HOTLINE

Please review the following important information and call your Sales Rep if you have any questions

CONTENTS IN THIS PACKAGE

- **Apparel Special**
- **Cast Iron Fireplace Grate Announcement**
- **Accu-Probe™ Magnet Thermometer Announcement**
- **BGD48 Gas Fireplace – Going Obsolete**
- **B36DFN Gas Fireplace – Going Obsolete**
- **Updated Price Sheets (GDI30G, GDI44, GDS60, HD81)**
- **PIN-8 (Product Improvement News)**
- **Technical Bulletin 43 (TB-43)**
- **2010 Training Program**

March/April 2010

www.napoleonfireplaces.com www.napoleondealers.com
Canada: WOLF STEEL LTD., 24 Napoleon Road, Barrie, Ontario, L4M 4Y8
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

NAPOLEON®
FIREPLACES & GRILLS

Monthly Apparel Special

LADIES' SIZES: XS - 2XL
MEN'S SIZES: XS - 3XL



415 Cactus Green and Grey Luster



416 Concrete Grey and Cactus Green (men only)



641 Dutch Blue and Grey Luster (men only)



703 Black and Grey Luster



846 Night and Grey Luster



643 Aquarius and Grey Luster (women only)



803 Powder Pink and Grey Luster (women only)



846 Night and Grey Luster (women only)



Recycled Poly Dobby Lightweight Windshirt

56% polyester/44% recycled polyester dobby, 2.12oz./ yd2/72gsm

- High count dobby fabric for a luxurious appearance and soft touch
- Water and wind resistant finish
- Quiet light weight outer shell
- Stand collar offers extra wind protection
- Concealed zipper placket
- Partial mesh vents in upper back for easy embroidery
- Zippered front seam pockets
- Elastic in back and side hem (men), adjustable shock cord drawstring (women)

All specials are based on placing the order within the given time period for immediate shipment. Does not run in conjunction with any other promotions. Please place your order through order desk at Wolf Steel Ltd. or Napoleon Appliance Corporation.
Note: **Napoleon logo embroidered on left hand side of apparel. Optional company logo embroidered on right hand side at additional cost (see Graphic Apparel for details)**

napoleonproducts.com

MONTHLY APPAREL SPECIAL – DEALER ORDER FORM

DEALER:		**DATE:**	
CONTACT NAME:		**P.O. NO.:**	
SHIP TO ADDRESS:		**TELEPHONE:**	
CITY:		**FAX:**	
PROV / STATE:	**PC / ZIP:**	**EMAIL:**	

PLEASE SELECT ONE (1) LOGO TO BE EMBROIDERED ON YOUR GARMENT + *ADD YOUR LOGO , IF DESIRED*

☐ NAPOLEON QUALITY FIREPLACES ☐ NAPOLEON FIREPLACES & GRILLS ☐ NAPOLEON GOURMET GRILLS ☐ CONTINENTAL FIREPLACES

Add 2nd Logo ☐

Extra changes apply- not co-opable. Please contact Graphic Apparel for further details.

ITEM NO.	DESCRIPTION	QTY.	SIZE	COLOUR	UNIT COST	OVERSIZE CHARGE	TOTAL

Fax or mail your completed order form to:

(for customers of Napoleon Appliance Corp.)

NAPOLEON APPLIANCE CORPORATION
214 Bayview Drive / Barrie, Ontario
Canada L4N 4Y8

FAX: 1 (888) 329-2220

(for customers of Wolf Steel)

WOLF STEEL LTD.
24 Napoleon Road / Barrie, Ontario
Canada L4M 4Y8

FAX: 1 (877) 725-7120

SUB-TOTAL:	
LESS 50% AVAIL.CO-OP:	
SHIPPING + HANDLING:	
GST (5%):	
PST (8%):	
GRAND TOTAL:	

TERMS OF PAYMENT: Net thirty (30) days, on approved credit; 2% monthly service charge will be applied on overdue accounts; F.O.B., Barrie, Ontario, Canada.

RETURN & GUARANTEE POLICY: For any claims, returns or questions, please contact Graphic Apparel Inc. 2365 Industrial Park Road, Innisfil, ON, Tel: (705) 436-6137, Fax: (705) 436-6139, email: graphic@graphicapparel.on.ca

FOR OFFICE USE ONLY

CUSTOMER NO.: _____ **ACCT. APPROVAL:** _____ **G.A. NO.:** _____

NAPOLEON®
QUALITY FIREPLACES
Award Winning Products

New

Cast Iron Fireplace Grate

Available Now.
Place your order today!

Napoleon's new fireplace grate is available in two sizes – 17" and 24" and made of heavy duty cast iron. The advanced WAVE™ pattern design of the grid maximizes the combustion process by capturing embers that would otherwise fall through a traditional gate. The unique multi-level base balances hot ember retention with combustion air circulation giving you a longer, hotter fire that keeps burning for hours. Saves money on firewood!

