



Australia's toughest sun powered roof ventilator - sleek frame with optimum fan size, tailored to your roof. Designed to pack a mighty punch year after year - backed up by the best warranty, without the small print.

**Ventilate like you mean it!**

It's no contest!



**SOLATUBE**  
Ventilation Systems

### ***The Solatube Advantage***

- Australia's highest quality solar roof ventilator
- Best industry warranty - 5 years (no exclusions)
- Custom flashings to suit roof profiles
- Sleek and unobtrusive design



It's no contest!

## **Sales Strategy**

- Focus on quality of build
- Wind vents are mostly passive, Solar Star is mechanical ventilation – that is the big difference!
- Focus on custom flashing options and the sleek design
- Be mindful of airflow and performance claims from competitors, some that we see are higher, some are plain false and exaggerated – most of these translate to very minor differences in air exchanges in a roof – **reliability of panels and motor, a larger fan diameter and sufficient air intakes will go much further in delivering better ventilation results**

It's no contest!

## ***The Solatube Advantage***

There are (some) cheaper products on the market, but they do NOT stand up to the quality of a Solar Star by Solatube Australia.

Whilst many products offer a 10 years + on Solar Panels and(or) housing, they all have a single, 1 size fits all roof flashing and have hidden exclusions in the warranty. For example;

- Solar Whiz offer 2 years on the motor (More expensive)
- Green Vent offer 1 year on the motor (Cheaper)
- SolarArk offer 3 years on the motor (More expensive)
- Cheap Bunnings products are never more than 1 year, and only have a 200mm opening. They would not out-perform a whirly bird!

It's no contest!

## ***The Right Model for the Right Roof***

RM-1200 – up to 150m<sup>2</sup> roof area

RM-1600 – up to 250m<sup>2</sup> roof area

RM-1600 if drawing air from inside through ceiling vents

RM-1600 if roof pitch over 25°

RM-1600 if overshadowing issues or south roof.

In extreme cases consider the add-on panel.

Air intakes – for every 50m<sup>2</sup> of roof area minimum 10cm x 20cm (or equal to 200cm<sup>2</sup>) size vent

Standard size eave vent from Solatube is 800cm<sup>2</sup>

It's no contest!