

**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



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. 30)  
gstalman@northweststoves.ca

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

**Northwest Stoves Pick-up Times**

The following is a list of the common carriers that Northwest Stoves uses regularly, and the service areas they cover. This also provides suggested ordering cut-off times and the times that we need to call the truck in order for us to ensure your orders leave promptly each day.

**Out-of Town Freight**

Carrier	Service Area	Order Cut-off time
Canadian Freight	BC/Alberta	11:00
West Arm	Okanagan/Kootenays	11:00
Comox Valley	Vancouver Island	11:00
Squamish Frt	Whistler/Sunshine Coast	11:00
Kindersley	Western BC/AB/SK	11:00
Overland	Most of BC	11:00
Winfield	Okanagan	8:30
Bandstra	Northern BC	11:00
Northwest Trans.	Yukon	AM

**Local Freight**

Carrier	Service Area	Call in time	Sameday?
F&G Delivery	Lower Mainland	before 10AM	Yes
Diamond Delivery	Lower Mainland	before 10AM	Yes
Streethawk	Lower Mainland	before 10AM	Yes

**Couriers**

Carrier	Service Area	Cut-off time	Pick-up time
A-1 (Bus)	Lower Mainland	9:30 (sameday)	10:15
Ace Courier	Lower BC	11:30	1:00
Purolator	BC/Alberta	12:30	2:00
DHL (Loomis)	BC/Alberta	12:30	2:00
Dan Foss	Vancouver Island	12:30	2:00
Greyhound	BC/Alberta	1:45	3:15

**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

Below is a copy of a Northwest Stoves Order Confirmation. Upon receiving it, please take the time to go over the Confirmation to ensure that; a) the items you ordered are on the confirmation, b) the quantities ordered are correct, c) the costs are correct, and d) whether or not there are any backorders. By doing this, you can help us eliminate potential errors.



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**SERVING THE FIREPLACE INDUSTRY**



**HotTimes**

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

**Selkirk's Gas & Pellet Vent**

**Introducing Selkirk's Direct-Temp Venting**

Beginning this summer, Northwest Stoves is excited to be able to offer you Selkirk's Direct-Temp Gas and Pellet Vent, the latest in Direct Vent Gas Fireplace Venting Technology.



Listed for use with a wide variety of Direct Vent Gas Fireplaces (for a list of approval letters, visit [www.selkirkinc.com/dt/index.htm](http://www.selkirkinc.com/dt/index.htm)), Direct-Temp features a stainless steel inner liner, silicone woven fiberglass gaskets and a unique clean-look design. It's available in 4" x 6 5/8" and 5" x 8" sizes.

One of the main benefits of Direct-Temp is the locking tabs which makes installation, and cleaning significantly easier. Many installers who have used Direct-Temp are

pleased with its features and find it simpler to use with less silicone than Duravent. But perhaps the best feature of Direct-Temp is the unique adapter that can convert pellet systems to more efficient direct vent in the same system.

We have inventory of Selkirk venting now, which you'll find is comparable in price to Simpson-Duravent, so call us for more details.

If you still have inventory of Simpson-Duravent, we can help you in two ways. First, we still have plenty of 4 x 6 gas vent & both 3" & 4" pellet vent inventory that should last throughout most of the summer for you to use to complete any systems. Second, we will offer to exchange your Simpson-Duravent product for equal components or complete systems of Direct-Temp. Of Course this means that Northwest Stoves will no



Direct Temp Venting

**"Direct-Temp is listed for use with a wide variety of Direct Vent Gas Fireplaces"**

longer carry Simpson-Duravent gas or pellet vent after quantities have been eliminated, but we think you'll be happy with the alternative Direct-Temp provides.

**Trend Leaning Towards Ceramic Grills**

**Primo Sales Top All of 2005**  
In an age when time is at a premium for two income families, the natural assumption is that quick, easy meals is the way to go. In many cases, the stainless gas grill wins over because of the convenience of

pushing a button, but recent trends have indicated that the quality of the food is becoming more important than ever before. Ceramic



grills have been on the market for years, but have been relatively unknown until recently. Sales of ceramic grills, such as the Primo Grill, have grown by more than double. In fact, Primo has already achieved more sales this year than in the calendar year of 2005.



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*"There is honour in honest toil."*

*- Grover Cleveland*



## Opel & Delta Clean Face Option

### New Options Available

The new RSF units and options are in full swing and the clean face look is something that many customers see as a requirement. Now they can have a clean looking, highly efficient fireplace. To transform to the clean face, all that's required is a clean face kit (CR-FOF) and two gravity vent kits (CR-FOV). Because many Opels are expected to be sold for clean face installations, the ash pan is no longer coming standard, but it can be ordered separately (CR-FOAP). There has been a terrific response to the Heat

Dump option (available on the Opel, Topaz and Chameleon fireplaces). The Heat Dump allows the home owner to draw warm air anywhere - even the basement! It allows for a wide variety of location possibilities as it can come off either side or even the back of the intended unit. These new options tend to generate a feeling of "customization" among home owners, which gives them the satisfying feeling that they are able to choose the look they want. This should hopefully translate into more sales for you.

### Bottom Louvre Clips

The Opel2 has one previously unmentioned change involving the clip/magnet assembly. It no longer comes standard on the units. This part allows the bottom louvre to sit securely in place when closed. Since the clip is only necessary when louvre kits are the desired facing, it has been packaged with the louvre kits.

- this article was submitted by Northwest Stoves newest member, **Dan Bonar**, whose addition has provided us with excellent ICC & RSF knowledge. Please feel free to drop him a line and welcome him!