Napoleon® Features & Benefits

- Made of heavy duty cast iron
- Available in two sizes – 17" and 24"
- Mulit-level WAVE™ pattern enables superior airflow for maximum combustion
- Deep contour design allows large capacity of logs for efficient, extended burns
- Suitable for both masonry and pre-fab fireplaces



Advanced multi-level WAVE™ pattern design



Available in 17" or 24"

Part #G17 · 17" Grate
$29.00 MSRP

Part #G24 · 24" Grate
$39.00 MSRP

New

Accu-Probe™ Magnetic Thermometer

Available Now.
Place your order today!

Napoleon's Accu-Probe™ magnetic thermometer monitors wood stove performance and shows at a glance the potential for creosote build-up. It has an accuracy range (within 5% of full scale) from 100°F - 900°F (40°C - 475°C) and installs on vertical single wall pipe or on the cook top surface of any wood or coal stove. The strong magnet attaches the thermometer to the iron or steel surface. A safety wire is also provided.



Part #SPT-12
$9.00 ea.
MSRP

Note: Sold in packages of 12

Napoleon® Features & Benefits

- Convenient, helpful tool that precisely indicates the stove temperature
- Strong magnet securely attaches to the stove pipe
- Helps to conserve wood consumption and avoids excess creosote by indicating whether stove is operating within an efficient burn range
- Gauge shows the temperature in both Fahrenheit and Celsius

**Not designed for double wall pipe.*

NAPOLEON®
QUALITY FIREPLACES
Award Winning Products

BGD48 Gas Fireplace GOING OBSOLETE

The demand for our large BGD48 direct vent fireplace, originally introduced in 2002, has slowly been taken over by the new sleeker lines of our clean face "HD Series", specifically the HD46 so it's time to make room in both your facility and ours by reducing some sku's.

The BGD48 has been a popular item for both builders and homeowners alike and for about the same retail price, the new HD46 can easily fill the void.

We are currently in our last production run of BGD48's, please review you past requirements and place your orders accordingly – quantities are limited and orders will be filled on a first come first served basis. Don't forget trims and porcelain panels!!



BGD48



HD46 with optional river rock media tray

NAPOLEON®
QUALITY FIREPLACES

B36DFN Gas Fireplace GOING OBSOLETE

The demand for our large B36DFN direct vent fireplace, originally introduced July 2005, is quickly giving way to our clean face “HD Series”, specifically the HD35. it’s time to reduce some sku’s and make room for newer models.

We are currently in our last production run of B36DFN’s. Please review your past requirements and place your orders accordingly. Quantities are limited and orders will be filled on a first come first served basis. Don’t forget trims and porcelain panels!!



B36FDN



HD35 with optional river rock media tray and porcelain reflective radiant panels

NAPOLEON QUALITY FIREPLACES Award Winning Products

100% SAFE GUARD GAS CONTROL SYSTEM

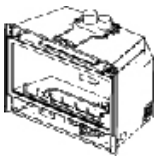
GDI-30GN

GDI-30GN DIRECT VENT GAS FIREPLACE INSERT

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

Unit includes: Electronic ignition gas valve with battery back up and exclusive ACS (Anti-Condensation Switch), built-in adjustable flame/heat control, hinged heat resistant ceramic glass door, porcelain reflective radiant panels, exclusive CRYSTALINE™ ember bed with 4 patented CRYSTALITES™ accenting the ember bed, heat circulating blower with variable speed control and thermodisc on/off switch. Bathroom/bedroom/bed sitting room/mobile home approved. 24,500 BTU's.

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



PRODUCT #	MODEL DESCRIPTION	WT/lbs.	SUGG. LIST
GDI-30GN	Basic fireplace insert c/w glass door and porcelain reflective radiant panels	90	$2,399
W175-0323	Natural gas to propane conversion kit	2	$39
FC-12	12" stainless steel gas flex connector & shut off (25/crtn)	18	$499

NOTE: FOUR SIDED SURROUND MUST BE ORDERED TO COMPLETE INSTALLATION - LOUVRES OR ALTERNATE SURROUNDS ARE NOT SUITABLE FOR THIS MODEL

GI-30K	4-Sided Surround (covers opening 25" H X 42" W)	black	23	$229
GI-30N	4-Sided Surround (covers opening 25" H X 42" W)	brown	23	$249
GI-30P	4-Sided Surround (covers opening 25" H X 42" W)	pewter	23	$249

OPTIONS/ACCESSORIES

ALTERNATE MEDIA KITS ARE AVAILABLE TO REPLACE CRYSTALINE ™ EMBER BED SUPPLIED WITH UNIT

MKGK	media kit	glass embers - black	5	$39
MKGB	media kit	glass embers - blue	5	$39
MKGR	media kit	glass embers - red	5	$52
MKGA	media kit	glass embers -amber	5	$39

ALL MEDIA ENHANCEMENT KITS ARE DESIGNED FOR RANDOM PLACEMENT WITHIN THE FIREBOX

AS AN ADDITION TO EITHER THE CRYSTALINE ™ EMBER BED OR ANY OF THE OTHER OPTIONAL MEDIA KITS

MEGK	media enhancement kit	1 lb. glass embers - black	1	$12
MEGB	media enhancement kit	1 lb. glass embers - blue	1	$12
MEGR	media enhancement kit	1 lb. glass embers - red	1	$15
MEGA	media enhancement kit	1 lb. glass embers - amber	1	$12



