



# HOTLINE



Please review the following important information and call your Account Executive if you have any questions

## ***CONTENTS IN THIS PACKAGE***

- ***March Fireplace Special***
- ***New HD4 Series Multi-View Fireplace Announcement & Price Sheet***
- ***Technical Bulletin 56 (TB56)***
- ***Technical Bulletin 57 (TB57)***
- ***Product Improvement News 25 (PIN25)***
- ***Napoleon Fireside Newsletter***

**March 4, 2013**

[www.napoleonfireplaces.com](http://www.napoleonfireplaces.com)

[www.napoleondealers.com](http://www.napoleondealers.com)

Canada: WOLF STEEL LTD., 24 Napoleon Road, Barrie, Ontario, L4M 0G8  
U.S.A.: WOLF STEEL USA INC., 103 Miller Drive, Crittenden, Kentucky, 41030  
Tel: (705) 721-1212 1-800-461-5581 Fax: (705) 722-6031

# MONTHLY SPECIAL

March 2013

## QUALITY FIREPLACES

### HD81 SEE THRU DIRECT VENT GAS FIREPLACE

# \$400<sup>00</sup>\* OFF

Suggested Retail Price

The HD81's See Thru design offers two exceptional views in two adjacent rooms, with three distinct firebox options - a PHAZER® log set, a Topaz CRYSTALINE™ setting or a glowing river rock ember bed. Each setting radiates a warm glow and creates ambiance throughout the adjoining rooms. The HD81 features Napoleon's exclusive NIGHT LIGHT™, optional high output blower with SPLIT ZONE™ control and a convenient remote controlling the flame, blower and NIGHT LIGHT™. Perfect between bedroom/bathrooms, kitchen/dining and office/commercial spaces.

#### Product Features

- Choice of PHAZER® log, river rock or CRYSTALINE™ burner assembly
- See Thru, clean face design can be enjoyed from two separate rooms
- Innovative split burner system produces beautiful YELLOW DANCING FLAMES® and provides a huge heating range from 22,000 BTU's to 60,000 BTU's
- Dual NIGHT LIGHT™ system illuminates the ember bed and firebox while gently adding a glow to the room, even when the fireplace is off
- Convenient remote controlling the flame, blower and NIGHT LIGHT™ comes standard with the HD81
- Optional high output blower system, featuring WHISPER QUIET™ operation
- Optional MIRRO-FLAME™ Porcelain Reflective Radiant Panels or Sandstone brick panels
- Optional coloured glass (clear, amber, black, blue or red) are available to enhance or replace the Topaz CRYSTALINE™ glass

Model	BTU'S (Input)	Venting 4" & 7"	Blower	Mobile Home Approved	Electronic Ignition
HD81	60,000	Top	Optional	Yes	Yes



PHAZER® Log Burner Configuration



River Rock Burner Configuration



Topaz CRYSTALINE™ Burner Configuration

\* Standard payment and shipping terms apply. All specials are based on regular priced product and on placing the order within the given time period for immediate shipment. Does not run in conjunction with any other promotions.

Contact Inside Sales for further details at 1-888-721-7253 or visit [napoleondealers.com](http://napoleondealers.com).



NAPOLÉON<sup>®</sup>  
FIREPLACES  
COM



HD4ST log burner shown in non-combustible facing material with standard hearth pad and optional Newport<sup>™</sup> decorative brick panels

**AVAILABLE NOW**

**HD4ST, HD4P,  
HD4STG & HD4PG  
DIRECT VENT GAS FIREPLACES**



For more information or to place an order call 1-800-461-5581 or visit [napoleonfireplaces.com](http://napoleonfireplaces.com)

# HD4ST, HD4P, HD4STG & HD4PG Multi-View Direct Vent Gas Fireplaces

Introducing a new clean face multi-view fireplace, perfect for making an exceptional focal point between two rooms.

Napoleon's new HD4 is available as a See Thru (HD4ST) or a three-sided (HD4P) Peninsula and features two different firebox/burner options, a log burner & a linear topaz glass burner.

The new HD4 multi-view fireplaces offer up to 30,000 BTU's, 1,000 sq. in. viewing area, multiple firebox configurations and electronic ignition with battery back-up. Optional zen modern door kits, contemporary rectangular door kits and decorative panels are available to match any room in your home.