Delta Fireplace with Clean Face Option

## NWS Shorts & Tidbits

### Pacific Energy/Town & Country Lighted Signs

Now available are the new lighted signs from both Pacific Energy and Town & Country. Each are fully co-opable. Call for more details.

### Bronze Patio Heaters

Introducing Infrared Dynamics new Bronze patio heaters, available on both the propane only model (270) and the upright base model (242).

### Exhausto

Yet another exciting new product now available is Exhausto, the mechanical venting system. Its main use is to assist venting where problems may potentially exist or perhaps even do exist. We have a variety of their systems in inventory, so call for details.



### Upcoming Early Buys

Please be aware of the upcoming deadlines for the RH Peterson & Forrest Paint Early Buys. Your order must be in to Northwest Stoves no later than July 15th!!

### Northwest's Web Site

Don't forget to use our web site as a tool to help you sell! You can access your dealer folder simply by logging in with a username and password.

## Primo's Target Market

- cont'd from page 1

Why has the trend changed? The answer is easy. Food cooked on ceramic grills just tastes better.

There are two types of grill buyers. There is the type that wants to buy an "appliance." That is, they want it for the way it looks as much as anything else. They need stainless parts to match the kitchen appliances; that sort of thing. But there is also the type

where food is the most important aspect of grilling. This is the customer that will eventually purchase a Primo, once they have tasted food that has been cooked on it. Any dealer that

has cooked on a Primo for its customers during a sunny Saturday afternoon will tell you that there was great interest in



the grill because of the fact that the food tastes terrific.

Many people are misled into thinking that it takes much longer before you can start cooking on a charcoal grill after lighting it. In reality, it is nearly the same amount of preparation time as a gas grill. You can frequently begin to cook on the Primo after only ten minutes, which is roughly the same amount of time as a gas grill.

"We put the "K" In Kwaliti!"

- Wayne



When a customer asks you how the food tastes when you grill it, it's probably time to tell them about the Primo Grill.

## 2006 Dealer Day Review

On June 16th, several of Northwest Stoves Manufacturers got together with our dealers and employees for our Bi-Annual Dealer Day. In previous years, we had held the training at Northwest and moved to a different location for dinner and other activities. However, this year we made the decision to have the entire event held at the Ramada Inn & Convention Centre in Abbotsford, just fifteen minutes down Highway #1 from Northwest Stoves.



Paul Bartlett's Opening Address

The agenda included training from twelve different manufacturers with information on new products, changes to existing product lines and sales techniques to help the dealer.

We were overwhelmed by the tremendous response from our dealers leading up to the day, and in fact were forced to turn away a handful of last-

minute willing participants due to a lack of available training space, which is always risky due to no-shows. Fortunately, only **one** dealer out of everyone who signed up was unable to attend, so it made the day very worthwhile.

The Vendor list included Pacific Energy, Town & Country, HearthStone, Hearth Classics by Yoders, Jotul, Skytech, Primo, R.H. Peterson & ICC-RSF. We also had representatives from three new Northwest Stoves vendors; Scan, Exhausto & Selkirk. They introduced some of their products to everyone which had likely never been seen before.

The day's activities included a tasty lunch, prepared by the chefs at the Ramada on two of our Primo Grills (carefully supervised by Daniel Neveu of Primo).



Rob Sidoroff speaks at Pacific Energy's training session



Reid gets his "portrait" painted at Dealer Day

A special thank you goes out to Paul Bartlett, HearthStone's National Sales Manager, for his Opening Address which was thought provoking and often times quite humorous.

We would like to thank the many dealers who took time out of their busy schedules to attend this function. We feel the value far outweighs the associated costs for you long term and truly hope that you feel the same way. Some felt so strongly about this that they traveled from as far away as Alberta to attend.

A final "thank you" goes to the staff at the Ramada, whose service and reliability at this outstanding facility were exceptional throughout the day.



## Upcoming HPBA & Northwest Stoves Industry Events

Jotul Days  
July 23rd—25th

IPE  
August 28th—  
September 2nd

### George McCullough Retires from Terrace Bldrs

George McCullough, along with two partners, founded Terrace Builders in the early 80's. The store has since been associated with Irlly Building Centres, Do-it Stores, So-disco-Howden and is presently a Rona Builders associate store.



George's recent retirement party, which Wayne attended, had about ninety guests with people from all over the north coast. They all laughed and swapped "George Stories" throughout the evening, but through the stories, these folks said that they all truly loved working with him. They loved his laugh, his work ethic and his understanding of what customer service was really all about. As Terrace Builders continues, we feel certain that his legacy will live on.

## BC Dealer Wins National Championship

### OK Falls has a hero

Joe Trent of OK Falls Red Barn in BC's sunny Okanagan has some new hardware to display on his mantel. He recently traveled back east to Newfoundland to compete in the Canadian Darts Championships and after several days of competition came away with the Championship trophy in the team competition.

After a full day's travel, which

landed him in Gander at 3:30AM, just in time to prepare for his 9AM opening match, Joe and his team went to work.

Despite frigid temperatures, and even a little snow, they went through the opening sheet unscathed and continued their



Joe poses with his first place trophy

winning ways all the way past a determined team from Nunavut in the championship match. Joe has been to the nationals five previous times and had achieved a third place finish twice before. But this championship, along with becoming an Honorary Newfoundlander by getting "Screeched In," are two memorable moments that Mr. Trent will likely not soon forget. Congratulations Joe!