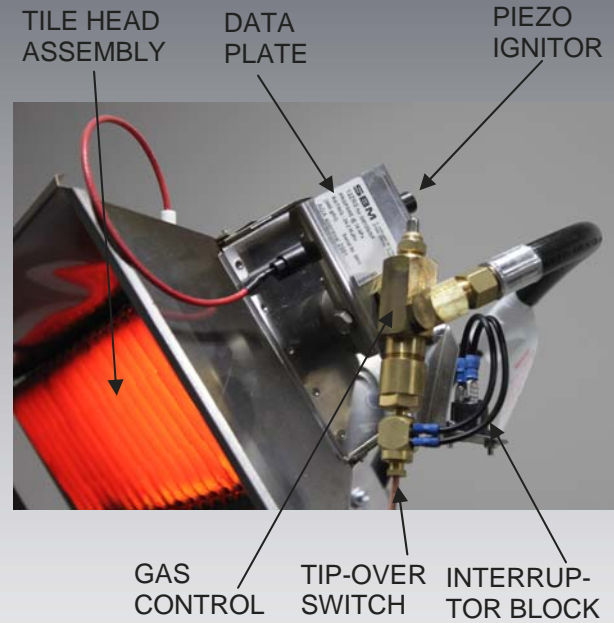


Why SBM?

By concentrating the energy where it is needed, ceramic heating reduces annual heating budgets by up to 50%. It also decreases by the same percentage greenhouse gas emissions.

The environmental profile of SBM ceramic heaters is positive throughout their whole life-cycle:

- ◇ Manufacturing from recyclable raw materials: stainless steel, brass, ceramic.
- ◇ Savings of raw materials: a 30 MJ heater only weighs 12 kg, meaning an energy efficiency of 0,4 kg per kW.
- ◇ Logistics optimized: flat package allows reducing the impact of transport on the environment.
- ◇ Reduced operating energy: a ceramic heater operates without any mechanical part moving.
- ◇ Lifetime of heaters longer than 20 years under normal operating conditions.



MODEL CODE	Maximum Heat Input MJ/h [A]	Minimum Heat Input MJ/h [B]	Coverage at max. input Approx. m ²	Gas consumption grams/hr [A]	Height Adjustment mm	Weight including stand kg [C]
HeatGlo12	24.2	15.8	25*	480	1800-2300	18
HeatGlo16	30.8	19.0	33*	611	1800-2300	19

[A] Regulator set on maximum position 10
 [B] Regulator set on minimum position 1
 [C] Excluding gas cylinder
 * ASTM F2644 > 2°C Radiant Effect

Warning - Application of product:
 SBM Portable heaters are not approved or suitable for use in residential indoor applications. Heaters must not be operated in enclosed spaces or any room or space of less than 120m³ for GM12, 155m³ for GM16 or 180m³ for GM20. Heaters must not be operated in any location where flammable materials are present. Heaters cannot be used with standard barbecue type domestic gas regulators or on Natural gas.
 [SBM RI Series is available for Wall mounted Natural Gas Applications].

AUTHORISED RESELLER:



HeatGlo: Stylish Solution for Heat on the Go

**The Ultimate Outdoor Heater
 Great for Cafes and Restaurants
 Smart choice for your own backyard**



Why Radiant Panel?

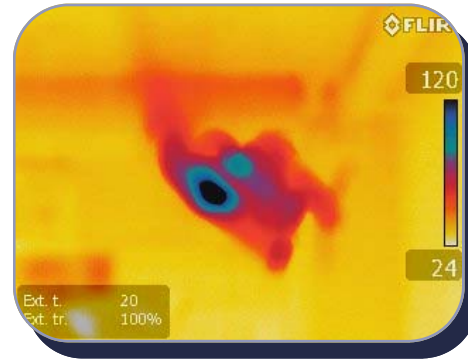
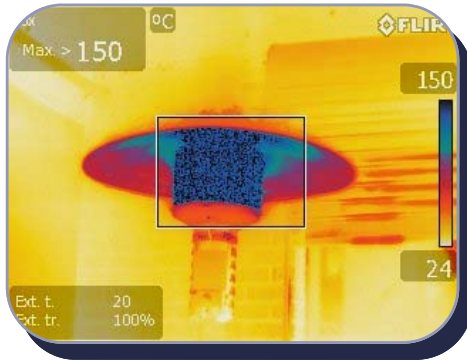
- ◇ Heats the objects, not the air
- ◇ Provides directional (side spread) radiant heat distribution (meaning 1 heater can easily cover 25 square meters) with the comfort zone at least 4 meters from the heater
- ◇ Consumes 3 times less gas than conventional patio heater*
- ◇ More even heat distribution achieved by adjusting 2 heat angle positions and 3 mast height positions
- ◇ Space saving design
- ◇ Adjustable heat output meaning additional gas savings
- ◇ Easy cylinder replacement
- ◇ Convenient casing height
- ◇ Stainless steel construction**
- ◇ Inboard trolley wheels - no trip hazard
- ◇ Solid nylon wheels [2] and rubber feet [2] Safety tilt switch
- ◇ Piezo ignition 'No strings' ignition
- ◇ Optional front panel logo of your choice

