



October 2011

GreenParkview is green to go

After a very thorough process of researching residents' needs and evaluating proposals from an extensive list of potential suppliers, the Parkview Residents' Association's GreenParkview's solar water heating campaign is ready to launch.

We have secured a guaranteed price on installed solar heating systems on orders placed by 31 December 2011 (**update: these prices may still stand, please contact the solar supplier**) and have selected two preferred suppliers who've passed the screening process – Solar Heat Exchangers and Solahart. However, you need to act soon, as the current generous Eskom rebate terms of up to R8964 are likely to change in the near future. Read the information here, talk to friends and neighbours and order as soon as possible.

Why go Solar?

- Save money
- Reduce your reliance on the grid and do your part for the national energy saving initiative
- Enhance the value of your property
- Help to make Parkview and Greenside East, Jo'burg's "greenest" suburbs

You will already have noticed how much your electricity bill has gone up recently. Electricity prices are set to increase by a further 25% next year and again the following year. Water heating is the largest component of most households' electricity consumption but Eskom estimates that the cost of a solar water heating system can be recuperated through electricity savings over four to five years. Once paid for, your solar system will provide free hot water! In addition, you will be helping to reduce the demand on the electricity grid whilst reducing the chance of powercuts in our area in the future.

In Joburg we are blessed with hours of sunshine that we could be using to heat our water - saving money and reducing our impact on the planet at the same time. Installing a solar water heating system is a cost effective, high impact first step towards achieving our goal of a GreenParkview.

Through an extensive research process we have screened over ten suppliers and many more systems. As a result we have identified two very well established and professional service providers and four systems offering different price points and benefits, which means there should be a system that will meet your particular needs.

One of the suppliers we have selected also offers a financing option through Nedbank which allows you to use your monthly savings on electricity to pay for your system.

How much will it cost?

The systems we have selected are not the cheapest available but they do offer, in our view, the best value for money, with quality equipment from reliable suppliers with many years of experience. Thanks to the collective leverage of the PRA, we have negotiated preferential pricing for residents.

Typically, a four person household in a house that has a suitable roof for the simplest installation can expect to pay between R21 600 and R25 500 for a 250 to 300litre system, after receiving the Eskom rebate. The prices below have the agreed discounts already incorporated into the pricing structure.

One of the suppliers, Solar Heat Exchangers, has also offered to make a donation of R400 per system installed to the PRA which we will use for further "greening" of Parkview – for example, providing solar water heating to one of the local government schools.

For your own records, and in order for us to access this donation to the community, it is important that GreenParkview is informed of all systems purchased through this initiative. Details on what to do can be found below. You can see more about the pricing in our price guide below.

Price Guide

Every house is different but for purposes of comparison we asked each supplier that we shortlisted to provide a sample quote based on a 3 bedroom family house with 4 occupants and a sloping roof in Parkview. The sample quotes provided are calculated after the rebate, discounts have been included and prices include VAT. Solar Heat Exchangers will apply for the Eskom rebate on behalf of the household (thereby carrying the cost of the rebate until they are reimbursed) and so the household would pay the price in the sample quote column. If you purchase your system with Solahart, the household would have to pay the full cost (approximately R32 950) and then apply for the rebate (R8 964) to get to the sample quote price listed here.

Both suppliers have provided full price lists that are guaranteed for the immediate future. Both companies have guaranteed the price, including the rebate amount until 31 December 2011. Solar HeatExchangers (SHE) guarantees their gross price until 29 February 2012.

| Company | Sample Quote – less rebate, including VAT and including agreed GreenParkview discounts | System Quoted (in litres) | Rebate 'cash flowed' | Q rating | Warranty and Service | Finance | Other information |
|----------|--|---|----------------------|----------------|----------------------|---------|--|
| Solahart | R23 986 | 302J Solahart J series (Australian) | NO | 35.35 | 5 year warranty | No | Very high quality system with long track record available at competitive price. Long life expectancy. Solahart uses approved and trained sub-contractors for installation. No financing available and purchaser must pay full price and then receive rebate. |
| SHE | R25 433 | 282 Giordano (French) | YES | 30.66 to 32.05 | 10 year warranty | Yes | Very high quality system with long track record. SHE has own installers. Long life expectancy. Intermediary for Nedbank Finance (Variable terms). SHE will reclaim rebate on your behalf. |
| SHE | R23 817 | 252 Giosol (Part SA, part French) | YES | 32.84 to 34.35 | 5 year warranty | Yes | Part SA built system from established manufacturer. SHE has own installers. Intermediary for Nedbank Finance (Variable terms). SHE will reclaim rebate on your behalf. |
| SHE | R21 606 | 252 Kwiksol (200l model SA, other part SA part China) | YES | 26.73 to 27.83 | 5 year warranty | Yes | SA built system from established manufacturer. Best price. SHE has own installers. Intermediary for Nedbank Finance (Variable terms). SHE will reclaim rebate on your behalf. |

For clarification of the technical terms please refer to the information below.

How to order your Solar Water Heating System

First read all the information in this flyer. Select the supplier that best matches your needs and contact them on the numbers or email addresses below. It is important that you remember to inform them that you are a GreenParkview customer or you may not get the discounts that we have agreed with them. They will ask you to complete a form giving them all the information they need in order to advise on the best system for you, following which they will arrange to visit to you and quote for the system and installation. If you wish, you can get both companies to quote for comparison.

We ask that you also inform the GreenParkview committee when you have purchased one or more of the approved systems by emailing us on green@parkview.org.za or by dropping a note into the PRA box at the Parkview Postnet. For any general queries please call Theresa Gibbon on 082 820 8437.