## Product Features

- Fixed rate at 30,000 BTU's (optional modulation / remote control kit)
- A massive 1,000 sq. in. viewing area
- Available in a See Thru (two-sided) or Peninsula (three-sided) version with a log burner (HD4ST/HD4P) or a linear topaz glass burner (HD4STG/HD4PG)
- Available in natural gas (propane conversion kit available)
- Hearth pad comes standard with log versions
- Optional Newport™ panels or MIRRO-FLAME™ Porcelain Reflective Radiant Panels available
- Optional zen modern door kit with operable doors in gun metal grey and textured black finishes
- Optional contemporary rectangular front in gun metal grey and porcelain black finishes
- Optional three piece trim kit in black for the See Thru units
- Optional seven piece trim kit in black for the Peninsula units
- Optional safety screen



**HD4PG**

Linear glass burner shown with optional seven piece trim kit and MIRRO-FLAME™ Porcelain Reflective Radiant Panels

## Features/Options/Accessories



**Newport™ Brick Panels**



**MIRRO-FLAME™ Porcelain Reflective Radiant Panels**



**Hearth Pad**



**Optional Trim Kit**

Model	BTU's (Input)	Venting 5" & 8"	Height		Width		Depth		Efficiency		Electronic Ignition
			Actual	Framing	Actual	Framing	Actual	Framing	EnerGuide	Steady State	
HD4ST/HD4STG	30,000	Top/Rear	32 1/4"	42 1/2"	38 1/4"	40 3/4"	20 1/8"	17 5/8"	67.9%	69.3%	Yes

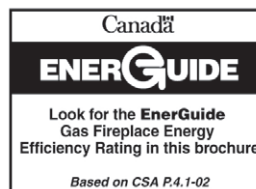
Model	BTU's (Input)	Venting 5" & 8"	Height		Width		Depth		Efficiency		Electronic Ignition
			Actual	Framing	Actual	Framing	Actual	Framing	EnerGuide	Steady State	
HD4P/HD4PG	30,000	Top/Rear	32 1/4"	42 1/2"	37 3/8"	38 3/8"	20 1/8"	17 5/8"	67.9%	69.3%	Yes

Certified under Canadian and American National standards: ANSI Z21.50 and CSA 2.22 for vented gas fireplaces. Figures may vary with individual conditions such as floor plan layout, insulation value/heat loss of the house and geographical location.

Consult your owner's manual for complete installation instructions, accurate framing dimensions and proper clearances to combustible material. Check all local and national building codes and gas regulations. All specifications are subject to change without prior notice due to on-going product improvements. Products may not be exactly as shown. Napoleon™ is a registered trademark of Wolf Steel Ltd. © Wolf Steel Ltd.



24 Napoleon Road, Barrie, Ontario, Canada L4M 0G8  
103 Miller Drive, Crittenden, Kentucky, USA 41030  
7200 Trans Canada Highway, Montreal, Quebec, Canada H4T 1A3  
Tel: 705-721-1212 Fax: 705-722-6031  
napoleonfireplaces.com



Authorized Dealer



**NAPOLEON**  
FIREPLACES



HD4STFC shown with standard glass embers

**AVAILABLE NOW**



# **HD4STFC & HD4PFC DIRECT VENT GAS FIREPLACES**

For more information or to place an order call 1-800-461-5581 or visit [napoleonfireplaces.com](http://napoleonfireplaces.com)

# HD4STFC & HD4PFC Multi-View Direct Vent Gas Fireplaces

Introducing a new clean face multi-view fireplace, perfect for making an exceptional focal point between two rooms.

Napoleon's new HD4 is available as a See Thru (HD4STFC) or a three-sided (HD4PFC) Peninsula and features a designer fire cradle with an exclusive topaz glass ember bed. Optional river rock media kits are available to replace the glass embers.

The new HD4 multi-view fireplaces offer up to 30,000 BTU's, 1,000 sq. in. viewing area, multiple firebox configurations and electronic ignition with battery back-up. Optional zen modern door kits, contemporary rectangular door kits and decorative panels are available to match any room in your home.