GI-RB	Riser box (3"Hx45"W), painted black		11	$44
GIDTB30	bevelled door frame trim	polished chrome	7	$269
W690-0001	Thermostat, wall mount - standard		1	$38
W660-0081	Thermostat, wall mount - digital		1	$57
F40	Napoleon on/off hand held battery operated remote w/digital screen		1	$89
F40-6	Napoleon on/off hand held battery operated remote w/digital screen - bulk of 6		7	$474
F50	Napoleon thermostatic hand held battery operated remote w/digital screen		1	$139
F50-6	Napoleon thermostatic hand held battery operated remote w/digital screen - bulk of 6		7	$774
GD-660	Remote wall switch with 20' wire		2	$25
W660-0026	Programmable timer, battery operated		1	$107
270	Paint, Thurmalox - black 13 oz. MUST ORDER IN MULTIPLES OF 12		12	$14

VENTING KITS

GDI-226	Terminal, High Wind Co-Linear		4	$138
GDI-2320KT	Vent kit 20ft. (1-2" & 1-3" double ply aluminum liner-inlet and exhaust & 2-3" to 2" reducer)		18	$131
GDI-2325KT	Vent kit 25ft. (1-2" & 1-3" double ply aluminum liner-inlet and exhaust & 2-3" to 2" reducer)		19	$162
GDI-2335KT	Vent kit 35ft. (1-2" & 1-3" double ply aluminum liner-inlet and exhaust & 2-3" to 2" reducer)		20	$224
GDI-320KT	Vent kit 20ft. (2-3" double ply aluminum liner-inlet and exhaust)		18	$131
GDI-325KT	Vent kit 25ft. (2-3" double ply aluminum liner-inlet and exhaust)		19	$162
GDI-335KT	Vent kit 35ft. (2-3" double ply aluminum liner-inlet and exhaust)		20	$224

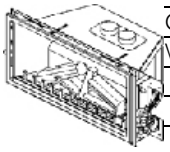
Wolf Steel Ltd. reserves the right to make changes to prices and product without notice. Illustrations may not be exactly as shown.

GDI-44N INSPIRATION DIRECT VENT GAS FIREPLACE INSERT

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

Unit includes: Multi-flame pan tube burner, millivolt remote control natural gas valve, piezo ignitor, stainless steel flex connector & shut off, exclusive PHAZER® logs and charcoal embers, adjustable flame/heat control, full view ceramic glass door, heat circulating blower with variable speed control and thermodisc on/off switch. Bathroom/bedroom/bedsitting room/mobile home approved. 40,000 BTU's.

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



PRODUCT #	MODEL DESCRIPTION		WT/lbs.	SUGG. LIST
GDI-44N	Basic fireplace insert with glass	Natural gas	130	$2,299
W175-0202	Conversion kit	Natural gas to propane	1	$39

TRIM KIT REQUIRED TO COMPLETE INSTALLATION **FINISH**



Trim kit (3 sided) covers opening up to 27¼"Hx43¾"W

GDITRM3	Aluminum extrusion	painted textured satin black	17	$249



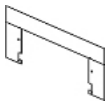
Trim kit (4 sided) covers openings up to 30½" Hx43¾" W

GDITRM4	Aluminum extrusion	painted textured satin black	23	$289

Trim kit (3 sided) covers openings up to $27\frac{1}{4}$" Hx$43\frac{7}{8}$" W

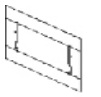
GDIT3K	Contemporary Trim Kit	painted black		$329

OPTIONS/ACCESSORIES



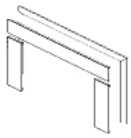
Basic 3 sided backer plate: designed to fit/cover fireplace openings/facing smaller than 33½"Hx52"W

GDIBP3	3 sided	painted black	9	$53



Basic 4 sided backer plate: designed to fit/cover fireplace openings/facing smaller than 42¾"Hx 52"W

GDIBP4	4 sided	painted black	12	$61
	Note: Accent trim (gold acrylic) included with backer plates.			



Deluxe 3 sided backer plate: designed to fit/cover fireplace openings/facing smaller than 33 1/2"HX57"W

GDIBP3D	3 sided	painted black with satin brass marquis trim	22	$241



GI-RB	Riser box (3"Hx45"W), painted black		11	$44

PRODUCT #	MODEL DESCRIPTION	FINISH	WT/lbs.	SUGG. LIST
GDIUT-B	Upper or lower door trim	brass	1	$25
GDIUT-G	" "	gold plated (24 karat)	1	$44
W690-0001	Thermostat, wall mount - standard		1	$38
W660-0081	Thermostat, wall mount - digital		1	$57
F40	Napoleon on/off hand held battery operated remote w/digital screen		1	$89
F40-6	Napoleon on/off hand held battery operated remote w/digital screen - bulk of 6		7	$474
F50	Napoleon thermostatic hand held battery operated remote w/digital screen		1	$139
F50-6	Napoleon thermostatic hand held battery operated remote w/digital screen - bulk of 6		7	$774
GD-660	Remote wall switch with 20' wire		2	$25
W660-0026	Programmable timer, battery operated		1	$107

