

# WarmStone

## NEWSLETTER

Created and Distributed by Ron Pihl  
WarmStone Fireplaces & Designs



Fortune follows fame, right?

## Greetings from Ron

As most of you know, I've never been drawn to the limelight, but the past three months have found me there several times by accident, and I think it might be an acquired taste. The Billings Gazette featured WarmStone and me on February 27 in a nice feature article, including this picture (below) of myself with a Hetta. I also made my television debut on HGTV - you can read more about that on the next page. Though stardom is not my goal, it has been a lot of fun to introduce more people to the remarkable properties of soapstone, and it has certainly kept our office busy with inquiries.

We've made several changes in the past several months, the most notable of which is our new showroom on B Street in Livingston. As we grow and incorporate more dealerships, we have had to re-structure our company, bringing Jerry in from the field to the office, where he is gradually getting used to the computer and telephone. Jerry is now spending most of his time as our Project Manager, meaning that once an order is placed with Tulikivi in Finland, it becomes his responsibility to bring it here and have it installed.  
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## We've Moved!

As of January, 2006, Cornerstone Masonry officially became WarmStone Fireplaces & Designs. Along with the fancy new name comes a new showroom and office in Livingston, located next door to Crazy Mountain Cabinetry at 116 N. B St. Though the name and location are different, the same great team is still here, and we are always striving to improve our customer service. Jerry Jessen is now the official 'Project Manager', and is eager to help our customers with any repairs or service they need.

We plan to have a grand opening celebration as soon as the work on the space is complete, in early fall, but please feel free to stop by and visit anytime. Our office is in the back of the showroom space, and Ron and Jerry can show the wonderful plans and drawings for the showroom by Coeur d'Alene architect Rann Haight. Along with the many other facelifts our business is currently undergoing, we are also working on a new website with our technical guru, Sterling Smith. That should be up and running very soon. You can always see what's new online now at [www.warmstone.com](http://www.warmstone.com).

### WarmStone's New Information:

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# Customer's Corner

## Tulikivi Pleases Customers & Owner at Nora's Fish Creek Inn



Nora's Fish Creek Inn, Wilson, Wyoming.

The drive along the snow-packed road from Jackson Hole to Wilson, Wyoming was surreal. The temperature – a chilly nine degrees Fahrenheit – and the accompanying humidity delicately kissed each branch and twig of every tree along the waterways. The landscape on this January day was comfortable in its coldness.

My destination was Nora's Fish Creek Inn. There was about two and a half feet of snow on the sprawling cabin structure's roof, located on the main drag of small town Wilson, elevation over 6200 feet. The sign perched high on the peak of Nora's roof barely announced the thriving eatery; it was all but buried beneath fresh pillows of snow. One got the sense that the sign really wasn't needed; this business was a local success story with the telltale sign of a perpetually full parking lot.

I stomped the snow off my boots and went in for a late breakfast. Despite the frigid air of the outdoors, the restaurant was warm and cozy. Breakfasted clientele: skiers, families and a few locals, there just for coffee and conversation, made for a lively and inviting atmosphere.

The restaurant's Tulikivi, model 2700, was at one end of the large, two-sided room divided by a central U-shaped serving counter. I chose a table adjacent to the beautiful soapstone heater and waited for Buck Beckett, the area's stone mason and Tulikivi representative. I also waited for restaurant owner Nora Tygum to tell me the saga of this particular Tulikivi. I reached over and placed

the palm of my hand on the soapstone giant's side; it was pleasantly warm at first, and then, after about five seconds, I had to draw my hand away.

The two rooms were enveloped in comfortable, consistent heat – no one was huddled up to the fireplace – there was no need. The kitchen stove's exhaust system quickly draws air from the dining areas, sucking the cafe's heat out the vent. To counterbalance this effect, employees keep a small gas stove lit at the opposite end of the building from the Tulikivi. Other than the small gas stove's ancillary contribution, the Tulikivi is the restaurant's workhorse.

While I waited, I watched a woman sidle up to the beautiful masonry heater, stretching her hands out to its pleasant warmth as if greeting the sun in the morning. The sensation of comfort elicited a smile before she returned to her table and her breakfast.


I chatted with Wes Bircher, grandson to Wesley Bircher who, in 1935, built the low-slung log building that now houses Nora's. He is one of the regulars, along with Buck, who religiously schedule time here every morning. It's a comfortable place to begin a day.