## Product Features

- Fixed rate at 30,000 BTU's (optional modulation / remote control kit)
- A massive 1,000 sq. in. viewing area
- Designer fire cradle complete with exclusive topaz glass embers
- Available as a See Thru (two-sided) or Peninsula (three-sided) model
- Available in natural gas (propane conversion kit available)
- Optional grey or multi-coloured river rock and glass ember media kits
- Optional Newport™ panels or MIRRO-FLAME™ Porcelain Reflective Radiant Panels available
- Optional zen modern door kit with operable doors in gun metal grey and textured black finishes
- Optional contemporary rectangular front in gun metal grey and porcelain black finishes
- Optional three piece trim kit in black for the See Thru units
- Optional seven piece trim kit in black for the Peninsula units
- Optional safety screen



**HD4STFC**  
Designer fire cradle shown with optional grey river rock media kit

## Features/Options/Accessories



Newport™ Brick Panels



MIRRO-FLAME™ Porcelain Reflective Radiant Panels



Designer Fire Cradle



Optional Trim Kit

Model	BTU's (Input)	Venting 5" & 8"	Height		Width		Depth		Efficiency		Electronic Ignition
			Actual	Framing	Actual	Framing	Actual	Framing	EnerGuide	Steady State	
HD4STFC	30,000	Top/Rear	32 1/4"	42 1/2"	38 1/4"	40 3/4"	20 1/8"	17 5/8"	67.9%	69.3%	Yes

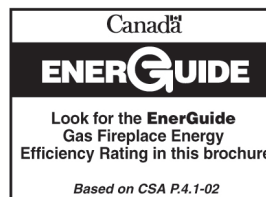
Model	BTU's (Input)	Venting 5" & 8"	Height		Width		Depth		Efficiency		Electronic Ignition
			Actual	Framing	Actual	Framing	Actual	Framing	EnerGuide	Steady State	
HD4PFC	30,000	Top/Rear	32 1/4"	42 1/2"	37 3/8"	38 3/8"	20 1/8"	17 5/8"	67.9%	69.3%	Yes

Certified under Canadian and American National standards: ANSI Z21.50 and CSA 2.22 for vented gas fireplaces. Figures may vary with individual conditions such as floor plan layout, insulation value/heat loss of the house and geographical location.

Consult your owner's manual for complete installation instructions, accurate framing dimensions and proper clearances to combustible material. Check all local and national building codes and gas regulations. All specifications are subject to change without prior notice due to on-going product improvements. Products may not be exactly as shown. Napoleon™ is a registered trademark of Wolf Steel Ltd. © Wolf Steel Ltd.



24 Napoleon Road, Barrie, Ontario, Canada L4M 0G8  
103 Miller Drive, Crittenden, Kentucky, USA 41030  
7200 Trans Canada Highway, Montreal, Quebec, Canada H4T 1A3  
Tel: 705-721-1212 Fax: 705-722-6031  
napoleonfireplaces.com



Authorized Dealer





July 12, 2013

## HD4 SERIES

### HD4 HIGH DEFINITION CLEAN FACE MULTI VIEW DIRECT VENT GAS FIREPLACE (ZERO CLEARANCE TOP OR REAR/45° VENT)


TESTED AS A HEATER TO ANSI Z21.88 AND CSA 2.33

Venting - 5" & 8"

UNIT INCLUDES: ELECTRONIC IGNITION GAS VALVE WITH BATTERY BACK-UP AND EXCLUSIVE ACS (ANTI-CONDENSATION SWITCH), STAINLESS STEEL FLEX CONNECTOR WITH SHUT OFF, CHOICE OF PHAZER® GLOWING LOG SET OR EXCLUSIVE TOPAZ GLASS EMBER BED, PIVOTED HEAT RESISTANT GLASS DOOR, DUAL RECEPTACLE JUNCTION BOX. BATHROOM/BEDROOM, BEDSITTING ROOM/MOBILE HOME APPROVED. 30,000 BTU's.

NOTE: All units are natural gas. If propane is required - please order conversion kit.