CONTINUED

PRODUCT #	MODEL DESCRIPTION		FINISH	WT/lbs.	SUGG. LIST
DK44-A - 1	Decorative door kit	arched	painted black	19	$211
DK44-AG	" "	arched	NO LONGER AVAILABLE		
DK44-W-1	" "	webbed arched	painted black	19	$235
DK44-WG-1	" "	webbed arched	gold plated (24 karat)	19	$329
SK44-A	Screen kit - arched (for above doors)			2	$57
DK44-WI-1	Decorative door/face (screen not available)		wrought iron finish	34	$839
ANI-K	Andirons (not available in 24 karat gold finish)		painted black	2	$55
GI826KT	Decorative brick panels		sandstone	10	$109
PRP44	Porcelain reflective radiant panels			10	$109
W470-0017	Paint, Wrought Iron 13 oz. MUST ORDER IN MULTIPLES OF 12			12	$17
270	Paint, Thurmalox - black 13 oz. MUST ORDER IN MULTIPLES OF 12			12	$14
VENTING KITS					
GDI-226	Terminal, High Wind Co-Linear			4	$138
GDI-2320KT	Vent kit 20ft. (1-2" & 1-3" double ply aluminum liner-inlet and exhaust & 2-3" to 2" reducer)			18	$131
GDI-2325KT	Vent kit 25ft. (1-2" & 1-3" double ply aluminum liner-inlet and exhaust & 2-3" to 2" reducer)			19	$162
GDI-2335KT	Vent kit 35ft. (1-2" & 1-3" double ply aluminum liner-inlet and exhaust & 2-3" to 2" reducer)			20	$224
GDI-320KT	Vent kit 20ft. (2-3" double ply aluminum liner-inlet and exhaust)			18	$131
GDI-325KT	Vent kit 25ft. (2-3" double ply aluminum liner-inlet and exhaust)			19	$162
GDI-335KT	Vent kit 35ft. (2-3" double ply aluminum liner-inlet and exhaust)			20	$224

****Note: Trim Kits available *While Quantities Last* - going obsolete in 2009**

NAPOLEON QUALITY FIREPLACES Award Winning Products

100% SAFE GUARD GAS CONTROL SYSTEM

GDS60-1N

GDS60-1N DIRECT VENT/B VENT CAST IRON GAS STOVE (TOP OR REAR VENT)

TESTED AS A HEATER. DIRECT VENT MEETS DEPARTMENT OF ENERGY REQUIREMENTS AS A WALL FURNACE TESTED TO BOTH ANSI Z21.86, Z21.88 AND CSA 2.32 AND CSA 2.33

B VENT TESTED TO ANSI Z21.50 & CSA 2.22 **Venting - 4" & 7"**

Unit includes: Electronic ignition gas valve with battery back-up and exclusive ACS (Anti-Condensation Switch), on/off switch, built-in adjustable flame heat control, exclusive PHAZER® log set and glowing embers, cast iron door with ceramic glass, on/off switch. Direct vent - bathroom/bedroom/bedsitting room/mobile home approved. Up to 35,000 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
GDS60-1N	Cast iron stove with door	Natural gas	painted metallic black finish	170	$2,319
GDS60-1NN	" "		porcelain majolica brown finish	170	$2,897
W175-0318	Conversion kit	Natural gas to propane		12	$39
FC-12	12" stainless steel gas flex connector & shut off (25/crtn)			18	$499
OPTIONS/ACCESSORIES					
GS-64KT	Blower kit with variable speed & thermostatic control			8	$247
GDS819KT	Decorative brick panels		sandstone	5	$88
GS831-K	Trivet (required when installing as a "rear vent")		painted black	2	$40
GS831-C	" "		chrome plated	2	$61
W690-0001	Thermostat, wall mount - standard			1	$38
W660-0081	Thermostat, wall mount - digital			1	$57
F40	Napoleon on/off hand held battery operated remote w/digital screen			1	$89
F40-6	Napoleon on/off hand held battery operated remote w/digital screen - bulk of 6			7	$474
F50	Napoleon thermostatic hand held battery operated remote w/digital screen			1	$139
F50-6	Napoleon thermostatic hand held battery operated remote w/digital screen - bulk of 6			7	$774
W660-0026	Programmable timer, battery operated			1	$107
GDSRP-KT	Restrictor plate (recommended for extended vertical venting)			1	$12
GDSLL-KT	Leg leveling/stove securing kit			1	$10
ANI-K	Andirons, painted black (not available in 24 karat gold plated finish)			2	$55
209M	Paint, Stove Bright - metallic black 12 oz. MUST ORDER IN MULTIPLES OF 12			12	$14

Note: See Direct Vent Stoves - Venting Components for B-Vent adaptor kit

100% SAFEGUARD GAS CONTROL SYSTEM

HD81NT

High Definition See Thru Direct Vent Gas Fireplace (Zero Clearance Top Vent)

TESTED AS A HEATER TO ANSI Z21.88 CSA 2.33 **Venting 8" x 10"**

Unit includes: Electronic ignition gas valve with exclusive ACS (Anti-Condensation Switch), built-in adjustable flame/heat control split flow burner system and room selector heat deflector, stainless steel flex connector with shut off, Night Light ™, modulating thermostatic hand held remote - controls flame, Night Light ™ and optional blower, dual receptacle junction box, firestop, non-combustible finishing and framing components are packaged with the fireplace. Bathroom/bedroom/ bedsitting room/mobile home approved. Increase BTU's and flame/heat adjustment is a remarkable 172%, from 22,000 BTU's to 60,000 BTU's for maximum comfort and efficiency. Burner and decorative brick or porcelain panels must be installed .

