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*Wayne was the
kid next door's
imaginary friend.*

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Northwest Stoves' Enerchoice Units

The following appliances are considered to be "Enerchoice" units under the Energuide program, currently in full swing.

Freestanding (must be 66% or higher)

Jotul GF100 Nordic QT	P4 rating— 67.8
Jotul GF200 DVII Lillehammer	P4 rating— 70.8
Jotul GF600 DVII Firelight	P4 rating— 69.8
Hearthstone Sterling DV or BV	P4 rating— 74.0
Hearthstone Tribute DV	P4 rating— 66.3
Kingsman FV200 BV	P4 rating— 68.3
Kingsman FDV350 DV (non-stock)	P4 rating— 67.1
Scan 2 (LP)	P4 rating— 68.8



Hearthstone's Sterling
B Vent Stove

Zero Clearance Fireplaces (must be 62.4% or higher)

Marquis Solara MQZDV3622N	P4 rating— 63.9
Kingsman ZDV3622N (non-stock)	P4 rating— 63.9



Marquis Solara

Insert (must be 61% or higher)

Jotul GI350 DV	P4 rating— 61.7
Jotul GI450 Katahdin	P4 rating— 68.8
Jotul GI550 DV	P4 rating— 63.6
Scan 65i	P4 rating— 61.7
Scan 70i	P4 rating— 63.6
Hearthstone DVI HT	P4 rating— 67.7



GI350 (or Scan 65i)
shown here with
Arch Steel Doors

Please contact us if you require labels for any of the above products or any gas units which Northwest Stoves supplies you.

Contact Us

Pacific Energy Gasket

To order your Pacific Energy wood stove gasket, use the following codes to determine what you need.

Pre—2004 (1/2")

PS-WODC.DGKIT \$26.00
Or
PS-DR31WDGKIT \$29.00

Each of these gaskets is a stocking item.

Remember that the replacement baffle kit (PS-SSERDBAKIT) will work for any Super Series Pacific Energy wood stove built after 1989 (serial # 70000+)



Serving the Fireplace Industry For More Than
Twenty-Five Years

Volume 7, Issue 1
September 2008

NORTHWEST STOVES LTD.

30
YEARS

HotTimes

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

Pacific Energy's Super 27 Heritage

Limited Edition Model

To celebrate their 30th anniversary, Pacific Energy presents a limited edition special version of the Super 27, The Heritage. It is a pre-assembled, bundled unit which comes fully crated with the body, welded on pedestal base, black door and ash dump. The unit comes with **no** other available options, aside from the blower.

This would be a great unit to display in any fall home shows or in any showroom. The welded pedestal and assembled ash dump make the installation of this stove that much easier, as everything will be inside one crate, ready to go.

This special offer will come at a list price of **\$1600.00**, minus your normal discount. Basically, this means the ash dump, which normally retails for \$139.00, will be only \$10.00 when included in this package. This is an easy way for you to maintain your margin this fall.



The first shipment of these will be arriving at Northwest Stoves in a couple of weeks, so order soon. Remember that there will only be a limited production on this stove, so if you wait too long, you may be out of luck.



PE's Limited Edition Heritage

Also in stock at Northwest Stoves this fall from Pacific Energy are the two newest porcelain enamel colours, Titanium (seen below with nickel door and legs) and Copper.



Both these colours were shown at HPBA and got rave reviews. Currently, we are stocking the Spectrum Classic in Titanium and haven't yet committed any other colours and sizes to be stocking, but that may change depending on the demand. Allow up to 3 weeks for us to get any non-stock Pacific Energy stoves in as we expect supply to stay strong throughout the fall.

Inside this issue:

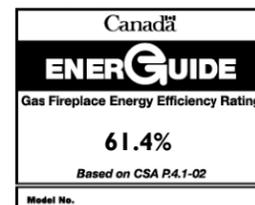
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Energuide is The Law

New Regulations in BC
Terasen Gas, in conjunction with the province of British Columbia, has re-launched the Energuide program. Under this program, it is now **mandatory** for each gas-fired fireplace, insert or stove to have the appropriate label indicating the P4 efficiency rating of that part-

icular appliance. An example of the label is below.

The program was launched last



year, but was met with resistance by many fireplace dealers. As a result, Terasen re-launched the program and included incentives and spiffs to make people more aware and to encourage sales of high efficiency products.

For more information, visit Terasen's website at terasen-gas.com. See pg. 4 for ratings

*"The difference
between fiction and
reality? Fiction has to
make sense."*

- Tom Clancy



Kingsman/Marquis GTMRCN modulating remote control

New Remote System for Kingsman/Marquis

Variable Flame Capability

Are you tired about hearing about the modulation of your fireplace? Tired of hearing about the comfort an adjustable flame remote control is capable of giving?

You may be suffering from remote envy.

There is a solution.

Introducing, the Proflame Remote Control System. Designed to fit the Nova 820, this remote will convert the valve into a modulating monster. The hand held remote sports a sleek design with an easy-to-read digital display back-lit in blue. It also possesses the possibility of being thermostatically controlled.

The smart thermostat function is where this unit shines. When the desired room temperature is reached, the remote will turn the flame down to one of six heights, ensuring room comfort.

Our code for this remote is GK-GTMRCN and the retail is a modest \$229. Order one for your showroom display.

Important!!!

We have recently been made aware that the Scan 60 wood stove is no longer available from Jotul/Scan. Grey is completely out and we have a limited supply of black. Sorry for any inconvenience this causes you.