CDN \$


Product	Model Description	Finish	WT/lbs.	Sugg. List
 HD4STN	Clean face fireplace - See Thru with Logs - Natural gas		240	\$3,599
HD4PN	Clean face fireplace - Peninsula with Logs - Natural gas		240	\$3,599
HD4STGN	Clean face fireplace - See Thru with Glass - Natural gas		225	\$3,399
HD4PGN	Clean face fireplace - Peninsula with Glass - Natural gas		225	\$3,399
W175-0363	Conversion kit - Natural gas to propane		2	\$42

### OPTIONS/ACCESSORIES



#### DECORATIVE

H4CRFK	Contemporary Rectangular Front	gloss black	25	\$449
H4CRFGM	Contemporary Rectangular Front	gun metal grey	25	\$449
H4DZK	Zen Modern Door with operable doors	textured black	31	\$749
H4DZGM	Zen Modern Door with operable doors	gun metal grey	31	\$749
H4SK	surround (1 piece) 36 1/2" x 48	textured black	18	\$399

ALL MEDIA ENHANCEMENT KITS ARE DESIGNED FOR RANDOM PLACEMENT WITHIN THE FIREBOX AS AN ADDITION TO THE TOPAZ GLASS EMBER BED

 MKGK	media kit (2 suggested)	glass embers - black	5	\$59
MKGB	media kit (2 suggested)	glass embers - blue	5	\$59
MKGR	media kit (2 suggested)	glass embers - red	5	\$59
MKGA	media kit (2 suggested)	glass embers - amber	5	\$59
MKGC	media kit (2 suggested)	glass embers - clear	5	\$59
MEGK	Media enhancement kit	1 lb. glass embers - black	1	\$19
MEGB	Media enhancement kit	1 lb. glass embers - blue	1	\$19
MEGR	Media enhancement kit	1 lb. glass embers - red	1	\$19
MEGA	Media enhancement kit	1 lb. glass embers -amber	1	\$19
LDAC	Designer Fire Art - Coil design	painted black	1	\$199
LDNS	Designer Fire Art - Nickel Stix	nickel plated	9	\$499
TK4ST	trim kit for See Thru unit - 3 pieces	black	5	\$199
TK4P	Trim kit for Peninsula unit - 7 pieces	black	7	TBD
SKHD4	Safety Screen (optional front required for install of screen)	black	4	\$189
GD851KT	End brick panel (2 required for See Thru)	Newport	4	\$75
PRPHD4	End porcelain panel kit (2 required for See Thru)		8	\$75
270	Paint, Thuralox - black 13 oz. MUST ORDER IN MULTIPLES OF 12		12	\$15

#### CONTROLS

 W660-0081	Thermostat, wall mount - digital		1	\$59
GD826N	Modulating valve regulator with remote control- natural		2	\$299
GD826P	Modulating valve regulator with remote control - propane		2	\$299
 F45	Napoleon on/off hand held battery operated remote w/digital screen		1	\$89
F45-6	Napoleon on/off hand held battery operated remote w/digital screen - bulk of 6		7	\$474
F60	Napoleon thermostatic hand held battery operated remote w/digital screen		1	\$139
F60-6	Napoleon thermostatic hand held battery operated remote w/digital screen - bulk of 6		7	\$774

#### MISC

NOTE VENT TERMINAL: Round wall terminal is required - Please order GD422R-1 (Standard GD-422 NOT suitable for HD4)

GD422R-1	Round wall terminal kit		4	\$169
----------	-------------------------	--	---	-------

This unit also suitable for Power Vent Kit - refer to GPV (power vent) price list for details



July 12, 2013

## HD4 SERIES

### HD4 HIGH DEFINITION CLEAN FACE MULTI VIEW DIRECT VENT GAS FIREPLACE (ZERO CLEARANCE TOP OR REAR/45° VENT)


TESTED AS A HEATER TO ANSI Z21.88 AND CSA 2.33

Venting - 5" & 8"

UNIT INCLUDES: ELECTRONIC IGNITION GAS VALVE WITH BATTERY BACK-UP AND EXCLUSIVE ACS (ANTI-CONDENSATION SWITCH), STAINLESS STEEL FLEX CONNECTOR WITH SHUT OFF, EXCLUSIVE TOPAZ GLASS EMBER BED RESTING INSIDE A DESIGNER FIRE CRADLE, PIVOTED HEAT RESISTANT GLASS DOOR, DUAL RECEPTACLE JUNCTION BOX. BATHROOM/BEDROOM, BEDSITTING ROOM/MOBILE HOME APPROVED. 30,000 BTU's.