				CDN. $
PRODUCT #	**MODEL DESCRIPTION**	**FINISH**	**WT/lbs.**	**SUGG.LIST**
HD81NT	Top vent see thru gas fireplace body & valve assembly	Natural gas	325	$5,100
NOTE: MUST CHOOSE ONE BURNER ASSEMBLY AND ONE DECORATIVE BRICK OR PORCELAIN REFLECTIVE PANEL TO COMPLETE UNIT				
B81NL	Burner assembly	Logs Configuration	64	$800
W175-0308	Conversion kit	Natural gas to propane-logs only	2	$39
B81NG	Burner assembly	Glass (CRYSTALINE ™)	36	$700
B81NS	Burner assembly	River Rock/Stone Configuration	48	$800
W175-0313	Conversion kit (for Glass CRYSTALINE ™) or River Rock/Stone)	Natural gas to propane	2	$39
GD844KT	Decorative brick panels	Sandstone finish	12	$199
PRP81	Porcelain reflective radiant panels		22	$199
OPTIONS/ACCESSORIES				
ALTERNATE MEDIA KITS ARE AVAILABLE TO REPLACE CLEAR GLASS SUPPLIED WITH B81NG (CRYSTALINE ™)				
MKGK	media kit	glass embers - black	5	$39
MKGB	media kit	glass embers - blue	5	$39
MKGR	media kit	glass embers - red	5	$52
MKGA	media kit	glass embers -amber	5	$39
ALL MEDIA ENHANCEMENT KITS ARE DESIGNED FOR RANDOM PLACEMENT WITHIN THE FIREBOX				
AS AN ADDITION TO EITHER THE CRYSTALINE ™ EMBER BED OR ANY OF THE OTHER OPTIONAL MEDIA KITS				
MEGK	media enhancement kit	1 lb. glass embers - black	1	$12
MEGB	media enhancement kit	1 lb. glass embers - blue	1	$12
MEGR	media enhancement kit	1 lb. glass embers - red	1	$15
MEGA	media enhancement kit	1 lb. glass embers - amber	1	$12
NZ64	Air circulating blower system with decorative grill & washable filter for circulation of either interior or outside fresh air. (NOTE: GA65 vent and collar required.)		25	$522
GA65	6" x 10' Air circulation vent and collar for use with NZ64 blower		8	$57
TB81K	bevelled trim kit	black	14	$222
ANIH	Andirons - 2/kit (NOTE: 2 kits required if installing both sides)	painted black finish	7	$78
GBAT	Glass/Burner Accent Trim	polished chrome	3	$114
SBAT	Stone Burner Accent Trim	polished chrome	4	$114
GL81L2*	Top Diagonal Decorative Logs (1-side supplied with Log Burner Assembly)		4	$29
270	Paint, Thurmalox - black 13 oz. MUST ORDER IN MULTIPLES OF 12		12	$14
VENT KITS AND COMPONENTS				
PRODUCT #	**DESCRIPTION**		**WT/lbs.**	**SUGG.LIST**
GD622R	Wall terminal		5	$189
GD610	Roof flashing	1/12 to 7/12 pitch	25	$299
GD611	"	8/12 to 12/12 pitch	25	$299
GD612	"	Flat roof	25	$299
GD613	Roof terminal		12	$199
GD620	Vent kit - 5ft. (incl. 1 - 8"x5' + 1 - 10"x5' flexible aluminum liner)		7	$92
GD630	Vent kit - 10 ft. (incl. 1 - 8"x10' + 1 - 10"x10' flexible aluminum liner)		14	$189
W175-0002	8" coupler		2	$14
W175-0249	10" coupler		3	$14
W010-1797	Firestop		3	$24
W585-0222	Vent pipe shield		4	$24
W170-0116	Vent pipe collar		2	$18
W573-0007	Hi-temperature sealant, (millpac)10.3 oz cartridge		2	$21
W573-0012	Hi-temperature sealant, (millpac)10.3 oz cartridge (bulk - 24 per carton)		25	$453

*NOTE: The log configuration is designed to be different from each side. To duplicate the view from both sides add GL81L2 to one side.

Wolf Steel Ltd. reserves the right to make changes to prices and product without notice. Illustrations may not be exactly as shown.

Wolf Steel
Product Improvement News

News for March 2010 **PIN: 08**

Item # 1

B81NG The HD81 Glass Burner Undergoes Some Redesign: No matter how hard we try, we cannot anticipate or simulate all of the conditions that our products might be exposed to in the field. This fact was recently experienced with our HD81 Crystaline™ Glass Burner. In a limited number of installations, the pilot flame was being extinguished due to a shortage of combustion air. To overcome this influence the burner cover had to be opened up around the pilot burner and a pilot shield added to prevent this problem from re-occurring. The effectiveness of this improvement has been confirmed in field installations and consequently has now been incorporated into the B81NG design. Should you encounter a pilot outage complaint with the HD81 and the Glass Burner System, please contact our Technical Department to receive the appropriate upgrade components.

