



August 15, 2023

## **RESIDENTIAL ON AIR**

For those of us in the Hearth Industry, we know it has been a very slow first half of 2023. After two and half years of record sales for the entire industry, it has almost slowed to a crawl. The slowing pace has led to the dreaded combination of high-inventory volumes and low-store traffic, as a result, many distributors and dealers are still trying to sell off their spring and summer products like BBQs and patio furniture.

Yet, the industry as a whole seems optimistic for the second half. Traffic is picking up and installation schedules are starting to fill up. I personally have traveled and spoken to many professionals in the industry, and a large majority feel that we are seeing the light at the end of a dark tunnel. Additionally, a few large acquisitions by OEMs and distributors recently, are contributing to the signs of a strong hearth industry in the near future.

The Duravent Group has been spending time looking at new product lines and product improvements. This summer alone, we introduced our new Ultimate Stovepipe and Ultimate Plus large diameter chimney for our Selkirk and Amerivent customers. The reviews have been spectacular, and customers are excited.

Even more exciting, this fall we will be introducing our relisted DiKapt chimney cap. Many of you may have already seen it. Our DiKapt chimney cap solves a lot of downdraft issues for woodburning installations. We have had it relisted to cover all our chimney brands, so be on the lookout. Duravent and Security Chimneys are also introducing a new rubber boot flashing for our chimney systems which makes installations on metal roofs easier and faster. Duravent Group has also received many new OEM approvals for our Direct Vent Concentric Flex. Check it out below along with our new DiKapt cap and rubber boot flashing.

The Duravent Group is looking forward to a resurgence of the hearth business and we hope you are as optimistic as we are. From all of us, we thank you for your business.

