

## Attachment B. 2019 HeatSmart Mass: Pricing, Cost Adders, and Equipment Form - Solar Hot Water

**Instructions:** Solar Hot Water Installers should fill out **Tab 1:** SHW Equipment and Pricing Proposal and **Tab 2:** SHW Cost Adders

### Section 1: Solar Hot Water Equipment & Installer Workmanship Warranty

**Warranty** (Clarify standard installer Workmanship Warranty and the Equipment Warranty)

See Addendum 1- Warranty Statement

### Section 2: Solar Hot Water Equipment Pricing

**Base System Equipment**

Please complete the table below detailing your proposed discounted fixed-fee costs for installation of standard 2- and 3-collector solar hot water systems. Clarify the manufacturer, model, price, and relevant system assumptions. If the standard tank size that you use with a 2- or 3-collector system differs from the base size provided, please note this under equipment/system assumptions.  
**Standard assumption: Assuming base tank quoted has a back-up electric element, unless otherwise noted. Base price includes whatever structural assessment is requiring by local permitting authorities, such as a stamped structural letter.**

#### 2-collector system with 80 gallon tank

	Manufacturer	Model	Warranty
<b>Collector Information</b>	Solimpeks Solar Energy Corp. Konya, Turkey	Wunder ALS 3010 Flat Plate Collector	10 Years
<b>Tank Information</b>	Heat Transfer Products, Inc. New Bedford, MA	SuperStor SSU-80DWSE Stainless Steel (Double wall heat exchanger)	"Lifetime" per HTP warranty
<b>Controller Information</b>	RESOL Hattingen, Germany	DeltaSol BS Plus	4 Years (provided by NESHW)
<b>Pump Station Information</b>	WILO USA, LLC	Star Series	4 Years (provided by NESHW)

<b>Stagnation Method</b>	Drainback
<b>Freeze Protection</b>	Drainback/Glycol mix solar fluid
<b>Purchased Price</b>	\$8,702
<b>Deposit Required at Contracting (if applicable)</b>	\$500
<b>Equipment/System Assumptions</b>	Tank preheats existing DHW system. Tank includes integral electric element (material only-no wiring.)

#### 3-collector system with 120 gallon tank

	Manufacturer	Model	Warranty
<b>Collector Information</b>	Solimpeks Solar Energy Corp. Konya, Turkey	Wunder ALS 3010 Flat Plate Collector	10 Years
<b>Tank Information</b>	Heat Transfer Products, Inc. New Bedford, MA	SuperStor SSU-119DWSE Stainless Steel (Double wall heat exchanger)	"Lifetime" per HTP warranty
<b>Controller Information</b>	RESOL Hattingen, Germany	DeltaSol BS Plus	4 Years (provided by NESHW)
<b>Pump Station Information</b>	WILO USA, LLC	Star Series	4 Years (provided by NESHW)

<b>Stagnation Method</b>	Drainback
<b>Freeze Protection</b>	Drainback/Glycol mix solar fluid
<b>Purchased Price</b>	\$11,358
<b>Deposit Required at Contracting (if applicable)</b>	\$500
<b>Equipment/System Assumptions</b>	Tank preheats existing DHW system. Tank includes integral electric element (material only-no wiring.)

## Attachment B. 2019 HeatSmart Mass: Pricing, Cost Adders, and Equipment Form - Solar Hot Water

**Instructions:**

Please provide costs for the adders below and indicate whether you expect it to be a high use adder. Costs for adders can be given as a range. If you do not plan to offer an adder for a project factor, you may keep it blank. Applicants can list other adders under the "Other" section heading. If selected, an Installer may alter the list of approved cost adders during the course of the HeatSmart Mass program upon review and pre-approval by MassCEC's technical consultant.

Adder	Cost Increase Price Range (\$)	Units (i.e. the cost in column B is "per foot")	Please indicate if generally over 50% of systems will require this cost increase (Y/N)	Notes on Cost Adder
<b>Site Specific</b>				
Flat roof / Tilt racking	225	per collector	n	Does not include structural or roof work as determined by engineer and warranty.
Awning mount	150	per collector	n	Price is for portrait orientation. Landscape orientation \$225/collector.
Steep roof (define)	no extra charge		n	
Tall roof (define)	no extra charge		n	
Trenching (if not included in pole or ground mounted system cost)		individually priced	n	Site specific- depending on soil conditions.
No access to attic	no extra charge		n	Required partching or painting not included.
Tree removal		individually priced	n	Priced and executed by 3rd party hired by client only.
Slate shingles		individually priced	n	Priced and executed by 3rd party hired by client only.
<b>Project Specific</b>				
Additional collectors	1600	per collector	n	Price for 4th collector only, for additional collectors balance of system must be upgraded.
Ground mounted system	individually priced	per system	n	
Larger tank (upgrade 80 gallons to 119 gallons)	1056	per tank	n	Multiple tanks and custom tanks available for larger systems.
Larger/more efficient collectors than the base system	individually priced	per collector	n	ALS3010 has highest SRCC rating per cost, but will price any other collector or manufacturer per client request. Evacuated tubes also available (see below.)
<b>Structural</b>				
Reinforcing rafters	350	per installation	n	2-3 collectors only. Wood frame pitched roofs with attic access only.
<b>Existing System</b>				
Integration with existing hot water tank and/or boiler	no extra charge		y	Pre heat systems only.
Installation of two-coil tank for backup	750-950		n	Includes increment for 2 coil tank upgrade plus range of boiler work.
Installation of two-coil tank with fossil fuel boiler backup	individually priced		n	Install DHW boilers only. Boilers for space heating by third party hired by client.
Removal/disposal of old tank	no extra charge		y	
Preheat for tankless water heater	no extra charge		n	
Integration with gas-fired tank	no extra charge		y	
<b>General</b>				
Metering with ongoing access to data	850	per system	y	One time fee. Recommended by MassCEC. \$500 rebate applies.
Extended warranty (if available)	N/A		n	
Annual maintenance (if available)	350	every 5-7 years	y	Annual maintenance not necessary with our drainback systems.
<b>Other</b>				
Evacuated Tube Collectors (30)	200	per system		Adder to 2-collector system price
Evacuated Tube Collectors (60)	500	per system		Adder to 3-collector system price