



January 30, 2026

ARLO ALUMINUM CO., INC.
ATTN: MR. SUNNY
UNIT 852 TOWER A, SHORE 1 RESIDENCES, BRGY. 76 PASAY CITY

Dear Ma'am/Sir,

Kolin Marketing Inc., is extremely honored for your endorsement of Kolin brand and we are please to offer you with a special price/s for the following items.

A. EQUIPMENT & INSTALLATION

* OPTION 1 *

QTY	U/M	MODEL / DESCRIPTION	SRP	DISCOUNTED PRICE		AMOUNT
1	UNIT/S	MODEL: KS-1W20-MCA11201M32 KOLIN WALL MOUNTED CERTUS AI SERIES AIRCONDITIONER 19,000 Kj/h (2.0HP) FULL DC INVERTER W/ WIFI R-32	42,995.00	26,176.20	PHP	26,176.20
TOTAL UNIT COST						PHP 26,176.20
ESTIMATED COST OF INSTALLATION (please see attached)						PHP 11,400.00
TOTAL ESTIMATED COST OF THE PROJECT						PHP 37,576.20

* OPTION 2 *

QTY	U/M	MODEL / DESCRIPTION	SRP	DISCOUNTED PRICE		AMOUNT
1	UNIT/S	MODEL: KSG-1WF-20WVY-8K1M32 KOLIN WALL MOUNTED PRIMUS GOLD AIRCONDITIONER 19,000 Kj/h (2.0HP) FULL DC INVERTER W/ WIFI R-32	59,595.00	38,292.20	PHP	38,292.20
TOTAL UNIT COST						PHP 38,292.20
ESTIMATED COST OF INSTALLATION (please see attached)						PHP 11,400.00
TOTAL ESTIMATED COST OF THE PROJECT						PHP 49,692.20

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TERMS OF PAYMENT:

FULL PAYMENT OF UNIT AND DELIVERY CHARGE. IF CHECK, SUBJECT FOR 3 DAYS CLEARING.

BANK DETAILS:

- * Unit/s & Delivery: Account Name - KOLIN MARKETING INC. / Account# - 011808002307 (BDO-KALAYAAN)
- * Installation: Will be provided by assigned installer.
- ** You may settle first payment for unit/s & delivery. Installation payment can be settled directly to installer after actual works.

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WARRANTY:

FOR SPLIT TYPE : ONE (1) YEAR FREE PARTS AND LABOR, THREE YEARS (3) MAIN PCB , TEN (10) YEARS WARRANTY ON COMPRESSOR.

NOTES: PRICES ARE SUBJECT TO CHANGE WITHOUT PRIOR NOTICE.

PRICES IS VAT INCLUSIVE.

** Cost of Installation is Package with the Unit(s), this cost cannot avail separately (Final charges will be based on actual works).

We thank you for giving opportunity to offer our product and services, hoping we receive your purchase order.
If you need assistance, don't hesitate to call the under signed at 0917-807-8607 or email at kmi_asst@kolinphil.com.ph

Very Truly Yours,

JANELLEN S. LIM
KMI-ASSISTANT

Noted By:
MART NATHANIEL R. FLORES
KMI-SUPERVISOR

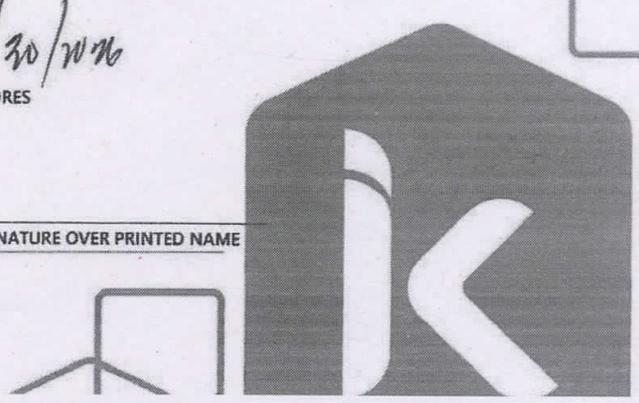
Approved By:
MS. EDITHA M. FLORES
AVP - FINANCE

Conforme:

