



### Serving the Fireplace Industry

5505 268th Street  
Langley, B.C.  
V4W 3W1

Phone: (604)857-8816  
Toll Free: 1-800-663-0462  
Fax: (604)857-8963  
Toll Free Fax: 1-800-667-6162

Email: nws@northweststoves.ca

*"The error of youth is to assume that intelligence is a substitute for experience while the error of the aged is to assume that experience is a substitute for intelligence"*

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



Todd Ayley (ext. 26)  
tayley@northweststoves.ca

Dan Bonar (ext. 22)  
dbonar@northweststoves.ca

Connee Ceresney (ext. 23)  
cceresney@northweststoves.ca

Mike Harstone (ext. 30)  
mharstone@northweststoves.ca

Reid Harvey (ext. 55)  
rharvey@northweststoves.ca

Dan Kosovic (ext. 27)  
dkosovic@northweststoves.ca

Martin Mabbs (ext. 54)  
mmabbs@northweststoves.ca

Hannu Ojanen (ext. 21)  
hojanen@northweststoves.ca

David Rosvold (ext. 31)  
drosvold@northweststoves.ca

Wayne Rourke (ext. 32)  
wrourke@northweststoves.ca

Dawne Pierce (ext. 29)  
dpierce@northweststoves.ca

Greg Stalman (ext. 34)  
gstalman@northweststoves.ca

Chris Vecchies (ext. 42)  
cvecchies@northweststoves.ca

### An Innovative Idea with a Metal Roof Flashing

Ron Spreeuw of Valley Building Supplies in Powell River had a great idea when it came to the potential challenges in dealing with metal roof flashings when using a square ceiling support.

"If the flashing edge sits on a rib of the metal roofing it's impossible to put in. When you are in a flat ceiling with a round support and an attic space you can move the chimney either way one inch or so to get the flashing off the rib of the metal roof. What I did to make the fit work with the square support was cut the flashing down each side with a zip cut disc and move the sides in and re-screw them on with mono caulking underneath. This took a matter of minutes and worked very well."

If you come across something in the field that you need to "tweak" to make it work, we'd like to hear about it. Send in your installation stories (with pictures if possible) to [nws@northweststoves.ca](mailto:nws@northweststoves.ca).



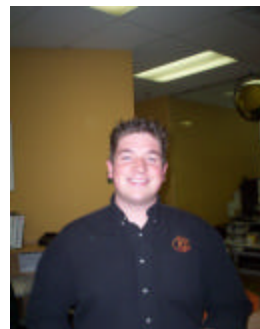
Ron adjusts the metal roof flashing to work with a square support



Ron uses his delivery "boat" to install an Oslo on a neighbouring island. Just another day in Powell River, eh Ron?



Ron picks up a wee bit of firewood



Dan Bonar is all smiles



Serving the Fireplace Industry For More Than Twenty-Five Years

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SERVING THE FIREPLACE INDUSTRY



# HotTimes

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

## Heartland's Cookmaster & Artisan

### Two new appliances

Heartland Appliances has added two stunning new ranges to its already luxurious cooking appliance family. These cast iron beauties offered in either wood burning or gas models will bring a gentle, comforting warmth to your home and kitchen.

The Heartland Cookmaster is a unique cooking range which features a powerful thermostatically controlled 50,000 BTU burner which is designed to heat up quickly. Offered in a 36" wide model, it fits nicely between standard kitchen cabinets. The Heartland Artisan is a woodburning



Heartland's Cookmaster in Cream

range which offers central heating, domestic hot water and cooking all in one. Add it to your kitchen or create a beautiful stand alone piece in your cottage or log home.

Both ranges offer two distinct ovens; one is a roasting and baking oven and the other is a simmering and warming oven. The ovens are vented so you can prepare two different savory dishes without worrying about flavour transfer. The Heartland Cookmaster and Artisan are made of cast iron which provides gentle, radiant heat to both the ovens and the hotplates. The unique internal cast iron structure surrounds food in heat from all directions which locks flavours in without drying.