NOTE: All units are natural gas. If propane is required - please order conversion kit.

CDN \$



	Product	Model Description	Finish	WT/lbs.	Sugg. List
	HD4STFCN	Clean face fireplace - See Thru with Fire Cradle - Natural gas		225	\$3,599
	HD4PFCN	Clean face fireplace - Peninsula with Fire Cradle - Natural gas		225	\$3,599
	W175-0363	Conversion kit - Natural gas to propane		2	\$42

#### OPTIONS/ACCESSORIES



##### DECORATIVE

H4CRFK	Contemporary Rectangular Front	gloss black	25	\$449
H4CRFGM	Contemporary Rectangular Front	gun metal grey	25	\$449
H4DZK	Zen Modern Door with operable doors	textured black	31	\$749
H4DZGM	Zen Modern Door with operable doors	gun metal grey	31	\$749
H4SK	surround (1 piece) 36 1/2" x 48	textured black	18	\$399

ALL MEDIA ENHANCEMENT KITS ARE DESIGNED FOR RANDOM PLACEMENT WITHIN THE FIREBOX AS AN ADDITION TO THE TOPAZ GLASS EMBER BED

	MKRY*	media kit	river rocks - grey	10	\$119
	MKRM*	media kit	river rocks - multi-coloured	10	\$119
	MKGGK	media kit	glass embers - black	5	\$59
	MKGB	media kit	glass embers - blue	5	\$59
	MKGR	media kit	glass embers - red	5	\$59
	MKGA	media kit	glass embers - amber	5	\$59
	MKGC	media kit	glass embers - clear	5	\$59
	MEGK	Media enhancement kit	1 lb. glass embers - black	1	\$19
	MEGB	Media enhancement kit	1 lb. glass embers - blue	1	\$19
	MEGR	Media enhancement kit	1 lb. glass embers - red	1	\$19
	MEGA	Media enhancement kit	1 lb. glass embers -amber	1	\$19
	TK4ST	trim kit for See Thru unit - 3 pieces	black	5	\$199
	TK4P	Trim kit for Peninsula unit - 7 pieces	black	7	TBD
	SKHD4	Safety Screen (optional front required for install of screen)	black	4	\$189
	GD851KT	End brick panel (2 required for See Thru)	Newport	4	\$75
	PRPHD4	End porcelain panel kit (2 required for See Thru)		8	\$75
	270	Paint, ThurmaloX - black 13 oz. MUST ORDER IN MULTIPLES OF 12		12	\$15

##### CONTROLS

	W660-0081	Thermostat, wall mount - digital		1	\$59
	GD826N	Modulating valve regulator with remote control- natural		2	\$299
	GD826P	Modulating valve regulator with remote control - propane		2	\$299
	F45	Napoleon on/off hand held battery operated remote w/digital screen		1	\$89
	F45-6	Napoleon on/off hand held battery operated remote w/digital screen - bulk of 6		7	\$474
	F60	Napoleon thermostatic hand held battery operated remote w/digital screen		1	\$139
	F60-6	Napoleon thermostatic hand held battery operated remote w/digital screen - bulk of 6		7	\$774

##### MISC

NOTE VENT TERMINAL: Round wall terminal is required - Please order GD422R-1 (Standard GD-422 NOT suitable for HD4)

GD422R-1	Round wall terminal kit		4	\$169
----------	-------------------------	--	---	-------

\*NOTE: Grey and/or multicoloured river rocks may be combined, if 2 kits are ordered

This unit also suitable for Power Vent Kit - refer to GPV (power vent) price list for details



# Wolf Steel Technical Bulletin

**TB-56**

February, 2013

To: Napoleon Dealer Installers and Service Persons

Subject: Bulletin Management

And now for something completely different - a bulletin about Bulletin Management

Over the years we have published well over 100 bulletins advising our Dealer/Distributor customers of product changes, phenomenon like whitening on the glass and when to use what sealants. We have published these bulletins using three different formats to assist in the management of this information.

- Technical Bulletins (TB) are used to address information that is timeless (continues to be of use) and generally related to multiple products.
- Product Information Bulletins (PIB) are used to introduce a change or new product. These detailed bulletins are time sensitive and may lose their relevance as time passes and the products life cycle matures.
- Product Information News (PIN) are similar to Product Information Bulletins as they too introduce product changes but they tend to address changes that don't require as much explanation.