SIGNATURE OVER PRINTED NAME

KMI-QUOTE-01-26-0011-rev2
OMF-24%/6.5K/7K

Kolin Marketing, Inc.
1854 Sta. Rita St., Guadalupe Nuevo, Makati City
Tel.: (632) 8852-6473
Fax: (632) 8852-2170 / (632) 8852-4792





ESTINOR AIRCONDITIONING SERVICES

Customer Name : Jim Gago Jr.
 Address : UNIT 852 Tower A Shore 1 Reef.
 Establishment Type: BRGY 76 PASAY
 Residential Commercial
 Area Surveyed : _____

Date : 1-28-26
 SJR No : _____

Cooling Capacity Computation

Floor Area : 19 sqm.
 Ceiling Height : 2.7 mtr.

note: add 20% per meter in excess of 3 meters in the initial cooling capacity computed.

Floor Area : 19
 Ceiling Height (excess of 3 mtrs.): _____

- x 550 Btu/hr
- x 20%
- 20% Heat Load of Floor Area
- 50% Heat Load of Floor Area

<u>10.450</u> Btu/h
_____ Btu/h
_____ Btu/h
_____ Btu/h
_____ Btu/h

Windows Direct Sunlight _____
 Glass Wall Direct Sunlight _____
 Total Cooling Capacity _____

Add : Additional Heal Load
 No. of Person 2
 No. of Ordinary Light (<40w) 2
 No. of Special Light (<40w) _____
 No. of Refrigerator (<6 cu.ft.) 1
 No. of Refrigerator (<6 cu.ft.) _____
 No. of Television _____
 No. of Cooking Range 1
 No. of Laptop Computer _____
 No. of Desktop Computer _____
 No. of Printer _____
 No. of Photocopier _____

- x 300 Btu/hr
- x 200 Btu/hr
- x 400 Btu/hr
- x 400 Btu/hr
- x 800 Btu/hr
- x 400 Btu/hr
- x 1500 Btu/hr
- x 250 Btu/hr
- x 500 Btu/hr
- x 500 Btu/hr
- x 1000 Btu/hr

<u>600</u> Btu/h
<u>400</u> Btu/h
_____ Btu/h
<u>400</u> Btu/h
_____ Btu/h
<u>1500</u> Btu/h
_____ Btu/h
_____ Btu/h
_____ Btu/h
_____ Btu/h
<u>13,350</u> Btu/h
<u>1.5HP</u> HP

Total Cooling Capacity _____
 Computed Cooling Capacity KS-IW20-MCAI1201M32

Recommended Product Model _____ Recommended Capacity / Type _____

2.0 HP
 2.0 HP unit is recommended, as the existing copper piping is 1/4" x 1/2", which is compatible only with 2.0 HP models.