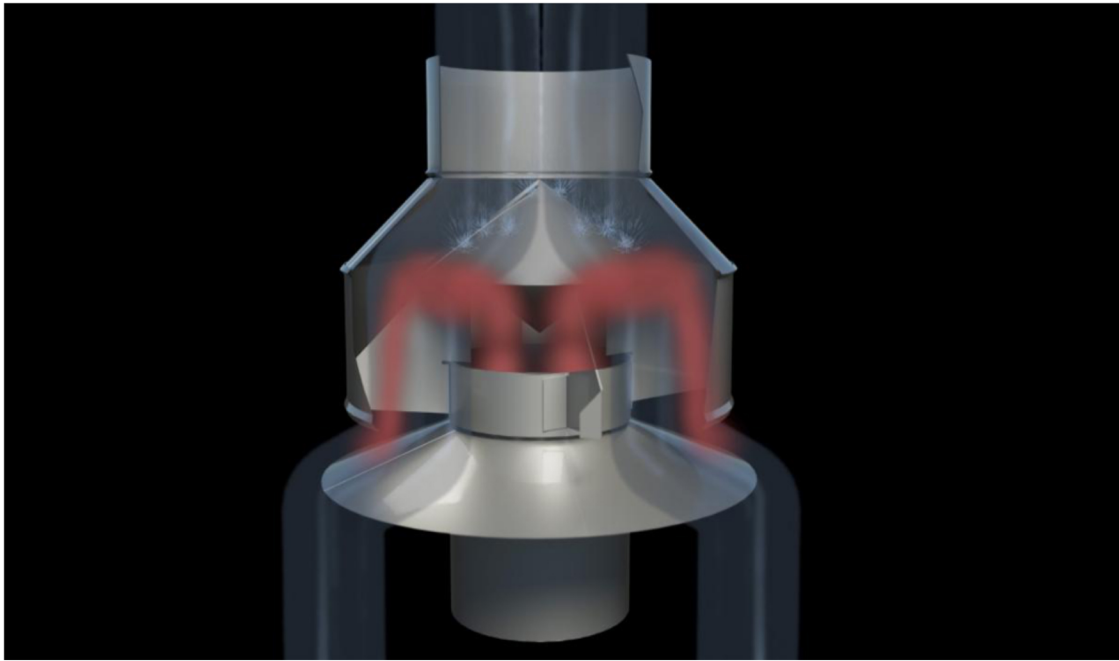
Sincerely,



Todd Lampey  
*Vice President of Sales, Hearth*

# NEW DIKAPT WIND-KING

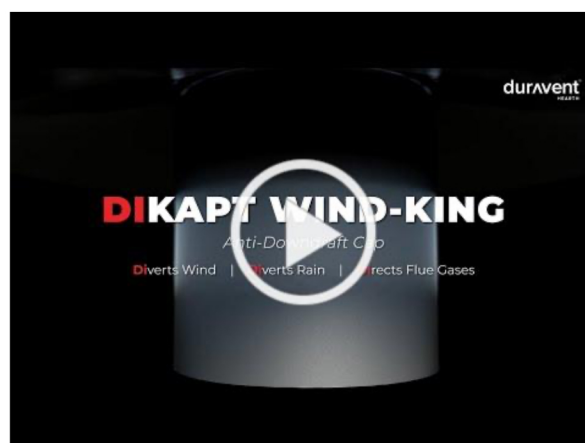
## YOUR ANTI-DOWNDRAFT CAP

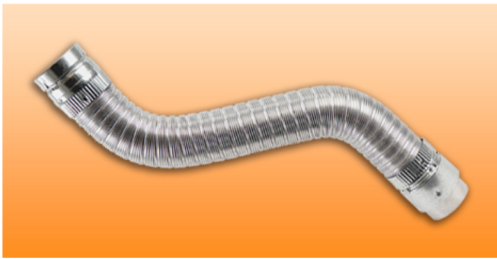


Take control of the elements with Duravent's new DIKAPT cap. Your solid-fuel chimney is a living thing. At least that's how we see it, which is why we want to not only increase its efficiency but also its longevity. How do we do that? It's all in the "DI."

- **DIVERT WIND**
- **DIVERT RAIN**
- **DIRECT FLUE GASSES**

We are excited to announce the launch of the DIKAPT Wind-King chimney cap, the solution designed to withstand harsh climates and any weather conditions you can throw at it. Our innovative omnidirectional venturi design ensures the optimal flow of hot gases by diverting wind and rain out of the cap without inhibiting the flow of flue gases. DIKAPT Wind-King is UL-approved on class A chimneys to UL103HT. Made with high-quality 300 series stainless steel construction, it is available in 5"-8" and 10" diameters and backed by our Smart Choice Lifetime Warranty. Don't let wind and rain ruin your chimney! Watch it in action below! You'll thank us and so will your chimney.

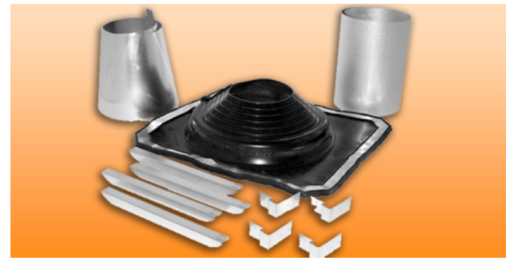




## Introducing DirectVent Pro Concentric Flex

Imagine the frustration of finding that perfect spot for your new fireplace only to have your chimney vent interrupted by a wall stud, joist, or truss, forcing you to offset with expensive elbows. We have the solution. DirectVent® Pro Concentric Flex allows you to simply pull the venting to the desired length, make the connections, and move on to the next job. Whether single-offset or double-offset, it's no longer a problem. DirectVent Pro Concentric Flex has got you covered.

[Learn More](#)



## Voice of Engineering

Flashing can be a challenge when venting freestanding stoves or factory made fireplaces in metal roofs due to unique ridges, spacing, and shapes. Traditionally, a deadsoft aluminum flashing is hammered, bent, and pushed into shape. Although widely accepted, it can be time-consuming. Duravent Group is excited to announce an alternative solution, the Rubber Boot Flashing. No need to cut a slit or a hole. The chimney penetrates the roof, and the rubber boot takes it from there. Whether a Class A chimney or Direct Vent application, our rubber boot solves your flashing needs.

[Learn More](#)

# YOUR HVAC NEWS

## TOP 10 HEATWAVE SURVIVAL TIPS

Certified  
ISO 9001 : 2015  
Company



ISO 9001 : 2015

Proud to announce our recent certification!

**AHR** EXPO **Chicago**  
JAN 22-24, 2024  
The event for HVACR

**duravent**  
GROUP

Visit us  
in booth  
**S7731!**

**REGISTER HERE NOW!**

For the hearth industry, 2023 has been a struggle as demand slowed from record numbers and inventory piled up but fortunately, as we head into heating season, we are starting to see some positive signs - contractors are looking to place store orders, home building starts are solid and there's a newfound enthusiasm for new product innovations. All of this gives us optimism that the second half of the year will be much better.



Simon Davis  
President & CEO

## TOP 30 HVAC INDUSTRY TRENDS

NOBODY MOVES AIR BETTER

Your complete guide to GRDs from Hart and Cooley.

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