Embershield Done for the Season

Costs too high

Due to skyrocketing supply prices, Yoders will be unable to supply the Embershield boards for the balance of 2008. They found that they were unable to maintain a price point close to what

they had originally promised to dealers and felt that they could not be competitive. We are currently sold out.

However, we still stock the Imperial stove boards in the following sizes: 18x48, 36x48, 40x50 & 46x48.

Another product which will not be returning for 2008 is the Primo Charcoal. It is manufactured in Georgia and is far too expensive to ship across the continent on its own. We will be stocking Zebra brand in the 10 kg bag for \$9.95 a bag.

Meeco Creosote Destroyer

Replaces recalled product

Introducing a new kind of Creosote Destroyer, Meeco. This "new" product is actually made by a Northwest Washington company which was founded in 1937.

You will find these products under the "pink" tab (maintenance supplies) in your Northwest Stoves catalogue. They have been brought in to replace the Imperial Mfg. Creosote cleaners, which were recalled earlier this year.

Following are a few pictures, descriptions and retail prices of the Meeco products. For reference sake, you will also find the Imperial part which compares to it.



Item# - DK-12
Liquid creosote destroyer. Best comparison is DK-KK0039 (DK-611).

Retail price is \$13.45.



Item # - DK-13
3 ounce tube, "Creo-shot" which is a powder. Retail price - \$2.45.

Retail price is \$2.45.



Item # - DK-14
Creosote Destroyer—1 lb. Replaces DK-KK0153 (DK-606). Retail price is \$6.95.



Item # DK-17
Powdered Soot Remover comes in a 2 lb. tub. Retail price is \$7.49.

Retail price is \$7.49.



Item # - DK-25
Creosote Destroyer comes in a 2 lb. tub. Retail price is \$12.49.

Retail price is \$12.49.



Item # DK-417
Multifuel firelighting pellets (corn or pellet stoves). Retail price is \$10.45.

Please refer to pages 62 & 63 in your Maintenance section for further details.

Never go to a doctor who can't keep his office plants alive



What happens when we let Wayne do the hiring



New Freight & Courier Options

Your choice

Northwest Stoves has developed relationships with several carriers to make your freight and courier decisions easier this season.

We have had a terrific relationship with Canadian Freightways for many years.



CF have once again agreed to allow us to declare the value of each shipment at up to \$5 per pound at no extra charge, even though they now only allow \$2 per pound for most of their customers. The rates we have secured are also exempt from cubing, which means that you will not likely see anything other than what is on your original invoice for freight charges.

However, if you wish to use different options for your freight, we have also secured excellent rates from Van Kam Freightways.

In many cases, Van Kam charges less than the rates we have from CF. They offer service through a larger num-

ber of hubs than CF as well, which could make your freight arrive quicker with less chance of damage. Van Kam's reputation throughout our province and into Alberta is excellent.



Either way, we will be able to provide you with the service you require if you choose either of these prepay and charge options.

Of course there are several other options if you choose to have your freight shipped collect such as Overland, Comox Valley, Squamish Freightways, Vitran and Bandstra, to name a few. Please review the following cut-off times below to know when to have your order in to NWS by:

CF	2:30
Van Kam	1:00
Overland/Comox	10:30
Ace Courier	10:30
Vitran	11:00
Bandstra	12:00



Beginning this September, Northwest Stoves will be using Purolator Courier, in conjunction with Greyhound Courier Express for your smaller shipments. Purolator offers a greater variety of options, including an on-line service. They have more depots across BC and Alberta than any other carrier.

The best feature is the on-line notification option. As we enter a new shipment to Purolator's system, an email will automatically be sent to you letting you know that your shipment will be leaving Northwest Stoves today!

We have negotiated excellent rates throughout British Columbia and for your convenience, your order will be picked up as late as 3:30 PM. We will continue to use Greyhound for local, same-day deliveries and there are also several other courier options such as DHL, Dan Foss and Ace Courier if you wish.

If you wish to give Purolator a try, please indicate it on your purchase order.



Join us this fall at B.C. Place Stadium in Vancouver as we will be having both an indoor booth and an outdoor burn trailer for people to see. We expect to have an unprecedented number of units burning as a result, including several wood-burning models which we have never been able to do before. The dates are October 16th—19th.

Recent Price Increase:

Pacific Energy—Sep 1

Hearthstone—Sep 1

Jotul—Sep 1

ICC Chimney—Sep 1

RSF Fireplaces—Sep 1

Upcoming Increase:

Kingsman-Marquis-Oct 1



Please Be Patient With Us

We will do our best...

At Northwest Stoves, we pride ourselves on having one of the fastest turn-arounds in the fireplace industry, in terms of the time it takes to have the order shipped from the time it is faxed to us. 95% of the time, it takes less than 24 hours to accomplish this. During the fall season, we will do our very best to maintain

this impeccable record, but, like you, we will obviously be much busier than we are the rest of the year.

Most of us have experienced unexpected sales figures to this stage of the year, and most expect the trend to continue. This will create many challenges for everyone, including slow shipping times and stock shortages.

To help us in serving you to the best of our ability, we ask that you check to ensure that you have received an order confirmation within an hour or so after placing an order, weekends not withstanding. Also, check with us ahead of time before booking an install date, just in case we can't secure that stove or chimney system in time for your date.

Please be advised that if you wish to hold your order to ship complete, due to space constraints you risk having your product "bumped" in favour of someone who wishes it ASAP. We will only take this action after 10 working days and will notify you to ensure you are aware of the situation.