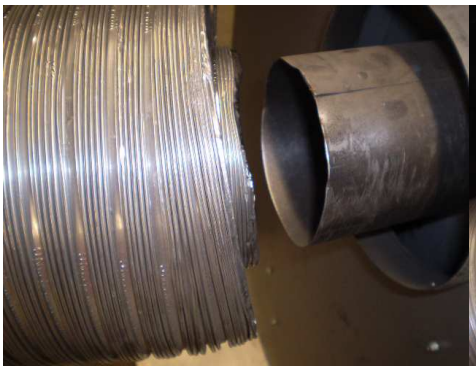
Wolf Steel
Technical Bulletin

Date: March 2010 **TB: 43**

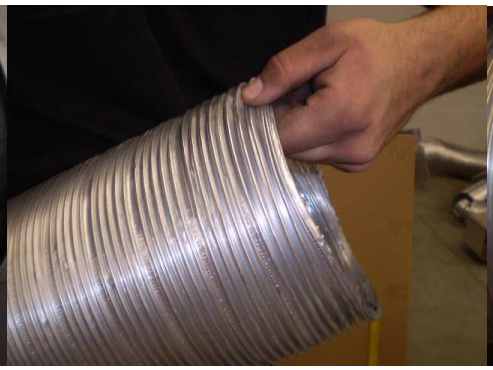
To: Napoleon Gas Fireplace Installers **Subject: Stretching Flexible Vent Pipe**

Last year we increased the sizes of the dies or mandrels used to form the various sizes of flexible venting we manufacture. This was in response to concerns that the venting was too tightly fitting some of our products collars. Despite the fact that we have increased the size of the flex vent pipe, we continue to receive reports that the flexible venting does not fit on the collars. Since the mandrels ensure the flexible vent pipes are always formed with the same diameter opening, the only other factor that could be causing a problem, is if the flexible venting is not being completely stretched before trying to fit it over a collar. By stretching the venting open the diameter of the flexible vent pipe is increased by over 1/8" providing a more than sufficiently sized opening to fit over the collars.

To ensure the flexible vent pipes fit over the collars during installation, please remember to completely stretch the portion of the venting that fits over collar, as illustrated below.



Incorrect – Venting Collapsed. Difficult to fit over the collar.



Vent pipe being stretched.



Fits easily over the fireplace collar.

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

NAPOLEON
QUALITY FIREPLACES

CONTINENTAL
FIREPLACES

TIMBERWOLF

2010 WOLF STEEL TRAINING PROGRAMS

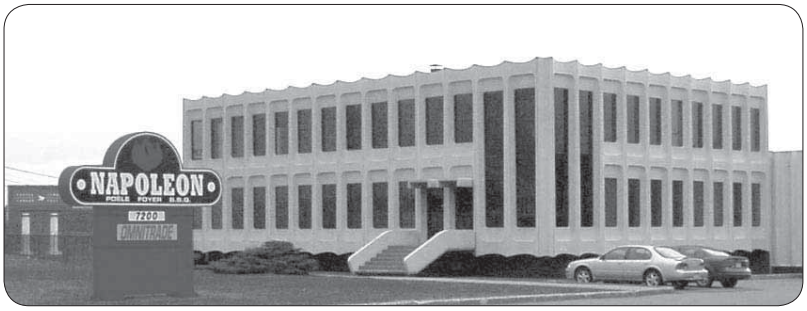


Our Mission . . .

... is to enhance our commitment to our dealer network by offering them the most current and relevant information available. These unique and exciting training sessions, whether it be sales, installation or service, are designed to focus on the varying methods of creating satisfied customers. From the first hello, to the final goodbye with your customer, you will study the time proven skills necessary to keep your business one step ahead of the competition time and time again.



Wolf Steel Ltd.
Barrie, Ontario
Canada



Wolf Steel Ltée
Montreal, Quebec
Canada



Wolf Steel USA Inc.
Crittenden, Kentucky
USA



Napoleon Appliance Corp.
Barrie, Ontario
Canada

Message From The President

Our industry's growth is founded upon research and development as our past experiences continues to teach us all how to be more effective in our future endeavors. With this knowledge in mind, it is with great pleasure that we welcome this opportunity to share the latest technological concepts as well as the many other benefits that our products offer. As always, Napoleon's ongoing commitment is to support and help our customers in their success.

Wolfgang Schroeter

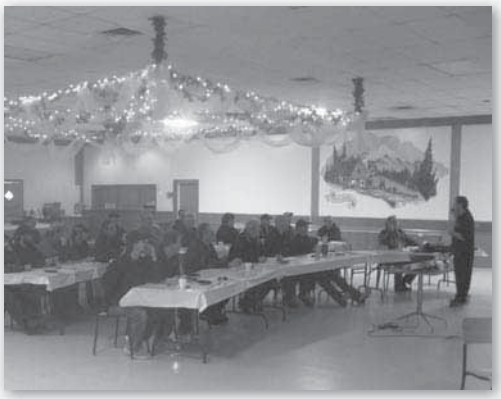


President

Gain Insight . . .