The hotplate is a solid one piece cast iron sheet that can accommodate up to five saucepans, the stylish insulated lids are a truly unique

feature to any range. When in the closed position they retain the hotplate heat leaving the highly polished finish warm to the touch. When open, heat radiates into the room.



Heartland's Artisan in Blue

There is nothing these ranges cannot do. Each is a one-of-a-kind piece that complements every kitchen décor. Every unit is hand made and inspected repeatedly to ensure the highest quality you have come to expect from Heartland.

## Hearth Classics New Pedestals

### Showroom additions

If you're trying to figure out the best way to display that stove and have run into roadblocks, then we suggest that you try Hearth Classics new style pedestal. Built with the same material that's in the hearth pad, these pedestals are available in all 10 colours that Northwest Stoves carries. When ordering a stone pedestal, it must be

ordered with a pad to ensure a good colour match. To display the stove, all you need is a 32 x 30 board to have it sit on. Then you can choose either the 6" or 10" high riser. For example, to display the pictured 32 x 30 in Travertine after taking off your 40% margin and 50% display credit, your net costs are only **\$154.00**. That's it.

We think that you will find this makes selling your stove much easier and rewarding because they look so much more complete. Call for details.



Travertine 10" High Pedestal



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*"Luck is the residue of design."*

- Branch Rickey, former Major League manager





Soon to be available, the TC54 will take your breath away



## Town & Country's 'C' Series in Full Swing

With Town & Country's new Vesta Award winning 'C' series Direct Vent fireplaces in full production, Northwest Stoves is ready for the season with a full inventory of bodies, burners, panels and whatever else you'll need to complete your fireplace.

Town & Country's Design-a-Fire system is the envy of the industry with the ability to choose between several different burner styles and panel types—all in the same firebox! Throw in the innovative Maestro Controls, the first truly

remote system for a fireplace of this type anywhere and you can see why all the rest are doing their very best to keep up. Town & Country is truly an industry leader.



Town & Country's new TC30 with Country Home Logset and Heritage Red Brick Panels

### Changes to Pacific Energy's Estate & Esteem Fireplaces

Northwest Stoves is now shipping the Estate and Esteem fireplaces with the new Maxitrol valve. This valve, which has always been used on both the Fusion and Broadway, enables a 50% turndown, something that has frequently been requested of these units.

To make each of these fireplaces even more attractive, Northwest is also bundling the remote control with the fireplace and shipping them together as one unit. You should have the new codes (ending in "MR") in your price pages.

## Simpson-Duravent Still Available

As we have told you previously, Northwest Stoves will soon no longer be carrying inventory of Simpson-Duravent product. However, as of the publishing of this newsletter, we still have a large amount of venting—both pellet and gas—still available for shipping. This is in part due to two reasons. First, many dealers made the switch to Selkirk's Direct Temp as soon as it became available. This enabled them to take

advantage of our "buy-back" program where we exchanged any Simpson-Duravent piece for its related Direct-Temp



piece straight up. Second, there was a misconception that we were going to be out of Simpson-Duravent product **immediately**, which is obviously not the case.

So if you're still using Simpson-Duravent for your gas or pellet vent installs, give Northwest Stoves a call. We'll likely have what you're looking for.

As for Direct Temp, we have been shipping it for a couple of months now and the early reports are very positive from those who have used it. Give us a call if you haven't had a chance to see the benefits of Direct-Temp's unique features.

## Skytech's new POP

**New Ideas to help you** Skytech has come up with a terrific way to help you add on to your gas stove or fireplace sale this season. Introducing three different ways to display and demonstrate Skytech's remotes, the counter top display, the wall mounting display and the stunning floor display. Each display gives you a place to physically have three different remotes in one location securely fastened and ready to

be used. To get your display, simply order three remotes from which you will receive a 20% discount. On your P.O., be



Skytech's new floor display

sure to include "Skytech Promotion". After that simply select the style of display you prefer. The counter top and wall mounting displays are FREE with your remotes and the floor display is just \$150. Please remember that the remotes MUST be used with the display to be eligible for the 20% discount. This program has been extended until September 30th, so don't miss out!

