



Associated Energy Systems
A housewarming presence for every season.

AES Hearth Beat

Dealer Days Success!

Although our AES Dealer Days events are a few months back, the success and the fun is still very fresh in our minds! It's always a treat for us to put on events like this, as we share in the education of new products, and are able to offer you great deals on displays and other specials. Of course after, a little beer, wine and food to celebrate!

If you happened to miss Dealer Days, don't sweat it. We'll be back next year with more new products, specials and good times to be had. Take a look at all the new products below that made a special appearance at Dealer Days:



American Muscle Grill



American Fyre Designs
Oak Barrel Firetable



Firegear L-Series Burner



New Enviro Surround - Borderview w/Brushed Nickel



RSF Delta Fusion



NEO FS Wood Stove
Soapstone Panels



Flame Genie by HY-C
Wood Pellet Fire Pit



New Capella 43 by Kingsman Marquis

Don't forget all the presentations led by industry greats!



Pacific Energy Sales Session led by Cory Iverson



Jeff LeClaire leads a presentation on new ICC-RSF product. Included is the highly efficient RSF Delta Fusion, which boasts a 4.4 cubic foot firebox, 3-sided viewing area and an impressive 1.3 g/hr

Raffle Winners!

Ryan Bros Chimney, AJ's Stoves, Manor True Value, Malm Fireplace, Orona Enterprises, Daniel's Installation, Pacific Hearth & Home, Coastal Farm & Home, RCS Fireplace, A Your Town Chimney, All About Chimney, Custom Hearth, Farr's True Value, Grizzly Fireplace, Rock Ele. Construction, Frisco Fireplace, Diggable Designs, Inglenook Energy Systems, Finnegan's, The Fireplace Doctor, All That is Energy, The Woodshed, Lehrer Fireplace & Patio, Home & Hearth Outfitters, Quality Energy, Alpine Stove...and more!

Prizes Included... Summerset Sizzler Grill, (5) Island Grillstones, Firegear L-Series Burner, Flame Boss, RH Peterson G52 Burner, (3) Enviro Elite Series Surrounds, True North FS Wood Stove, RSF Jacket, GreenFan Kit, Cases of Stove Bright, Z Flex S/S Liner Kit, Mini-Max BGE, BGE Silicon Mit, BGE S/S BBQ Set, Duravent Flex Kit, Challenger Spark Cart, Infratech Heater, Kingsman Gas Insert...and more!





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A Special Thanks to Our Participating Vendors...



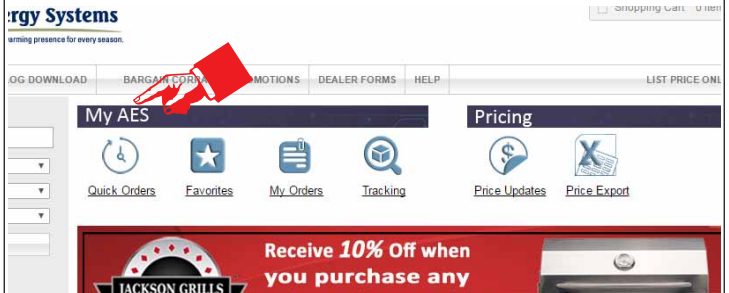
Don't Forget...



Have you placed your **Treasures with Terms** order yet? There's still time! Make sure you're stocked for the busy season with essential maintenance and installation items. When your customers come calling for that tube of perma chink, or bottle of cleaner, the Treasures program will ensure you answer with fully stocked shelves. Most items from the 400, 600, 800 and 900 section of the AES Hearth Catalog apply (along with Z-Flex liner kits). Order by August 26th and receive January 1st 2017 terms!

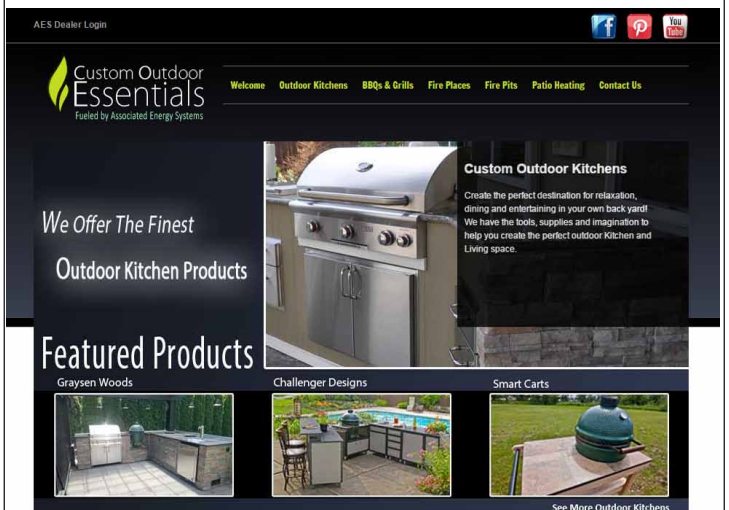
Website Upgrades!

