

# Customer Inquiry Guide for Snow Melting Systems



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<input type="checkbox"/> Heating Cable and Mat	
<input type="checkbox"/> Contactor Panel(s) <input type="checkbox"/> GFEP <input type="checkbox"/> Non GFEP	
<input type="checkbox"/> Aerial Sensor <input type="checkbox"/> Remote Control	
<input type="checkbox"/> In-Ground Sensor	
<input type="checkbox"/> Marker Plate	

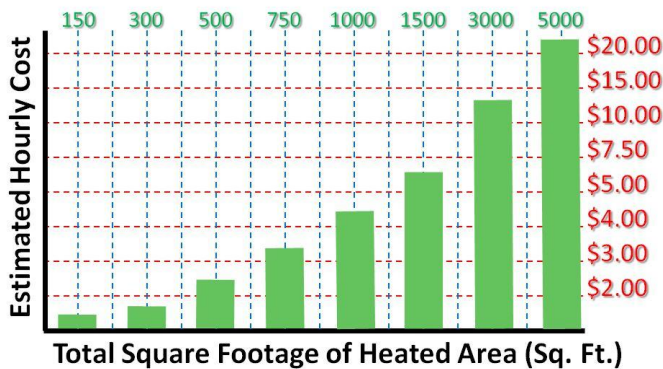
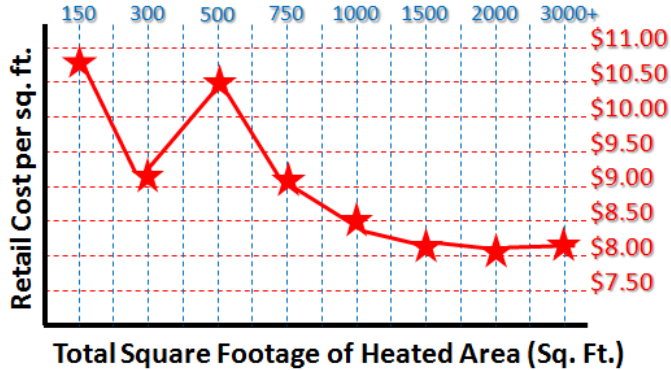
## Information to be Collected and sent to ProLine for Formal Quote

- Customer has provided a drawing or sketch of the work area.
- Customer has provided ACCURATE measurements or scale on the drawing.
- HEATED areas are clearly marked on the drawing.
- Size and location of NON-HEATED features are clearly marked on the drawing.
- Heat areas with:     Mats     Cable
- Wattage:             37W     50W
- Primary voltage:     208     240     277     480
- Service available (amps):     100A     200A     400A     800A     1000A
- Sensor type:         Aerial     In-ground
- Embedment:         Concrete     Asphalt     Pavers     Thin mortar
- Customer preferred TYPE and LOCATION of snow sensor is clearly marked on the drawing.
- J-box or power connection locations for heating cables or mats have been discussed.
- Customer has provided location of all EXPANSION JOINTS on the drawing.
- Are there any stairs for this project?
- Customer has provided an estimated degree and direction of slope (*if applicable*).
- Is this a PERMEABLE PAVER application?
- Customer has provided an estimated time frame for this project.
- Customer has provided their address and contact information.



**How much does it cost?** To provide an accurate quote, it is necessary to have the specific details of the project. However, it is possible to provide an *estimate* based on total square footage. Please refer to the graphs below:

**37W**



**This estimate is based on the following:**

- ❖ Snow melting mats
- ❖ 37 watts per square foot
- ❖ Standard contactor timer panel(s)
- ❖ Aerial sensor
- ❖ Single pavement marker plate

**This estimate does not include:**

- ❖ Installation and hook-up labor charges
- ❖ Embedment materials and labor costs
- ❖ Upgraded equipment
- ❖ Operation cost
- ❖ Shipping charges (nominal)