*For model HeatGlo12
 **Base and back panels heavy gauge galvanised steel



Ceramic Panel Heater VS Conventional Patio Heater

Make informed decision on operational efficiency, heat effectiveness and environmental impact



Infrared Images Compared

Patio heater. Reflector is 150 C, with uneven heat distribution and considerable amount of heat lost through the top of the metal cover.

Ceramic panel heater. The hottest spot is 120 C, with even heat distribution over a bigger area and less heat rising up.

Images taken according to ASTM F2644-07 Standard Test Method for Performance of Commercial Patio Heaters

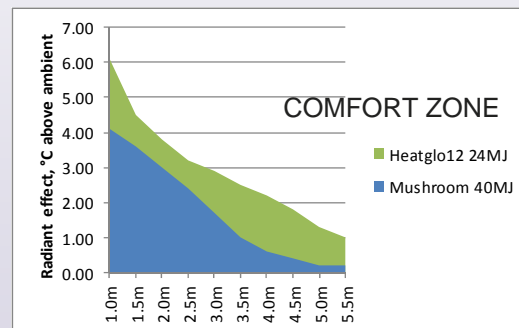


Patio heater. Heats more air above



Panel heater. Heats the objects

Looks Compared



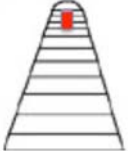
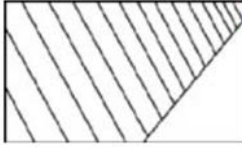
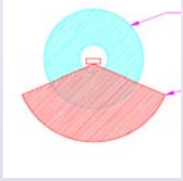


Comfort Compared

This graphic demonstrates wider spread of heat coverage and higher radiant effect of the radiant heater delivered at lower energy costs

“Panel heater could heat a target area for a fraction of running costs and emissions of conventional patio heater”

(from “Outdoor radiant gas heaters. Product profile by Australian and New Zealand Ministerial Council of Energy”)

	Conventional Patio Heater	HeatGlo12
Type of burner	Atmospheric Gas Burner 	High Efficiency Infra-Red Burner 
Heat Pattern and reflection	Downward focus 	Side Spread 
Unit positioning	Close to occupants (between tables)	On periphery (out of the way)
Capacity	40 MJ /h	24 MJ/h to 16 MJ/h at low fire
Safety	High winds and unit tilt	Tip-over switch Flame failure protection
Time to switch on	Up to 2 minutes	2 sec
Fuel	LPG	LPG
Bottle size	9 kg	9 kg
Bottle cost	\$19	\$19
Cost per MJ	4.2¢	4.2¢
Bottle Refill	11.25 hours	19 hours at 24 MJ; 30 hours at 16 MJ
Running Cost	\$1.68/h	\$1.01—\$0.67 / h
Heat distribution	 <p>40 MJ Patio Heater; Area with >1°C Radiant Effect Area = 96 m²</p> <p>24 MJ HeatGlo Panel; Area with >1°C Radiant Effect Area = 90 m²</p>	
LLC for commercial property, running 230 h /year	Initial investment—\$1000* Running costs \$386 / year, Replacement—every 5 years Total in 10 years: \$5860	Initial investment—\$1000 Running costs \$205 / year, Replacement—every 30 years Total in 10 years: \$3050
LLC for individual usage, running 100 h /year	Initial investment—\$1000* Running costs \$168 / year, Replacement—every 5 years Total in 10 years: \$3680	Initial investment—\$1000 Running costs \$80 / year, Replacement—every 30 years Total in 10 years: \$1800

* This price is for top of the range model