

HotTimes

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

NOVEMBER/DECEMBER 2002

ISSUE 7

VOLUME 1

Northwest Stoves Celebrating 25 Years...Our History (Part 4)

by Dawne Schildt

I received a most interesting submission from two people who know Wayne and the history of Northwest Stoves best: Wayne's parents, Bob and Anne Rourke.

While Wayne was still located in Powell River, he had a utility trailer on which he mounted a hot tub and a Fisher Papa Bear stove. Copper coils in the firebox heated the circulating water fed to the hot tub. This contraption could be hauled from location to location for demos and shows. Bob and Anne called this Wayne's "dog and pony show".

One hot summer day the "dog and pony show" was set up on Powell River's main street in front of the Fisher Stove's plant. A Federal Election was on that day, with a busy polling station



Wayne's "Dog and Pony Show"

located right next door. Wayne and Tony Crane were invited to dinner at the Rourke's home, so the hot tub was left unattended. During dinner the phone rang. It was the local RCMP calling, looking for Mr. Wayne Rourke. Apparently, a lady was skinny-dipping in the hot tub. Needless to say, Wayne made tracks back to the "dog and pony show" and drained the tub. It was pretty good advertising, while it lasted.

I would like to thank Mr. and Mrs. Rourke for this story, as it is one of the best we have heard so far. A reminder to the rest of you "old timers", that we still have a few chapters left in this series, so anything that you may want to submit, would be appreciated...

In 1984 the company computerized with a program called ACCPAC, which is still the program we use today.

1984 was also the year that Northwest Stoves took on the Kent Wood Stove line from New Zealand. Our distribution area for this product carried all the way to Winnipeg, and Wayne recalls some very interesting road trips across the prairies in his Saab 900. In 1988 the company probably had its best year with the product, and sold 919 Kent stoves.

The first gas fireplace Northwest Stoves carried was the Wait Elegance, which was marketed by Wait in Ontario, and manufactured by Glow Worm in England. This unit was the predecessor of the Homeglow and the Opus/Opulence. The year was 1986.



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Replacement Fire Screens

Quick Facts:

Remote Controls

You can hook up our Skytech remotes to the 24VAC wall thermostat leads on a pellet stove and they work great. The remotes will work on either millivolt or 24VAC controls. We also have in stock, receiver shields for those situations where there is direct heat radiating onto the receiver. See page #70 in the grey Accessories section.

See-Thru Log Sets

We have R.H. Peterson see-thru log sets in stock in 18", 24" and 30" sizes. The logs are available in Split Oak only. Listed in our green price pages (page 29).



Replace those warped, rusting or worn fireplace panels with a set of Justesen Replacement Fire screens. Only 12 SKU's needed to accommodate the majority of fireplace openings. Each package includes 2 each 24" wide panels, each panel with rings and pulls. (*Custom Sizes available*)

Check these advantages:

- Screen panels easily installed on existing fireplace enclosures.
- Available in popular sizes to fit most fireplace openings.
- Improve fireplace appearance while improving utility of your fireplace.
- Reduce injury or accidents due to improperly fitting screens.

Construction Features:

- Built to last.
- Heavy-duty wire woven into interlocking spiral panels.
- Screen panels finished with rust preventative hi-temp black enamel.
- Each panel is 24" in width and includes cool grip screen pulls.

See page #85 in the Accessories section of your Northwest Stoves Catalogue.

ON SALE
NOW!!

Flexible Gas Connectors

22" flexible gas inlet connectors are now only \$15.00 list (They used to be \$33.00). These are great for connecting inserts or zero-clearance units to the gas line.

To order, use the code GP-GASCGASCON.

Pilgrim Tool Set

The FH-2708: Looks just like the 2608 shown on page #4 of the new Pilgrim catalogue, except it is all polished brass. It is now discontinued but we have three left in stock. All three are out of their boxes. The suggested list is \$490.

Buy them today at a **60% discount**, for these three tool sets only.

When they're gone, they are gone!

Okanagan Theft ALERT!

by Wayne Rourke

Recently, Reid Harvey and I visited Cheryl at Okanagan Home Centre in Kelowna. Cheryl had an interesting story about theft that she wanted to pass along.

About September the 27th, a fellow called ordering a pellet stove and referred to a contractor that Cheryl regularly deals with. This individual also talked about someone that they both knew in the contractor's firm. He was in a hurry, and needed a pellet stove as soon as possible for his homeowner. He gave Cheryl a VISA number, which Cheryl then got authorization on. He called a courier that Okanagan Home Centre has used before,

and the stove was shipped. The next business day, he called back saying that this stove had the wrong trim on it and he ordered another one. It was shipped in the same manner.

Next, Cheryl received a phone call from an individual in Oregon that had been traveling in the Kelowna area a few weeks earlier. He was reviewing his VISA account and realized someone must have picked up his number in a restaurant, or somewhere else, and in fact, he had not purchased the two pellet stoves. Cheryl then contacted the RCMP, but to date, there has not been a resolution.



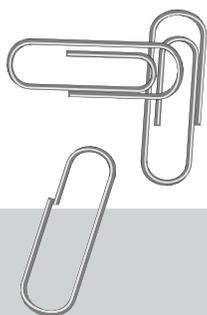
The models are:

Enviro, painted door, pedestal - EF2FSPD
Serial No. : 37257

Enviro, gold door, pedestal - EF2FSGD
Serial No. : 39978

If you hear of, or get contacted by, anyone looking for installation and/or the venting for these units please give Cheryl a call at 250-861-5239.

Please watch for this and similar scams, it can happen to any of us



"The future is purchased by the present."

Samuel Jackson



Patio Heaters in Stock

We have plenty of Sunglo and Sunpak patio heaters available right now. Call for complete details and models.