Both Simpson Duravent & Selkirk's Direct Temp venting are available to choose from this season



Dawne attempts to catch up after her vacation



## Jotul Days

### Maine Hospitality

Recently, Northwest Stoves sent a small team down to Portland, Maine to attend Jotul North America's annual dealer meeting. This year, we were fortunate enough to bring with us two of our valued dealers, Carol & Kelly Wilk of Wilk Stove Co. in Victoria and Scott Robar of Leduc Co-op in Leduc, Alberta.



DSA5

we all enjoyed the Jotul 101 course which gave us a brief history of Jotul as well as information on current products. This included any pending changes to each stove or fireplace. Jotul

-The Jotul F370 swiveling wood stove (see picture). This stove is so contemporary, many people thought it was a Scan model. This was Scott's personal favorite.

-A Clean Face Gas Insert. Very flush look with two different sized models to choose from.

-C350 & C550 Inserts. More of a clean face look than the Camden. Unit has two optional faces, one steel, one cast iron.

We were given insight into some promotional items coming soon. One such item was the Jotul/Scan Riser. Available in either 13 1/2" or 17" heights, these provide a convenient way to display your freestanding stove. They are easily movable with a standard pallet jack and are co-opable through NW Stoves for just \$90 net.



Jotul has their stock levels high in anticipation of a good season

did a terrific job as hosts. We were given a tour of Jotul's factory and were all very impressed. From the laser cutting, the automatic welder, the streamlined parts section and the efficiency with which everyone in the building works, you couldn't help but feel the sense of pride among each person we spoke with.

Jotul gave us an insight to some new products and we spent some time on existing lines as well. Naturally, Scan played a big part of the time spent at the event as many of the dealers in attendance had very little, if any, exposure to the line at all. That included us.

Some of the new items we may be seeing soon included:



The Jotul F370—a 'swivelling' stove, which turned heads

The training sessions we attended were very informative. Kelly attended the technical training, where they got to take apart an Oslo and put it back together. Carol loved our rep Debbie Hannig's presentation on Installation Design and



## Early Season Reminder

### CF will be on the job

Once again, Canadian Freightways will be working with us hand in hand this season. Each day, from the beginning of September right through until Christmas, CF will have a trailer backed into our loading bay for us to fill with your orders. CF have a good track record of on-time, damage free shipping to locations throughout BC and Alberta. They offer up to \$5

per pound on any shipment if the value is declared on the bill, and that service is *free of charge*. There is considerably less risk of damage when we are able to fully load your orders onto the trucks ourselves, which our arrangement with CF allows us to do. If you're not currently using CF for your larger shipments, why not give Chris a call in shipping and compare? We think you'll like the results.

### Get your orders in early

Please remember that we are as busy as you during the autumn months. To make your job easier, try to allow some extra time between when you order and when you expect the product to arrive. In most cases, we should be able to meet our normal shipping times, but if we can't, creating a "buffer" for yourself may save you some headaches in the future.

*"Monday is an awful way to spend 1/7 of your life"*

- Dan Kosovic

### Assorted Tidbits

#### Nickel Ecofan Blades

Please be aware that all Ecofans will now be shipped with nickel blades, unless otherwise specified. The gold will only be available on a special order basis. You may want to sell off any gold units you have in your showroom and replace them with the new nickel ones.

#### The Infratech Option

If gas is not an option, then consider electric quartz heaters from Infratech. No open flames or emissions and low clearances allow for greater installation options. Solid state and analog controls are available for intensity adjustment and include zone control and timer options.



Upcoming HPBA & Northwest Stoves Industry Events

*B.C. Place Interior Design Show Oct. 12—15*

*B.C. Hospitality Industry Exposition Nov. 20 & 21*