Nora's Fish Creek Inn is a family business that opened twenty-four years ago. Nora's daughter Katherine (Kat) shares prep cooking duties with Nora and manages the daytime shift. Her son Trace is the nighttime dining room manager. He builds a fire every day around 4:00 p.m. in the restaurant's

masonry fireplace. He uses about one and a half armloads of dry wood for the initial firing, damps down the firebox in about an hour and a half, and then, adds a log around 7:00 p.m., letting the fire die down for the night.

Wonderful, warm, radiant heat pulses invisibly and silently from the artful Tulikivi, greeting employees and hungry patrons early in the morning. There's no need to "put another log on the fire" during the hectic times of breakfast and lunch. The Tulikivi gently performs until four o'clock rolls around again (and would still be quite warm even longer). As daylight disappears over the western horizon, the dinner crowd enjoys the flickering flames of the fireplace's newly built fire. It's a healthy, satisfying rhythm for Nora, her family, and her faithful customers.

Buck installed the Tulikivi twelve years prior at no cost to Nora, a win-win situation for both of them. This fireplace has had a makeover three times, serving as a showcase unit and inspiring sales of forty to fifty units, according to Buck. The original facade used textured rectangular "bricks," the second featured a rustic face-lift that used large, rugged boulders, and the current version is clad in a more contemporary look: smooth soapstone tiles framed by rough cornerstones with a belt of black steel around its middle. A 12" carved soapstone fish is front and center above the firebox giving a nod to the region's wildlife. This "change of face" can be applied to any existing unit to update or simply transform its image in a home or business.



Nora loves her restaurant's Tulikivi. She confessed, "I like the warm heat. It's cozy, comfortable, and the Tulikivi is beautiful."

Nora stands behind her words. She is installing a Tulikivi in her new home in Southwest Montana as soon as possible. Nora is very excited about the Tulikivi that will be the functional centerpiece in her new house. The rough-to-the-touch boulders that formed the previous sheath of the restaurant's fireplace will be recycled in her newly-built home. It will connect Nora's Montana home to her life in Wyoming as successful restaurateur.

In Montana, Nora's newly installed Tulikivi will have a bake oven. She dreams of relaxing on her couch while her Tulikivi perfectly cooks casseroles, pizzas, stews and bread. A Tulikivi that doesn't have a separate, small firebox can also be used to bake in; contact any dealer to purchase a "Bratrost", a special cooking insert that guarantees great results. They're easy to use.

Beyond the obvious heating and cooking benefits, owning a Tulikivi is also a healthy choice. Buck is a firm believer in the health benefits of using a masonry heater. Forced air heating or convection heating doesn't agree with Buck, who gets upper respiratory illnesses when subjected to that kind of heat. (The truth is – it's not good for any-

one!) Buck said, "You can feel yourself getting better when you start using a Tulikivi." Masonry heaters heat by direct radiation rather than by convection like traditional wood-burning stoves. Gone are the germs and mold that piggyback onto circulating dust that plague homes with wood-burning stoves. Housekeeping is a breeze.

Beginning in October and ending in May sometime, Buck builds daily fires in his Tulikivi in Jackson Hole. His unit is smaller than Nora's to correspond to his smaller 900 square foot home. Buck only burns about three cords of wood each season.

Nora's son Trace commented that what he likes best about the soapstone fireplace is that it doesn't burn much wood. He too, burns only about three cords of wood per winter even though the restaurant is much larger than Buck's home. This small amount of wood is indeed impressive, considering the heat depletion effect of the kitchen exhaust fan. The restaurant's heat must be steady for comfort. When it's really cold – twenty to thirty degrees below zero – Trace might build another fire in the soapstone fireplace during the day but he rarely needs to.

The pleasing ambience of good food prepared and served by good people in a warm, healthy environment is a perfect combination. It makes customers

want to come back. The

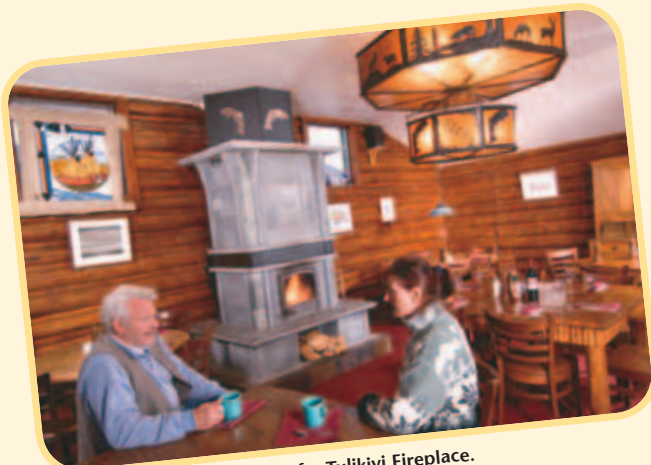
Tulikivi is the restaurant's showpiece – a practical form of art. If you haven't stopped by lately, drop by Nora's and admire the "new" soapstone fireplace. Savor a cup of coffee and dream of having one installed in your business or home. 🌸