Been to the AES Online Orders Website lately? We've made a number of upgrades to enhance your online shopping experience with AES!



After logging into orders.aes4home.com you'll notice the "My AES" dashboard. This will easily allow you to access items you frequently order or favorite for a faster checkout. Brochures, displays and videos all now hold a more prominent place on the orders homepage.

Remember to check the "Promotions" tab at the top of the orders home page for the latest and greatest promo info and material.



Custom Outdoor Kitchens - Firepits - Fireplaces - BBQs & Grills
CustomOutdoorEssentials.com has been enhanced to showcase all of our outdoor products, to help in designing and building your customers dream outdoor living space! Be sure to check it out.



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New Product Highlights

Have you taken a look at **Jackson Grills** yet? We've been excited about **Jackson** ever since we brought them in. Superior craftsmanship, cart and built-in options, high end quality you can *feel*, all at a reasonable price! Get competitive in the affordable grill market with **Jackson**. Better yet, through August 28th we're offering an additional 10% on cart models, and 15% on built-ins! PLUS a \$25 SPIFF for your sales staff for every grill sold! Fire-up with **Jackson Grills**.



Seam Welded



Heavy Duty Grids



Fast Assembly



Jackson Lux550
3 Burner

Flame Genie was a product that caught Team AES by surprise, but we instantly fell in love with it! This wood pellet fire pit is a must for all campers, or an addition to a homeowners collection of fire features. Simply fill with pellets, light with gelled/square firestarter, sit back and enjoy! The magic of the Flame Genie's burn is



the funneling of oxygen/gas through the holes in the top. A secondary burn occurs, and is what makes this product unique. Although the Flame Genie can't grant you 3 wishes, it can give you a magical burn with no spark, little smoke and an easy clean up!

SPECIAL PRICE! Thru August 31st!

On Firegear Jewelry POP AND 3-Sided Kiosk!



What To Look Out For

We're more than halfway through the year, can you believe it?! Here's a heads up for some great programs and promotions headed your way in the coming months:

**Summer Sale
(September)**

**Pacific Energy
Pull-Thru
(September)**

**Enviro
Pull-Thru
(September)**

**BGE Year
End Special
(November)**

**Coming
Soon...**



Get to Know AES Staff

We have a few new faces here at AES in Our Inside Sales department! Shasta has quickly become part of the AES family, and Sue has returned “home” :) We appreciate their work ethic, positivity and optimism. A good attitude is catching, and we’re sure you’ll catch it when you make their phones ring.

Get to know our “Newbies” a bit better!

Shasta - Inside Sales

What do you like to do outside of work?

Going on adventures with my son. Going on walks, playing outside, finding new places to explore.

What is one of your favorite movies?

Gypsy

If you could sing one song on American Idol, what would it be?

Alison Krauss “When You Say Nothing At All”

What do you enjoy most about working for AES?

I enjoy the people at AES the most. I like the work, learning new things and being reminded of my childhood, because of my Dad being in the Hearth Industry. I enjoy meeting dealers and get to know them.



Shasta

Sue - Inside Sales

What did you do before AES?

Many dealers will know me from Country Stoves, where I started in 1980. I came to work for AES in the late 1990’s, and eventually moved to Eastern Washington to take care of my folks. I went to work for Wing Sales in 2003, and just now moved back to Western Washington. It’s like a homecoming at AES!

What do you do in your spare time?

I like to read and be with my family, especially the grandkids. Looking forward to gardening in this Western Washington weather.

What do you enjoy most about AES?

I enjoy the camaraderie of my co-workers.

What else?

I’ve been on the NWHPBA board of directors, and still volunteer on the annual meeting committee.



Do we have your email?

Some of our special offers are only offered via email. If you have not been receiving emails, please send a message to benn@aes4home.com and help us keep you up to date!



Payment Remittance
Associated Energy Systems
PO Box 60196
Renton, WA 98058-3196

Business Correspondence
Associated Energy Systems
8621 South 180th Street
Kent, WA 98032
P 425-251-9190

Seattle Location
Associated Energy Systems
8621 South 180th Street
Kent, WA 98032
P 800-682-9722

Denver Location
Associated Energy Systems
6700 E Stapleton Drive South
Denver, CO 80216
P 303-937-9014

Sacramento Location
Associated Energy Systems
3250 Reed Ave.
West Sacramento, CA 95605
P 916-372-7070