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NOVEMBER 2026

OK, IT'S NOVEMBER…And I gotta do my annual **HPBEXPO** badgering. The **HPBEXPO2027,** again, will be held in beautiful Nashville, Tennessee! And the dates are March 3rd thru the 6th 2027. So we just registered our people and will be booking our rooms and flights very soon. Also, our booth # is 1500 and if you're gonna be in Nashville, please, come on by our booth. Gabe, Matt and Dylan will be working the booth and we'd love it if you stopped by to say hello.

SO, HAVE YOU SEEN…Our upgraded website? If not, take a look at it and if there's anything missing or "off", please let us know. We'd love to hear your thoughts. Also, we've changed our company logo and we thought it was long overdue. Again, let us know what you think. Thank you all for your thoughts and your business!

WOOD BURNING REVIVAL?... Wishful thinking, but that said, we have seen an uptick of wood burning fireplace sales; especially the ***Georgian*** and the **MASON-LITE Fireplaces**. Apparently, they're more often used now in outdoor applications although we have seen a few indoor installs and of course gas log sets are installed in most of those applications. Ask your friendly West End Rep for more info on these awesome wood burning fireplaces! Oh, and EPA Certified fireplaces and stoves, well, we got 'em! Let's talk wood burning!

FOR OUR HPBA PACIFIC MEMBERS…In early December (the 4th) **HPBA *Pacific*** is going to have their annual membership meeting and Holiday Dinner in beautiful San Juan Capistrano. So, if you're a member, sign up for the dinner, and if you're not, sign up (join HPBA Pacific) and join us for dinner and a little holiday cheer! **West End** will be there, and we'd love to see you there too!

QUICK NOTE ON TARIFFS…They haven't hurt too much other than companies that manufacture product in Canada and it's our belief that someday, in the near future, that tariff issue with Canada will be settled and we can go back to business as usual. Meanwhile, we'll be working through the B.S. and serve you, our dealer friends, with great product and great service!

SO WITH THINGS GETTING SO DAG-BURN…expensive, especially fuel costs, and as I mentioned last month, we've not yet been hit with fuel surcharges and so consequently, we're holding our delivery prices as they are. We have noticed that some products cost more, and that's probably how the additional freight is being covered. So for now, we're at….where we're at.

WE AT WEST END BRICK N' FIRE WANT TO WISH YOU ALL, OUR DEALER FRIENDS A HAPPY AND BLESSED THANKSGIVING HOLIDAY! ENJOY FAMILY, FRIENDS, FOOTBALL AND THE "KICK-OFF" TO THE CHRISTMAS SEASON! THANK YOU FOR YOUR LOYAL BUSINESS OVER THE YEARS AND WE PRAY THAT YOU AND YOUR FAMILIES HAVE AN AWESOME HOLIDAY SEASON!



November 2026 stuff from West End Brick N' Fire…



SO THIS TIME O' YEAR…Gotta mention the ol' and very reliable ***BIS* Fireplaces** by ***Astria***. There's been a few changes over the years, but that said, the ***BIS*** units are still great and still reliable wood burning (EPA Certified) units! From the very large **Montecito Estate** to the smaller **Ladera**, ***BIS* Fireplaces** have been a staple in the hearth industry since the beginning of time! You can get both single pane glass door or you can get the double glass door on the **Montecito Estate.** In any case, wood burning is not dead! It may be a little more expensive to do nowadays, but if your client is set on wood burning, **West End Brick N' Fire** is still moving the terrific ***BIS* Fireplaces!** Got any questions? Give us a call!



MODERN FLAMES ELECTRIC FIREPLACES… So, we're still working on our electric fireplace showroom as it's more of the "set-up" and not so much which units we'd like to have on our floor. That said, if you're in the area or coming in for a will call ask to see our electric units on our current showroom floor. And…we really like the **MODERN FLAMES ORION** units and so again, ask Gabe or one of reliable inside sales guys to show you the awesome electric units. We're also going to start our new gas showroom in our new conference room after the first quarter of next year, so stay tuned! Anyway, getting back to the **ORION**, have you seen the flames on these beautiful units? They are impressive! So come on down!



JUST A COUPLE OF FACTS… About the very reliable **MC REFRACTORY** panels. I'm sure most of our dealer friends know this stuff, but a few don't, so we're hoping they get this flyer and see the included information. These panels are ok for replacement in "prefabricated, factory built, zero clearance fireplaces". And yes, we have them in different brick patterns including "running-bond", herringbone and they're also available in a smooth (no brick pattern) panel. Lastly, the panels are approximately one inch to an inch and an eighth thick. So, if you have any questions on these terrific panels, well, you know where to find us. Thank you, our dealer friends that support the **MC Refractory** product.



YA KNOW, SINCE WOOD BURNING…has kinda gone by the wayside, well I still like to feature the awesome wood burner cuz I guess I kinda miss the past, where wood burning was prevalent and fun! So take another look at the ***Astria* Georgian** Fireplaces; yes, we still sell quite a few of these; most for outdoor use, but **Georgians** and **Mason-Lites** are still very popular! So yeah, it's a "blast from the past", but I kinda like the good ol' days!

LAST THING ON THIS PAGE…It's that time O' year and it's time to think about those products that no dealer should be without! Ya know, stuff like **DURA-VENT**, pipe and flex kits, some **MC Refractory** panels etc. Stock up my friends, tis the season!

November 2026 stuff from *West End Brick N' Fire*…

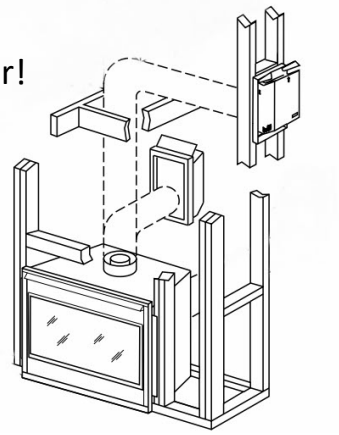
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TAKE 10% off on full case quantities for the month of NOVEMBER!

You can Mix and Match To get full case Quantities!

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GEORGIAN FIREPLACES!

Yes, these units are still popular and we've go em' in stock! And get a nice GAS LOG SET to install in the Georgian! 5% off for the month of November, and get 5% off the log set too!

astria FIREPLACES®



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Buy 3 or more complete sets, And take 10% OFF!

an unheard of deal this time O' year!





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MODERN FLAMES



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