Contact details for preferred suppliers

| | | | |
|--|---|---|--|
| <p>Solar Heat Exchangers Dylan Tudor-Jones 083 775 9452 011 462 0024 086 11 SOLAR/76527 info@solarheat.co.za www.solarheat.co.za</p> |  | <p>Solahart Adrian Chessman Cell: 082 896 4388 Fax: 086 662 4377 jhb4@solahart.co.za www.solahart.co.za</p> |  |
|--|---|---|--|

Choosing a solar system

Between the two suppliers identified there are four systems on offer.

Here are the factors you may want to consider in making your choice of supplier and of system:

System Efficiency

Each system has a Q rating which we have included. The Q rating of the system is based on tests done by the South African Bureau of Standards (SABS). The higher the rating, the more efficient the system. The Solahart system is the highest rated, followed by the Solar Heat Exchangers Giordano system. The biggest difference between the Solahart and Giordano systems and the others we reviewed is in the amount of insulation built into, or around the storage tank. This is important since solar heating takes place during the day and the tank must store that water overnight before you use it in the morning. All the systems have an electric element in them which will switch on if the water temperature drops, so more efficient systems should use less electricity - otherwise this defeats the object of energy saving!

Local content

The 200litreKwiksol system offered by SolarHeat Exchangers is a wholly South African made system. The tank manufacturer, Kwikot, is the largest supplier of geysers in South Africa. The Giosol system offered by SolarHeat Exchangers is part manufactured in SA. The Giordano offered by Solar Heat Exchangers and the Solahart system are manufactured overseas. Locally made systems support the SA economy more than imported systems and this is why Eskom will keep the rebates on these systems and reduce the ones on imported systems in the coming months.

Price

The Solar Heat Exchangers Giordano system carries the highest price, the Kwiksol system, the lowest. The sample quotes give you an indication of what a full installation should cost but please note that depending on your specific needs (family size and amount of hot water needed and used) and your property specifications, the price will vary (see below). Please note that the costs given are a guideline and your particular property may have different needs, for example your roof trusses may need to be reinforced to hold the weight of a large geyser tank.

Price guides for all size systems for both suppliers can be requested from green@parkview.org.za

Reliability

All the systems offered have been installed in SA over many years. Solahart has installed 20 000 systems in South Africa and 36 systems in Parkview, the oldest of which has been operating for 28 years. Solar Heat Exchangers has been in operation for 24 years and they've installed over 100 systems in the neighbouring areas. They both have a very good track record. All systems have been awarded the SABS mark, which is an indicator of quality, safety and reliability of a product.

Service

Both companies we have selected have long track records and good reputations.

Financing and the rebate

Solahart does not offer financing and you will have to pay the full price of the system and then apply for the rebate yourself. We understand that rebates are usually paid out in approximately 8 to 12 weeks. To qualify for the rebate you will need a copy of your electricity bill and a copy of your ID as well as the original invoice and the claim form, which is completed by the supplier, and the electrician to prove electrical compliance and the home owner. Solahart will explain the process in more detail when the installation is complete. More details are available at www.eskomid.co.za.

SolarHeat Exchangers, on the other hand will do all of this work for you and they offer the price with the rebate; in other words SolarHeat Exchangers does not include the price of the rebate in what you pay them and they will apply for these funds on your behalf. In addition, Solar Heat Exchangers is an intermediary of Nedbank financing. Through them you can apply for a loan for the cost of the system and pay it off over a period from 12 to 60 months.

According to the information available to us, the amount payable under the Eskom rebate scheme is likely to be reduced in the future, with rebates on imported systems being reduced most sharply. Additionally, on imported systems, the weakening of the SA Rand will result in price increases in the future. So in order to secure the best prices, buy sooner rather than later.

Choosing the right size system

Your supplier will help you choose the right size of system. As a rule of thumb, you should need a tank capacity that allows 70 litres per person in your household. So, if there are four people in your household you may need a tank of at least 280ℓ. The actual size of tank will depend on your household's typical water usage. Your supplier will advise you on this.

Appropriate technology

For those of you who want to know about the technical issues - we have only chosen suppliers who install *indirect* systems, which have proven to be the most reliable in the Highveld. Indirect systems (where the solar panels heat up a liquid which then heats up your water – hence 'indirect') are more expensive than direct but direct systems can freeze up in cold winters.

We also recommend that unless there are particular conditions on your property, you should choose the simplest system which is a *close-coupled thermo-siphon* system. This means the entire unit (tanks and panels) is fitted on the outside of your roof with no pumps required. This is the simplest, the cheapest and the most reliable. The sample quotes that we have included are based on these systems. If your roof is not suitable for such a system then your supplier will advise you about other options.

Locating the system

Your supplier will advise you on where the system will be best located. The collection panel or panels need to be located where there is maximum sunlight. This means out of the way of trees and ideally north facing and it will also require an angle, or slope on your roof rather than a flat roof. In some cases, this may require putting a frame onto your roof at an additional cost.

Disclaimer

Please note that the PRA and GreenParkview have no financial or other interest in either of the companies that we have selected as preferred suppliers. Should you decide to "go green" and select one of these suppliers to install a solar heating system for you, neither the PRA nor GreenParkview can be held responsible or liable for any act or omission arising out of or associated with the installation of such system. Any such installation shall be regulated entirely by the contract concluded between the resident and supplier.

For further information, please contact us on green@parkview.org.za or 082 820 8437.