*Karen Reinhart of Paradise Valley, Montana, is a Yellowstone Park ranger, willow basket weaver, and freelance writer.*

## Tulikivi Baking Extravaganza

**T**ulikivi customers Cap and Jan Offut generously hosted a baking party on April 25, feeding almost 20 people out of their bakeoven. Erkki Jarvinen and Juha Turunen of Tulikivi Finland were the featured guests of honor, and were pleased to offer all sorts of burning advice, both solicited and otherwise.

Ron served stuffed mushrooms from the oven and then prepared several delicious pork tenderloin roasts with a chokecherry glaze recipe from the May-June issue of Western Interiors. Cap made the gravy and Jan served salad, ciabatta bread and chocolate covered strawberries for desert.



Buck extolls the virtues of a Tulikivi Fireplace.

There is a new face in our office, as well: Emily Muller Callender is our new office manager. Emily recently moved to Livingston from Eastern Oregon and Eastern Washington, and is a musician as well as an office administrator. Please ask for her if you have billing, payment, or ordering questions.

Though we are making some changes, we remain dedicated to our loyal customers and our products, and we encourage you to join us for our grand opening celebration of the new showroom (details will be mailed out as soon as we plan the celebration), or just stop on by and see our new space.

We look forward to hosting all of you for baking demonstrations, parties, and just a nice visit whenever you have time to stop in. 🌸



Above:  
A mock-up of our soon to be completed sign for the new showroom in Livingston.



Left to right: Phil, Ron, Stoney and Jerry in our new showroom at 116 N. B Street in Livingston.

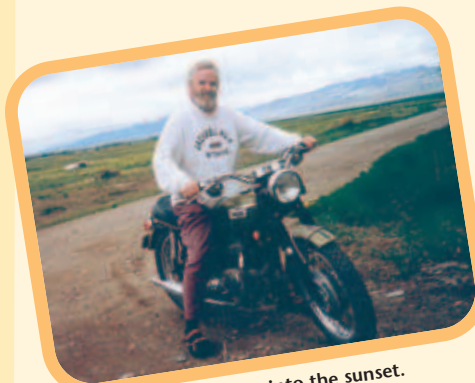
## I Want That! Tulikivi

Ron made his official television debut on Wednesday, April 05, on HGTV (home & garden television) demonstrating his baking prowess. "I Want That! Kitchen" is a new series which airs at 6:30 PM Mountain Time on the HGTV network. The show, which features kitchen remodels and innovations, was filmed at Green Fusion Design Center in San Anselmo, CA. Ron started out his day a little camera shy, but with the help of a well-fortified lunch, was much more confident in the afternoon and able to talk comfortably about baking with soapstone. The TU2700 with which Ron demonstrated was also quite a hit, as the picture and caption below were posted on the HGTV website in the list of featured products. Watch for re-runs of episode 105 in the near future!

*Do you love cozying up next to a warm fire? Here's a way you can do just that and get your dinner ready, all at the same time. From Finland, the Tulikivi bake-oven fireplace is a perfect combination of oven and heat-retaining fireplace. Wood can be burned in the oven or in the fireplace. The entire unit heats up evenly from top to bottom, regardless of which part you use. This means you can bake for an extremely long time and at a constant temperature. Soapstone holds two-and-a-half times more heat than a clay brick, and it can release heat 10 times faster than typical masonry materials. So it burns cleanly and uses very little wood. 🌸*



## Erkki Jarvinen Retires (well, sort of)



Erkki prepares to ride into the sunset.

Our good friend and mentor Erkki Jarvinen is retiring from Tulikivi as of June 1. Erkki was instrumental in our success as Tulikivi Distributors. He visited Montana dozens of times over the years and traveled throughout the West with us, helping out with shows and training

our crews in the fine art of improvisation on Tulikivi projects.

Erkki's tireless efforts and patience kept our dreams alive during the hard times; his support for Tulikivi owners is unsurpassed.

Erkki will continue on as a part time consultant for Tulikivi with its efforts to keep up with regulations in the many export countries, including the U.S.

Erkki has a great saying that many of you may have heard, "Whatever you want, you can have, no problem!" He always delivered.