By attending these programs, you & your staff will gain a large amount of knowledge on all Napoleon® & Continental® hearth products & their application. These will ultimately lead to extremely satisfied customers and the opportunity for great referrals to effectively sell, install and service Napoleon® & Continental® products.







NAPOLEON QUALITY FIREPLACES

CONTINENTAL FIREPLACES

TIMBERWOLF

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Program Descriptions

A Program A - Product Knowledge (Sales)

This program offers our distributors and dealers in the retail fireplace market a new perspective on sales and marketing with proven techniques.

Those attending this program will review the features and benefits of our gas and wood burning fireplace products. You will learn what each model comes equipped with and what additional components are necessary for a successful installation. Participants will also learn how to properly quote jobs.

This class is a must for new dealers or sales staff learning about our products and the fireplace industry. It's also a great refresher course for all fireplace sales people to pick up new tips and learn more about our products.

Check out the calendar in this booklet for the date this class will be held at a location nearest you or contact your Napoleon®/Continental® Sales Representative for further details.

Those attending these classes will be quizzed on the material being presented and certificates of achievement will be awarded to each attendee upon completion of this class.

Training modules that may be included in this program are as follows:

- Wolf Steel Company Profile
- Napoleon All Product Review
- Gas Fireplace Venting Systems
- Marketing and Customer Needs

B Program B - Technical Training (Tech)

This program will be offered to our distributors and dealers in both the retail and new construction fireplace market. We offer a new and improved hands-on training program. This program offers personal training with our products and will enable the installer or service technician to learn troubleshooting techniques.

Those attending these classes will be quizzed on the material being presented and certificates of achievement will be awarded to each attendee upon completion of this class.

Training modules that may be included in this program are as follows:

- Gas Fireplace Venting Systems
- Remotes
- Service and Troubleshooting
- Electronic Ignition Systems
- Assembly
- Biomass Products

Contact your Napoleon®/Continental®/Timberwolf Sales Representative to discuss changes required. You can create your own program that will best suit your needs.

Note: Any module combinations will be offered based on individual training requested by our Napoleon®/Continental® Representative.

Coffee and lunch will be provided for all training programs.

Procedures & Costs

Note: All Barrie, Ontario training will include a Wolf Steel plant tour. NO open toed shoes allowed for the tour. Safety glasses MUST be worn, which Napoleon® will supply.

Service: The training programs are offered to employees of all authorized Napoleon® and Continental® fireplace dealers free of charge.

Deposit: A deposit of $100 is required to save your position within the session and must be forwarded to our Training Coordinator when registering for any of the scheduled programs. Upon completion of the program, the entire deposit will be credited to your account or your deposit may be returned to you by cheque provided arrangements have been made in advance.

Travel/Accommodations: Any travel or accommodation expenses are solely the responsibility of the attendees.

Registration: Registering for the programs indicated in this booklet can be made by calling the Training Coordinator at 800-461-5581 or fax your request to 705-725-1150. Email registration is also available and can be achieved by filling out and sending in the registration form found on our dealer website*, napoleondealers.com.

* Should you require a password to access our dealer website, please contact Melissa Graves at mgraves@napoleonproducts.com



Napoleon's Dealer Website

Important Notes

Those who wish to attend one of the training sessions must submit their registration along with their deposit, a minimum of 30 days prior to the scheduled date. The receipt of each registration will be verified by the Training Coordinator.

Attendees who wish to cancel their registration must submit their request in writing to the Training Coordinator a minimum of 2 weeks prior to the scheduled program to receive a full refund of their deposit.

Wolf Steel reserves the right to either re-schedule or cancel any specific training dates based upon the number of registered attendees and/or cancellations.

Accommodation Information

Reservations for hotel accommodations can be made at the following locations:

- Hampton Inn & Suites by Hilton
  74 Bryne Drive
  Barrie, Ontario L4N 9Y4
  Contact: Charlene Grenier
  705-719-9666 (Phone)
  705-719-2221 (Fax)
  1-800-446-6677 (Toll Free)
  Rates: Traditional Rooms (2 Queen Beds) $94.00/night
  Studio Suites $114.00
  *Includes Hot Breakfast

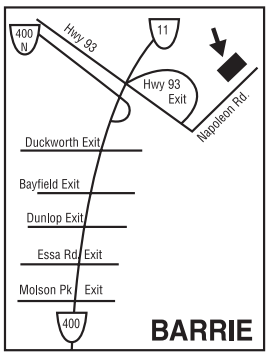
- Holiday Inn
  20 Fairview Rd
  Barrie, Ontario L4N 4P3
  Contact: Helen Wallace
  705-722-0555 (Phone)
  705-728-1718 (Fax)
  Rates: $110.00/night
  *Hot Breakfast Buffet - Single Occupancy

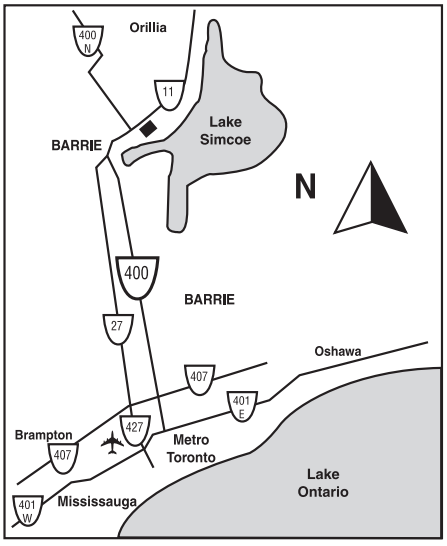
When arranging for accommodations be sure to advise them that you are receiving Wolf Steel's Corporate rate.