If you are filing hard copies of the bulletins in a binder then use an index sheet to identify the numerically filed bulletins. The index will enable you to quickly locate the bulletin you are seeking. Up to date index sheets are posted on the Dealer Website or you can request a copy from our Customer Service team.

Soft electronic copies are also available on the Dealer Website and are posted with descriptions to identify the subject content of each bulletin. You can set up a link or download a pdf of each bulletin for easy reference on your own PC.

So what is the best method of managing or filing these bulletins? As described, the Technical Bulletins are timeless and not product specific so whether you're filing them in a binder or in an electronic folder, they are best grouped together and listed numerically. PIB's and PINs can also be grouped together and filed numerically if you are using an index sheet to catalogue them but you might also find it useful to file these with other product specific information such as price sheets etc.



• 24 Napoleon Road, Barrie, Ontario, Canada L4M 0G8 • 103 Miller Drive, Crittenden, Kentucky, USA 41030 | PHONE: 705-721-1212 • FAX: 705-722-6031 | [napoleonfireplaces.com](http://napoleonfireplaces.com)

For more information regarding this or any other technical questions related to our products, please contact our Technical Department at: Telephone (1-888-721-8324)

Fax (1-877-329-8324) or email to [tech@napoleonproducts.com](mailto:tech@napoleonproducts.com)

# Wolf Steel Technical Bulletin

TB-57

February, 2013

To: Napoleon Dealer Installers and Service Persons

Subject: Sealing the Vent System on Napoleon Direct Vent Gas Fireplaces

Almost 15 years ago, we first published a bulletin regarding the application of the appropriate high temperature sealant to be used on direct vent fireplace venting connections. In spite of the fact those requirements are clearly defined in our installation instructions, we have recently received multiple reports where our direct vent gas fireplaces have been installed without applying the sealant appropriately. There are two different installation scenarios we would like to review so installers are better equipped to successfully install direct vent gas fireplaces.

First, the direct vent gas stoves. We have always used a 7" stove pipe as the combustion air conduit on these models and yes, all joints of these pipes must be sealed using high temperature sealant. Symptoms that indicate these joints aren't sealed include intermittent main burner and pilot outages and/or the outer 7" vent pipe becomes frosted up at the point closest to the exit through the wall. These symptoms can occur since the unsealed vent pipe joints allow the system to interact with the atmospheric pressures within the home and will also create an imbalance between the exiting glue gases and the incoming combustion air. Since the outer stove pipes are highly visible in an installation, we recommend first assembling and securing these pipes before applying the sealant on the exterior surface of the joint. The sealant can then be covered up using Decorative Brass or Metallic Black Bands (W025-0001 or W025-0003). This practice is acceptable on stove venting since the vent pipes are accessible to be inspected at anytime.

The second scenario concerns the sealing of the exhaust collar of the fireplace to the venting. The temperatures at this location so close to the firebox can be as high as 700° F. which is well beyond the 600° F tolerances of most high temperature sealants such as Red RTV Silicone. When Red RTV sealant is used in this location, it will quickly dry out, turn to dust, failing to maintain a seal between the exhaust flue and the combustion air surrounding it in the outer vent pipe. An incomplete seal in this area will permit the flue gases to contaminate the combustion air feeding the fire. The symptoms of this condition can include intermittent main burner and pilot outages along with dirty flames that generate soot and carbon. Millpac with a temperature tolerance of 1,000° F is the only high temperature sealant that can withstand the temperatures at the exhaust flue and therefore must be used in this location.

There are many important aspects to installing Direct Vent Gas Fireplaces and not the least of them is applying the proper sealant to all vent pipe joints or connections.



