



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-IW20-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-IWF-20WFF-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

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.

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





# ESTINOR AIRCONDITIONING SERVICES

Customer Name : Jim Galo Jr.  
 Address : UNIT 852 Tower A Shore 1 Resd.  
 Establishment Type: Residential  Commercial   
 Area Surveyed : \_\_\_\_\_

Date : 1-28-26  
 SJR No : \_\_\_\_\_

## Cooling Capacity Computation

Floor Area :	<u>19</u> sqm.		
Ceiling Height :	<u>2.7</u> mtr.		
Floor Area :	<u>19</u>	x	550 Btu/hr
Ceiling Height (excess of 3 mtrs.):	_____	x	20%
Windows Direct Sunlight	<input type="checkbox"/>	20% Heat Load of Floor Area	
Glass Wall Direct Sunlight	<input type="checkbox"/>	50% Heat Load of Floor Area	
Total Cooling Capacity			<u>10,450</u> Btu/h
<b>Add : Additional Heat Load</b>			
No. of Person	<u>2</u>	x	300 Btu/hr
No. of Ordinary Light (<40w)	<u>2</u>	x	200 Btu/hr
No. of Special Light (<40w)	_____	x	400 Btu/hr
No. of Refrigerator (<6 cu.ft.)	<u>1</u>	x	400 Btu/hr
No. of Refrigerator (<6 cu.ft.)	_____	x	800 Btu/hr
No. of Television	_____	x	400 Btu/hr
No. of Cooking Range	<u>1</u>	x	1500 Btu/hr
No. of Laptop Computer	_____	x	250 Btu/hr
No. of Desktop Computer	_____	x	500 Btu/hr
No. of Printer	_____	x	500 Btu/hr
No. of Photocopier	_____	x	1000 Btu/hr
<b>Total Cooling Capacity</b>			<u>13,350</u> Btu/h
<b>Computed Cooling Capacity</b>	<u>KS-IW20-MCA11201M32</u>		<u>1.5 HP</u> HP
<b>Recommended Product Model</b>	_____	<b>Recommended Capacity / Type</b>	<u>2.0 HP</u>

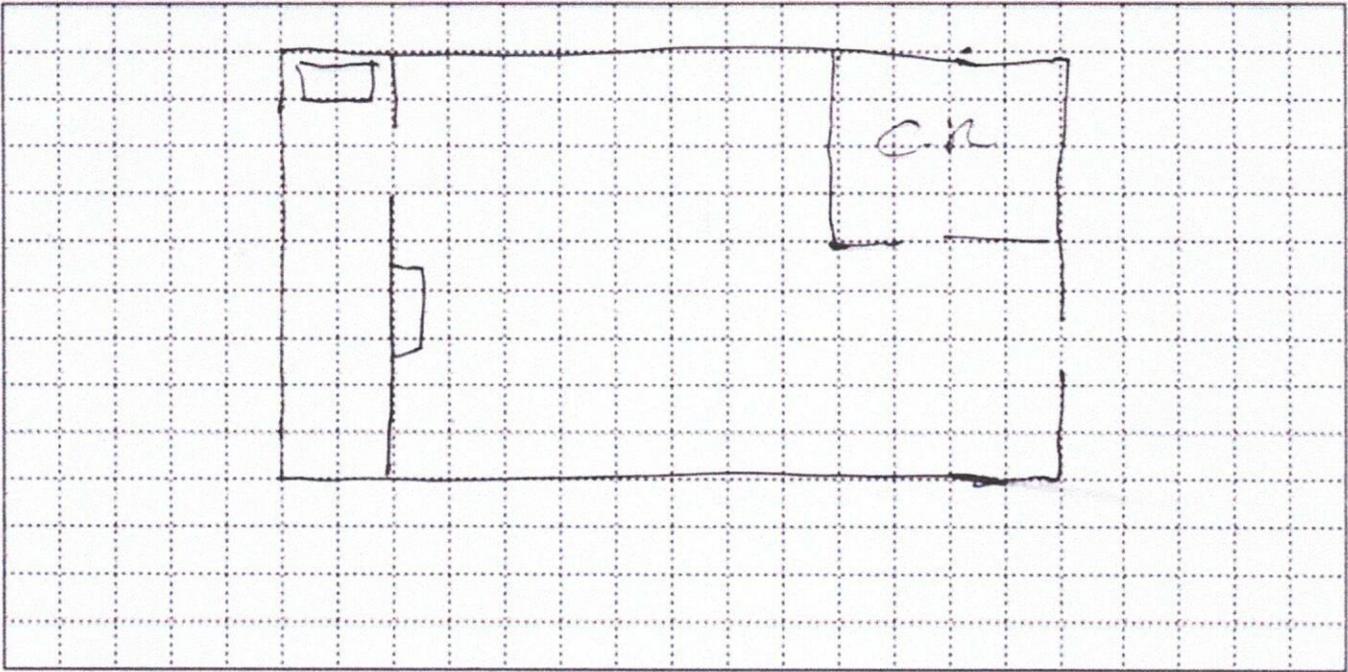
**Note :** Compressor warranty will be reduced to \_\_\_\_\_ yr. If air-conditioner purchased is lower than the recommended cooling capacity or pipe lay-out is beyond the maximum allowable length.

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.

## Scope of Agreement

- |                                      |  |  |
|--------------------------------------|--|--|
| 1. Copper tube lay-out               | <input type="checkbox"/> Expose              | <input checked="" type="checkbox"/> Embedded     |
| 2. Chipping                          | <input type="checkbox"/> Included            | <input checked="" type="checkbox"/> Not Included |
| 3. Fabricated bracket                | <input type="checkbox"/> Yes                 | <input checked="" type="checkbox"/> No           |
| 4. Service Ledge                     | <input checked="" type="checkbox"/> Yes      | <input type="checkbox"/> No                      |
| 5. Dismantling of existing Aircon    | <input checked="" type="checkbox"/> Included | <input type="checkbox"/> c/o Customer            |
| 6. Leak Test of existing Copper tube | <input checked="" type="checkbox"/> Yes      | <input type="checkbox"/> No                      |
| 7. Duct works                        | <input type="checkbox"/> Yes                 | <input checked="" type="checkbox"/> 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"		P	P
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			
<b>TOTAL ESTIMATE</b>			P 12,000.00

Dismantle old unit 2,500  
 2,000  
 P 7,500

Less Discount - 600  
11,400

**Note:**

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

Prepared by:

E. Edwards

Signature Over Printed Name

Customer Conforms:

R. W. Wong

Signature Over Printed Name