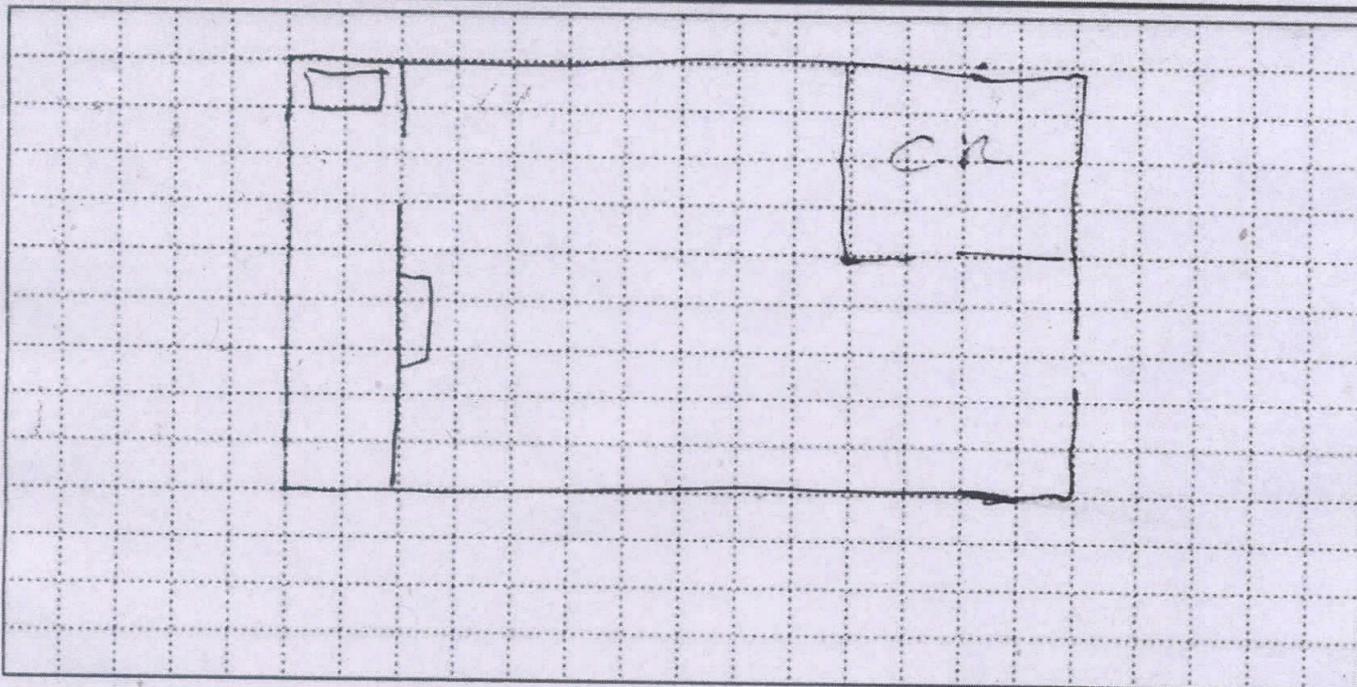
Note : Compressor warranty will be reduced to _____ yr. if air-conditioner purchased is lower than the recommended cooling capacity or pipe lay-out is beyond the maximum allowable length.

Scope of Agreement

- 1. Copper tube lay-out Expose Embedded
- 2. Chipping Included Not Included
- 3. Fabricated bracket Yes No
- 4. Service Ledge Yes No
- 5. Dismantling of existing Aircon Included c/o Customer
- 6. Leak Test of existing Copper tube Yes No
- 7. Duct works Yes No

- 8. Location of indoor and outdoor units were agreed by the customer and surveyor.
- 9. Plastering, Carpentry and restoration works are to be done by the customer.
- 10. Wiring of electrical supply from main panel to air-conditioning unit are to be done by the customer.
- 11. Processing of mechanical plan, working permit are to be done by the customer.
- 12. Other concern: _____

Plan Lay-out



Indoor Unit Location : BEDROOM
 Outdoor Unit Location : _____
 Pipe Length : 15 FT
 Special Note : _____

Instruction: Encircle required specifications (copper tube size, power supply, circuit breaker and ODU bracket)

Installation Cost Estimate

Material Description	Qty.	Unit Cost	Total Cost
Insu. Copper Tube (Excess of 10ft.) 3/8" x 1/4" 1/2" x 1/4" 5/8" x 1/4" 5/8" x 3/8" 7/8" x 3/8"			
Communication Wire - Royal Cord (Excess 10ft.) 2.0sqmm x 4c			
Power Supply - Royal Cord (Breaker to ODU) 3.5sqmm x 3c 5.5sqmm x 3c 8.0sqmm x 3c			
Circuit Breaker 20Amps/1Ph 30Amps/1Ph 40Amps/Ph 60Amps/1Ph 40Amps/3Ph 100Amps/3Ph			
Bracket (ODU) Kolin Wall Kolin Floor Fab. Floor Fab. Wall Fab. Wall w/ ledge			
Angel Bracket (WAC)			
PVC Pipe (Drain) 3/4" x 10' 1" x 10'			
Leaktest Existing Copper Tube (ø dia 1/4 x 1/2 estimated length 15 ft)			
Dismantling Fee (Existing Air-Conditioning unit capacity 1.5 HP)			
Chipping Works			
Others <u>USE OLD PIPE NEED REPROCESS</u>			
Initial Charge			
TOTAL ESTIMATE			DISMANTLE old unit 2,500 2,000 7,500 12,000.00

Note:

1. Final charges will be based on actual installation.
2. Survey fee will be deducted in the installation fee.

LESS DISCOUNT - 600

11,400

Prepared by:

Edwards E.

Signature Over Printed Name

Customer Conforme:

Robert W. Wong

Signature Over Printed Name