

Attention Sales Managers



January 4, 2001

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Hot Flash # 1110

Salish Direct Vent Stove with the Ember Fyre™ Burner is Now Available

We are pleased to announce that the Salish Direct Vent Stove with the Award-Winning Ember Fyre™ burner is now available in your area. The Ember Fyre™ burner was selected by Popular Science Magazine as one of the 100 best new products of 2000. This spectacular burner adds the realism of a wood fire to the elegant styling of this beautiful stove. The key features you will want to present to your customers are the 43,000 (high) to 23,384 (low) BTU output with natural gas, brick pattern cast firebacks option, modulating remote control thermostat option that allows the operator to vary the flame height and blower speed and the much heavier standard black steel door. The same bright gold door, grill and trivet options that fit the existing model also fit the new Salish.

The SKU of the new Salish with the Ember Fyre™ burner is #98700821. The modulating remote thermostats have SKU #99300661NG for stoves burning natural gas and SKU #99300661LP for stove on LP gas. The new brick pattern firebacks have SKU #98500754. The optional gold accessories maintain their existing part numbers: #99300528 for the door, #93005038 for the front grill and #93005045 for the trivet.

Please contact your Area Rep or Sales Manager for more information or to order the new Salish.

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**Travis
Industries**

Advancing the Art of Fire

January 8, 2001

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Hot Flash # 1117

Notice of Price Increase for Pellet Ceramic Refractory Replacement Part

The supplier of our pellet stove ceramic refractory has given us notice that they must increase their price for this replacement part. Because the increase is larger than we expected we wanted to send you immediate notice.

The part affected is the pellet refractory back with half log, our part number 99300158, compatible with 1991-1996 pellet stoves and inserts. The price will increase from \$18 to \$28 effective January 15, 2001.

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