For more information regarding this or any other technical questions related to our products, please contact our Technical Department at: Telephone (1-888-721-8324)

Fax (1-877-329-8324) or email to [tech@napoleonproducts.com](mailto:tech@napoleonproducts.com)

# Wolf Steel Product Improvement News

Pin: 25

February 2013

• 24 Napoleon Road, Barrie, Ontario, Canada L4M 0G8 • 103 Miller Drive, Crittenden, Kentucky, USA 41030 | PHONE: 705-721-1212 • FAX: 705-722-6031 | [napoleonfireplaces.com](http://napoleonfireplaces.com)

Flat Black Paint Changing to Metallic Black on Napoleon Wood burning Stoves and Inserts: After many years of painting these products flat black we are making a concerted change to what most consider to be a richer colour, Metallic Black. This change will be implemented simultaneously beginning in March production with these stoves, inserts and associated kits such as doors, blowers & trims. The only Napoleon wood burning stove or insert and related accessories that will remain flat black will be the EPA 1600. Watch for more details prior to our launching this new colour.

I3BK Blower Kit Thermal-disc Bracket Change: One of our diligent Customers pointed out to us that the thermal disc bracket in the IR3 Insert blower kit did not permit the thermal disc to make contact with the insert firebox. This oversight has been corrected and we thank that Customer for reporting this specific issue as well as the others who have reported similar conditions to us in the past.

Blower Kits Become Green: By now many of you have likely discovered the significant improvement of the packing material used in our blower kits. We now use a re-constituted cardboard material to protect the blowers from damages that can occur through the shipping and handling process.

Gas Power Ventor Now Compatible with Remote Controls: Soon to be released, the control module included in the Power Vent Adaptor kits will be changed to one designed to operate the power ventor and gas fireplace with a single pole switch instead of the double pole switch which includes hand held remotes.

EPA 1900 Secondary Air Manifold Now Removable: To improve the serviceability of this workhorse of a woodstove, the secondary air manifold has been redesigned so that it now removable. Subject to extremely high temperatures from the large fires it can be exposed to, this feature will make it simple to replace a damaged manifold. Look for this change in new EPA1900 models shipping soon.

EPA 1450 Woodstove Receives a Stainless Steel Baffle Shield: For increased durability a gasket and stainless steel baffle shield has been added to this stove. Watch for this change as current inventory changes over.



For more information regarding this or any other technical questions related to our products, please contact our Technical Department at:

Telephone (1-888-721-8324)

Fax (1-877-329-8324) or email to [tech@napoleonproducts.com](mailto:tech@napoleonproducts.com)

# THE FIRE SIDE

MAR 2013



Ron McArthur, the new President of all Napoleon® divisions, spent some time with dealers, distributors and all the associates. He spent a few days in the plant at Wolf Steel checking out and pitching in with assembly, vacuum and fabrication. Ron was amazed by the sense of pride and passion that everyone has for the company. He also spent a day with some Napoleon® installers and was blown away by how far dealers go to ensure the best job possible.



# THE FIRESIDE 03/2013

## HPB Expo 2013

It's that time of year again when we will all be gathering to see the latest and greatest products, trends and innovations in our industry. This year the HPB Expo will be held from March 13th to 16th at the Orange County Convention Center in Orlando, FL.



This year the HPB Expo is offering manufacturer specific training and we are pleased to announce that Napoleon® is participating. The course, How To Improve the Success of Your Business "The Napoleon Way", will take place on Thursday March 14th from 12:00pm to 2:00pm. The contact for this course is Ron McArthur, Napoleon's new President.

Napoleon invites you to come and attend this course so that you can get a better understanding of who we are and what we have to offer, based on our extensive product offering and our dealer loyalty reward programs. Let us show you how we can make you more successful and profitable and at the same time protect you from any fears of overtrading and internet competition.

We hope you all can make it and we certainly look forward to seeing you all there!

## RECENT TRADE SHOWS

### IBS

Napoleon® was very proud to exhibit many of our exciting new products at this year's International Builders Show which took place in Las Vegas from January 22-24, 2013. With over 1,200 sq. feet of booth space, we were told by many of the attendees that we had one of the busiest and most attractive displays at the show. We featured our new GSS48 outdoor fireplace, EFL72 electric linear fireplace, the LHD62 gas fireplace and a complete lineup of heating and cooling products as well as our Gourmet Grills. Attendance for the show surpassed 60,000 people and was up from last year as the improving performance of the builder market has built up confidence, and there were many attendees who were glad they made the trek.