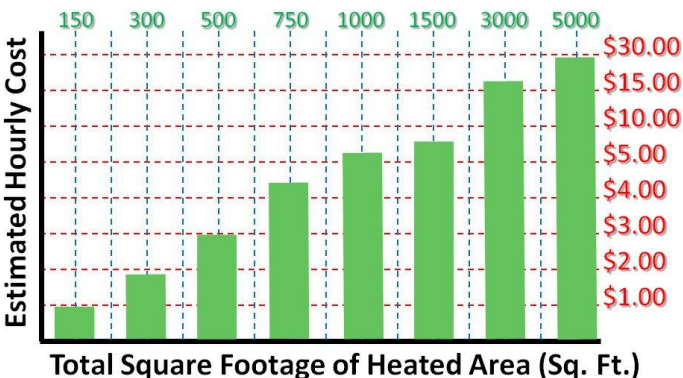
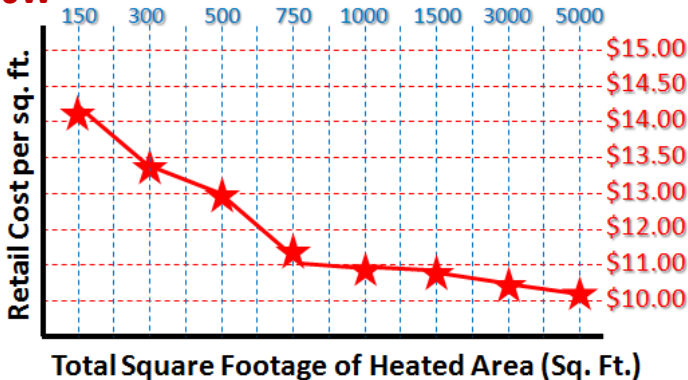
**Run time cost is based on the following:**

- ❖ 37 watts per square foot
- ❖ \$0.120 cost per kWh (kilowatt hour)
- ❖ Cost shown is per hour
- ❖ Typical snow storm lasts 4-5 hours

*Prices subject to change without notification.*

*Estimate only.*

**50W**



**This estimate is based on the following:**

- ❖ Snow melting mats
- ❖ 50 watts per square foot
- ❖ Standard contactor timer panel(s)
- ❖ Aerial sensor
- ❖ Single pavement marker plate

**This estimate does not include:**

- ❖ Installation and hook-up labor charges
- ❖ Embedment materials and labor costs
- ❖ Upgraded equipment
- ❖ Operation cost
- ❖ Shipping charges (nominal)

**Run time cost is based on the following:**

- ❖ 50 watts per square foot
- ❖ \$0.120 cost per kWh (kilowatt hour)
- ❖ Cost shown is per hour
- ❖ Typical snow storm lasts 4-5 hours

*Prices subject to change without notification.*

*Estimate only.*

## Customer Inquiry Guide Explanation

Thank you for your interest in our radiant heat systems.

- The top of page 2 shows the general equipment needed. The system is automatically activated by a temperature/moisture sensor. The customer can choose an aerial or an in-ground sensor. The aerial sensor is usually mounted above the eave and has an auxiliary control that can be operated from ground level. The in-ground sensor has a more sophisticated controller and is a little more expensive. An extra in-ground sensor could also be added to the controller to activate a second area.
- The bottom of page 2 is good for gathering information needed so we can provide a formal quote and design layout. We can usually turn quotes around in about 24-48 hours. (Although the installation techniques are different, we use the same systems with concrete, asphalt, and landscape pavers.)
- The top of page 3 has a retail cost graph showing the approximate MSRP of a 37-watt system with an aerial sensor and contactor panel. You can see that 1,000 sq. ft. runs a little over \$8.00 per sq. ft. That is list price for the radiant heat system. **Contractors will need to add their install charge (generally \$2-4 per sq. ft.) and cost for electrical hook up. The electrician may need to upgrade the service, depending on the customer's power availability at the panel.**
- Below the retail cost graph is a estimated hourly cost graph showing the average operating cost of the system based on ASHRAE calculations for snow storms; usually about 4-5 hours per storm. So, a 1,000 sq. ft. driveway would cost \$4.40/hour, or about \$20 per storm (at \$0.12 kilowatt hour).
- On the bottom of page 3 are calculations for a 50-watt system, which is generally used in commercial projects, storefront sidewalks, permeable pavers, etc. It is a little more expensive.
- **Our quotes will include electric load calculations plus number and size of GFEP breakers needed, etc., so your electrician will have the information needed to add his charge to the project.**

If a customer is genuinely interested, please send the info and let us do the quote for you. Our design team includes engineers, master electrician, draftsmen, and other qualified individuals who provide industry expertise for large or small projects. **We will train installers and electricians and provide tech support (for FREE), so that there is no guess work.**

When you are ready, we offer an interactive product orientation webinar for your staff via WebX that takes about 30-40 minutes. It can be done over lunch individually or with several installers together, depending on what's convenient for you.

[www.prolineradiant.com](http://www.prolineradiant.com)