New Product at Northwest Stoves: Electric Radiant Patio Heaters by Infratech. A price list and brochure has already been sent. If you have not received it, or if you need more copies, please call Dave at our office.



We are excited about these units, and feel they will compliment our Sunglo and Sunpak units. We have all run into locations where it is difficult to bring a gas line to the patio, but where electric power is available, these units fit the bill. If overhead clearance is a problem, the Infratech electric heaters have no exhaust, and can be mounted with minimal clearance requirements. Call us for more details.

Storage Brackets

Steel brackets to hold 2 x 4's together as
STORAGE BRACKETS
EASY TO USE - Lifetime Warranty

- Great for workbenches storage racks, stands, or shelves.
- Ideal for log racks to keep up and away from decay and pests.
- All necessary hardware included.
- Rugged and sturdy in design.
- Make racks to any height or length

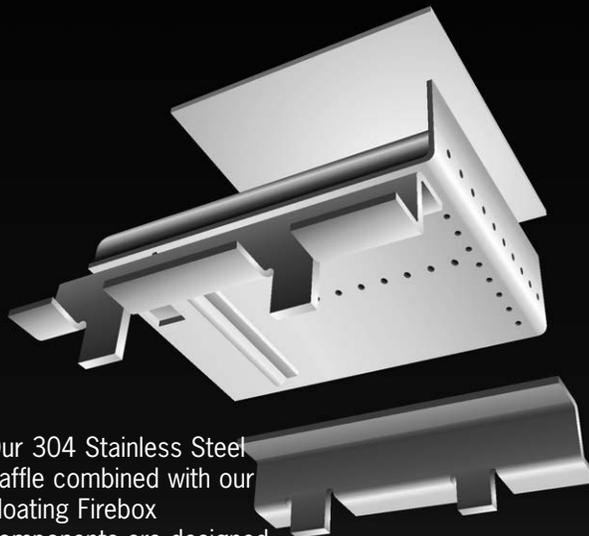
Code#: **DK-BRAC0001**
Contains: 2 Storage Brackets
and Fasteners
Sugg. List: \$24.99 / pair



Storage Bracket projects can be easily taken apart without ruining the wood and are ideal for stacking firewood, lumber, and plywood. Use Storage Brackets combined with 2x4s and plywood to make shelf systems for the garage, basement or workshop, a sturdy workbench, or a plant stand.

Storage Bracket Log Racks can be assembled quickly using the included hardware. For shelving and bench projects the use of screws or nails may be required.

Elements of Perfection



Our 304 Stainless Steel baffle combined with our Floating Firebox components are designed for years of trouble free operation. Pacific Energy. Built on a foundation of perfection.



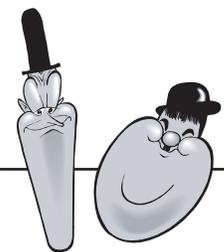
www.pacificenergy.net



Just in Time for Christmas:

Stove Scents

As we approach Christmas, don't forget your Stove Scents. We have stock of the scents, the stones, and the display kits (page #82 of the grey Accessories section of the catalogue). We also have some Limited Edition Holiday Displays (DZ-SCH), in stock. Dealer cost on this is \$149.85 and it includes a counter display pack with 8 stones, 8 Holiday Welcome scents and 8 Bayberry Crystal scents.



"I got fire insurance on my car the other day. The agent tried to sell me theft insurance too, but he didn't fool me. Who'd steal a burning car?"

Welcome Dave!

Dave Rosvold has been employed at Northwest Stoves for a few months now. Many of you have talked to him on the phone, and some of you have met him in person. We thought it would be a good idea if you found out more about our "newbie", as Dawne calls him.

Dave was born a scant 28 years ago, in the Kamloops area, the son of a teacher. He grew up listening to country music and playing rugby and soccer –but we didn't hold that against him, when we were considering him for employment.

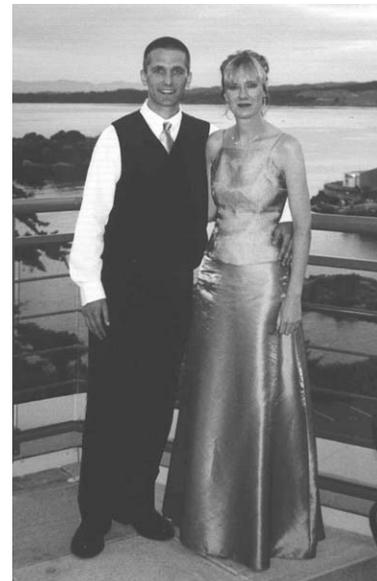
He left Kamloops in 1996 and has lived in the Lower Mainland ever since. Dave worked mainly as a

safety officer for a large construction company, and in the Port of Vancouver.

Dave has been taking accounting courses, working towards his designation. We keep him hopping at work and with the night courses, Dave is a busy guy.

Dave is married to a lovely lady, Shawna, and they look forward to their weekend road trips to visit their families: They travel up the Coquihalla and over the connector to Westbank for one night; then north on Highway 97 to Kamloops for another night, then home to New Westminster.

We are very happy to have the "newbie" working with us and



Dave encourages anyone who has questions about the catalogue, payables, brochures, or rugby, to give him a call.

Mark Your Calendars!

Hospitality Show
November 18 & 19
at the Vancouver
Trade & Convention
Centre.

Hear Northwest Stoves Ad Campaign on

Unforgettable
600AM
ADULT FAVOURITES

and

JRfm
93.7
NEW COUNTRY

New this year:
Northwest Stoves has added broadcast media to its marketing mix. All year long our commercials will feature key suppliers products!

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To leave VOICE MAIL please phone:

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or **1-888-663-8816**



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:
nws@northweststoves.ca

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