business Hours:
December 30th & 31st

Closed:
January 1st, 2003

Regular Hours Resume:
January 2nd, 2003





Top 10 Signs you won't be receiving a Christmas Bonus this year:

Revised from David Letterman

10. Co-workers refer to you as "the ghost of unemployment future".
 9. The last time you saw your boss was when he testified against you at the embezzlement trial.
 8. On your door, you find a lovely wreath of pink slips.
 7. What you call "my new office," everybody else calls "the supply closet".
 6. You invested 100% of the company's pension plan in Nortel.
 5. You keep getting memos reminding you that employees are required to wear pants.
 4. When your boss came over for Thanksgiving, he was crushed under an avalanche of stolen office supplies.
 3. Whenever you ask for a raise, a guy shows up at your house and breaks your jaw.
 2. In your most recent performance evaluation, the word "crap" appeared 78 times.
- The number one sign you won't be receiving a Christmas Bonus this year:**
1. The boss's Christmas card says, "Don't let the door hit your ass on the way out."

"A lovely thing about Christmas is that it's compulsory, like a thunderstorm, and we all go through it together."

Garrison Keillor

"At Christmas, play and make good cheer, for Christmas comes but once a year."

Thomas Tusser

"From home to home, and heart to heart, from one place to another, the warmth and joy of Christmas brings us closer to each other."

Emily Matthews

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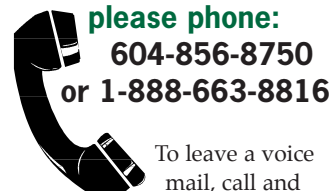
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To leave a voice mail, call and enter the extension of the person you are trying to reach and you will be automatically directed to that person's line. We will take your call promptly, or you can leave a voice mail for a quick call back. No time to talk? Then just send us an email.

Our email:
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Please note the change of our email addresses to ".ca" from ".bc.ca". Please update your records if you have not already done so.

Our website:
www.northweststoves.ca

"Heap on the wood! – the wind is chill; but let it whistle, as it will; we'll keep our Christmas merry still."

Sir Walter Scott