





Sales Primer SolarisTM See-Through Direct Vent Gas Fireplace

APRIL 2010

Stealing a piece of the sun

Inspired by the setting sun, the Solaris See-Through direct vent gas fireplace is the most innovative and unmatched hearth product in the industry. Featuring our patent-pending, continuous levitating flames and transparent Razor $^{\text{TM}}$ burner, the Solaris is a contemporary and award winning fireplace on trend with consumer demands. Customize the Solaris with up to 32 color combinations for a truly one of a kind, modern focal point in any room.

World's only see-through circular gas fireplace will sell to architects, custom builders and upscale homebuyers

- World's only continuous levitating flame featuring our see-through Razor burner provides unmatched flame design.
- World's thinnest see-through fireplace allows installation on a 2' x 6' wall.
- 33" diameter size works well for both residential and commercial applications.
- Customize your look with many front options, and up to 32 combinations, making it perfect for custom builders, architects, hotels, and restaurants.
- Optional World's only "infinity flame" provides the 6 foot deep illusion of flame and lighting effects.

Unshoppable Profit Opportunity

- At a price of \$11,999 MSRP plus additional \$2,000 MSRP for fronts, provides excellent profit opportunity with an unmatched look.
- No price shopping, a unique product no other manufacturer can offer for high spec jobs.

Innovation & design like this can only be from Heat & Glo

- Heat & Glo is the Best in Fire, Best in Innovation and Best in Design.
- The Solaris features many patent-pending features:
 - Continuous levitating flame and see-through Razor burner
 - Rectangular pipe for 2x6 wall installation
 - New Power Vent Inline system, included standard



See-Through Solaris shown with base front in flat black, top and bottom panels in Ebony black, and side panels in Gloss white.



Mirrored Solaris shown with base front in Gloss white and top, side and bottom panels in Lava red.







The Solaris was awarded HPBA Vesta Awards for Best Gas Fireplace and Best-in-Show and was a finalist in the Art of Fire category.





Solaris Pricing

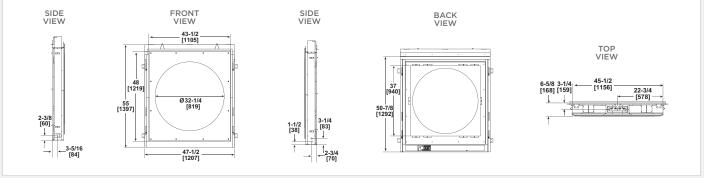
Includes: 29,000 Btu/hour, Patented see-through Razor burner, PowerVent Inline system, 20' in-line powervent cable, Wireless wall control/remote

Choice of: See-through or two-sided infinity effect, trim ring depth, and colors of front base, top and bottom panels and side panels

side parieis		MSRP
SOLARIS36-ST	Two-sided, see-through fireplace	\$11,999
SOLARIS36-MR	Two-sided, mirrored glass for infinity effect, includes LED lighting	\$13,999
LPK-SOL36	LP conversion kit for Solaris	\$399
Fronts		
SOL-RING-F	Trim ring for flush wall finishing (includes safety mesh)	\$600
SOL-RING-MG	Trim ring for marble/granite (7/8" from flush) (includes safety mesh)	\$600
	Base front in flat black, accepts/requires panels below	
SOL-BASE-WH	Base front in gloss white, accepts/requires panels below	\$700
	Top and bottom panel set, gloss Ebony, White or Lava Red	
SOL-TB-BL	Top and bottom panel set, Spatolato Blue	\$650
SOL-LR-(EB, WH, RED)	Side panels set, gloss Ebony, White or Lava Red	\$350
SOL-LR-BL	Side panels set, Spatolato Blue	\$550

Solaris Specifications

MODEL	FRONT WIDTH		BACK WIDTH		HEIGHT		DEPTH		Btu/Hour Input
SOLARIS36-ST, SOLARIS36-MR	Unit	Framing	Unit	Framing	Unit	Framing	Unit	Framing	29,500 (NG) 29,500 (LP)
	47-1/2	47-1/2	47-1/2	47-1/2	55	55-1/4	6-5/8	5-1/2	



Dimensions above are in inches. Reference dimensions only. We recommend measuring individual units at installation. Assumes the use of 1/2" Sheetrock. NOTE: Combustible material should not be installed over the face. Make sure you do NOT cover the decorative door opening.

Refer to installation manual for detailed specifications on installing this product. Heat & Glo reserves the right to update units periodically. The flame and ember appearance may vary based on the type of fuel burned and the venting configuration used. Pictures in this brochure are not a true representation of the fireplace and/or flames.

Quote/Installation Considerations

- The Solaris and its accessories are Heat & Glo "Build to Order" products which require 28-day lead-times from date of order
 to shipment to HHT RDC. Please plan for your standard lead-time between the HHT RDC and your location for total customer
 lead-time.
- PVI powervent in-line is included and required with each unit. Also included is a 20 foot wire harness to connect the unit and the PVI. Be sure to order rectangular vent pipe and any additional wire length needed for your specific installation.
- The PVI system includes a safety check cycle at start up that causes a delay between turning on the unit and ignition. Customers need to be made aware of this delay.
- Each Solaris requires one trim ring and one front to complete the unit. The front consists of a base, a set of top and bottom panels and a set of left and right panels.
- The Solaris is an "Advanced Technology Product" and requires customers to have at least one person on staff who has completed and passed the product's ATP training to ensure consumer product satisfaction. In order to ensure delivery of these products to your store(s), courses must be successfully completed by July 15, 2010.
- The Solaris is only eligible for a 25% burn credit. An additional 25% credit can be requested if you purchase four (4) of these units in a 12-month period at normal price.