### AHR

Napoleon® also exhibited many of our products at the International Air-Conditioning, Heating and Refrigerating Expo which took place in Dallas, Texas from January 28-30, 2013. Napoleon® had a great booth location and again were told by attendees that we had the best residential heating and cooling and fireplaces booth in the show. We featured the full line up of furnaces and air conditioners as well as gas and electric fireplaces.



### Green Builder Magazine - The Hot 50

Napoleon's HMF150 combination furnace has been selected in "The Hot 50 Products of 2013" by Green Builder magazine. This is their annual selection of eco-friendly products that emphasize incremental improvements.

Green Builder said "Napoleon's HMF150 Multi-Fuel Hybrid Furnace produces more heat and cleaner air, the furnace starts up fast and requires less chimney maintenance and fewer trips to the woodpile".



# BIOMASS STOVE TAX CREDIT (USA)

## \$300 Biomass Stove Tax Credit Reinstated for 2012 - 2013

A federal tax credit on 75 percent efficient biomass heating appliances, which expired on December 31, 2011, was reinstated by the “fiscal cliff” legislation, the American Taxpayer Relief Act of 2012 (H.R. 8), signed by President Obama on January 2, 2013. The bill includes a “tax extender” for Internal Revenue Service Section 25C which provides a tax credit for, among many other things, qualifying biomass burning stoves. The extender provides a 10 percent tax credit of up to \$300 on a qualifying biomass heating appliance purchased between January 1, 2012 and December 31, 2013. Lifetime Limitation – The tax code is famous for its “lifetime limitation” language and this tax credit is no different. As with historical tax credits available to the industry, rather than attempting to explain the complicated details of lifetime limitations, HPBA prefers to say, “PLEASE CONSULT YOUR TAX ADVISOR FOR DETAILS OF HOW THIS WILL AFFECT YOU” in all of our comments, both written and oral, about this credit.

### What is the Biomass-Burning Stove Tax Credit?

This federal tax credit encourages people to make energy-conscious purchases that improve the energy efficiency of their home. It is an up to \$300 credit you can get for buying a qualifying biomass-burning stove or fireplace insert between January 1, 2012 and December 31, 2013. Biomass simply means the stove uses wood or pellet fuel.

Consumers claim the credit on their federal income tax form at the end of the year. This new credit reduces the amount of tax you owe. This tax credit is a non-refundable tax credit available for individuals who pay taxes and who make energy-conscious purchases to improve the energy efficiency of their home.

Note: With regard to tax credits vs. tax deductions, in general, a tax credit is more valuable than a similar tax deduction. A tax credit reduces the tax you pay, dollar-for-dollar. Tax deductions - such as those for home mortgages and charitable giving - lower your taxable income.

For more information please visit [www.hpba.org/government-affairs/major-projects/25c-tax-credit](http://www.hpba.org/government-affairs/major-projects/25c-tax-credit)

### What appliances qualify for the tax credit?

Any wood or pellet burning stove that meets the 75% efficiency rating qualifies for this credit.

Napoleon® products that qualify:

Fireplaces: Cast Stoves:

NZ-26 1100C

NZ-26WI 1400C

1600C

Inserts: S4

1101

1402

EPI22

TI-2201

Pellet Stoves:

TPS35

NPS40

NPS45

Steel Stoves:

1100

1150

1400

1450

1900

2100

2200

2300

Pellet Inserts:

TPI35

NPI40

NPI45

Furnaces:

HMF100/200

TF100

For a full list please go to [www.napoleonfireplaces.com/biomass-stove-tax-credit/](http://www.napoleonfireplaces.com/biomass-stove-tax-credit/)



# THE FIRESIDE 03/2013

## New Dealer

Somersworth Stove Shop, NH



Napoleon® has a new dealer in Somersworth, New Hampshire and we are proud to welcome Somersworth Stove Shop to the Napoleon® family.



## Dealer Success

Comfort Solutions, Utah



Comfort Solutions has continued to grow in spite of the down economy. Last year they acquired Robert Love Heating and Cooling which is now featuring Napoleon® Products.

Their most recent acquisition was Elite Fireplaces, a very large showroom for Heat N Glo products which has now been converted to feature Napoleon® Products with over 40 units on display. This is known as



their Napoleon® Super Store. Congratulations to Comfort Solutions for all their work and efforts and a huge increase in Napoleon® sales last year!