For attendees who will be flying into Toronto's Pearson International Airport, please contact our Training Coordinator at 800-461-5581, and they will be more than happy to arrange for airport accommodations and/or transportation from the Airport to Barrie, if required.

Map

Barrie Training Facility





Registration Form

Fax 1-705-725-1150 or 1-877-329-8324: Attention: Training Coordinator

Registration Information

Dealer Name _____

Contact Name _____

Address _____

Phone _____

Fax _____

Desired Course Date (1st) _____

Desired Course Date (2nd) _____

Name of Attendees (please print) _____

_____

_____

_____

_____

Deposit Information

Visa ☐ MasterCard ☐ Cheque ☐ On Account ☐

Card # _____ Exp. Date _____

Card Holder Name _____

Authorized Signature _____

MINIMUM 2 WEEKS CANCELLATION NOTICE REQUIRED OR YOUR DEPOSIT WILL NOT BE REFUNDED

Trainer Profile

Our instructor has a keen understanding of fireplaces and combustion coupled with a practical method of explaining them, making our Wolf Steel Programs one of the best training opportunities in the industry. He has earned his qualifications first hand as he has successfully sold, installed and serviced our fireplaces and related products for years.



Ron McCrae
Wolf Steel Ltd.
Canada & U.S. Training

Ron McCrae brings his own unique perspective to our training programs. Reflecting on the needs of the sales and technical side of the business, he draws upon his nineteen years of experience working in the hearth industry. Ron applies real life understanding to what installers, sales and service people all need to know about our products. Joining Wolf Steel in 2000, Ron has successfully shared his knowledge and customer savvy with our dealers as an integral member of our Technical Services Department.

Training Facilities & Schedule

Our 2,800 square foot training facility, located in Barrie, Ontario, Canada, is designed to accommodate a variety of teaching aids to maximize the effectiveness of our programs. Display stations enable our instructors to quickly hook up and operate any of our gas burning models and simulated applications allow for hands-on installation.

Wolf Steel's training facility utilizes the most advanced environmental concepts to create an atmosphere that is conducive to the learning process.

Similar training facilities are now open to bring these Training Programs to our customers in Montreal, Quebec. To receive a detailed map with full directions to any of our Program training facilities, please contact the Training Coordinator at 800-461-5581.

U.S. Dealers and Distributors
For anyone currently possessing a National Fireplace Institute certificate: The successful completion of either program entitles the attendee to receive five CEU credits.

Quebec Dealers and Distributors
Training will be conducted in Montreal - one every month alternating one month service and the next month sales. New product information sessions will be available as a new product is introduced. These informative sessions will be conducted by Daniel Patry. Please contact your local Quebec Napoleon®/Continental®/Timberwolf Sales Representative for details and times. Print is available in French and English text

Program Calendars

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
APRIL 2010				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22 Barrie ON, TECH	23	24
25	26	27	28	29	30	

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
MAY 2010						1
2	3	4	5	6	7	8
9	10	11 Fargo, ND	12 Minneapolis, MN	13	14	15
16	17	18 Saskatoon, SK	19	20 Regina, SK	21	22
23/30	24/31	25	26	27	28	29

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
JUNE 2010		1 Des Moines, IA	2	3 Arkansas	4	5
6	7	8	9 Barrie ON, Sales	10 Barrie ON, TECH	11	12
13	14	15	16	17	18	19
20	21	22 Morgantown, WV	23 Harrisburg, PA	24	25	26
27	28	29 Philadalphia, PA	30 Washington, DC			

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
JULY 2010				1	2	3
4	5	6	7	8	9	10
11	12	13	14 Grand Junction, CO	15 Denver, CO	16	17
18	19	20 Detroit, MI	21 Indianapolis, IN	22 Cincinnati, OH	23	24
25	26	27	28	29	30	31

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
AUG. 2010	2 Mt Vernon, WA	3 Tacoma, WA	4 Portland, OR	5	6 San Francisco, CA	7
8	9	10	11 Barrie ON, TECH	12	13	14
15	16 Billings, MT	17	18 Boise, ID	19	20 Spokan, WA	21
22	23	24 Portland, ME	25 Manchester, NH	26 Worcester, MA	27	28
29	30	31				

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
SEPT. 2010			1 Barrie ON, Sales	2 Barrie ON, TECH	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30		

Reminder Notes...

Reminder Notes...

www.napoleonfireplaces.com
www.continentalfireplaces.com
www.timberwolffireplaces.com
www.fireplacedesignstudio.com

Wolf Steel Ltd.
24 Napoleon Rd, Barrie, ON, Canada L4M 4Y8
103 Miller Dr, Crittenden, KY, USA 41030
7200, Route Transcanadienne, Montreal (QC) H4T 1A3