



'Controlling Your Environment'

**Quotation and Proposal for:**

**Mr Andrew Walbran  
Mr Andrew Walbran  
26 Weavers Way  
Camden Town  
NW1 0XE**

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



## Contents

<b>Welcome to Denmanair</b>	<b>3</b>
<b>Our Services: Design and Planning, Installation, Maintenance &amp; After Care</b>	<b>4</b>
<b>Our Proposal</b>	<b>5</b>
<b>Project Costs, Equipment Schedule &amp; Payment Terms</b>	<b>6</b>
<b>Installation Overview</b>	<b>7</b>
<b>Exclusion, Delivery Time, Project Duration and Mains Power Requiements</b>	<b>8</b>
<b>Warranty and Maintenance Contract</b>	
<b>Standard Warranty Maintenance Quotation</b>	<b>9</b>
<b>Premium Warranty Maintenance Quotation</b>	<b>9</b>
<b>Procedure - What Happens Next</b>	<b>10</b>
<b>Installation Order From</b>	<b>11</b>
<b>Maintenance Order Form</b>	<b>12</b>
<b>Get in Touch...</b>	<b>13</b>
<b>Our Partners</b>	<b>14</b>

# Welcome to Denmanair

Are you looking for a specialist air conditioning company who:

- ❁ Design and manage seamless, end-to-end, reliable climate control solutions, from design and installation to maintenance, servicing and emergency breakdown cover?
- ❁ Has dedicated commercial and domestic teams made up of the UK's best-trained and most highly qualified engineers?
- ❁ Provides the highest quality, most energy efficient and dependable air conditioning that will keep you comfortable all year round?
- ❁ Is fully up to date and compliant with every UK government, health and safety and environmental regulation?



Then look no further. You've found the experts.

Denmanair specialises in providing bespoke climate control solutions that won't let you down, using only the highest quality equipment and the most highly trained engineers. We pride ourselves on our expertise, professionalism and attention to detail, which we apply to projects throughout the UK.

## What We Do?

- ❁ Provide a complete design, supply, installation and maintenance package to meet all your air conditioning and climate control needs
- ❁ Provide service and maintenance contracts on systems that have been installed by other companies
- ❁ Offer breakdown response cover including emergency call out
- ❁ Use dedicated domestic and commercial engineering teams, highly trained and fully qualified, who know the products and are experts in their field
- ❁ Advise on and manage environmental and health and safety compliance
- ❁ Arrange Full Compliance TM44 & F-Gas Folders

## Why Choose Us?

- ❁ When you choose Denmanair you can rest assured that we will provide you with easy to use air conditioning that you can rely on to keep you comfortable, whatever the weather.
- ❁ We provide the premium quality, nationwide service and expertise of a large company, with the personalized customer care and attention to detail of a family run business. We tailor our climate control solutions to our customers; we don't do 'off the shelf' packages and we don't cut corners, so you know you'll always get the best quality and the right result.
- ❁ Most importantly, we ensure that your climate control system is effective, easy to use, energy efficient, fully compliant with regulations and, with our specialist servicing and maintenance, that it never lets you down.
- ❁ Established since 1999 and have completed over 20m in Sales and 25,000 jobs

# Our Services

## Design and Planning

**Your home or office environment is unique; that's why we tailor-make our climate control solutions specifically to meet your needs.**

Denmanair create bespoke air conditioning packages using the latest specialist software that takes into account every aspect of your environment, from the number of people and heat-sources (such as computers and printers) to windows, ceiling height and orientation.

We calculate, design and plan the most energy efficient, and cost efficient, system to give you exactly the cooling and warming solutions you need, giving you a perfectly comfortable environment at the touch of a button.

## Installation

**These days, in every sector and at every level of business, clients expect a comfortable working environment. An air conditioning system that is climate-responsive, heats and cools, dehumidifies and cleans the air, creates a professional atmosphere that keeps clients comfortable and enables everyone to work effectively.**

Today's air conditioning systems are sleek, unobtrusive, energy efficient and eco-friendly; they are also increasingly cost effective and financially competitive.

Once our design teams have created the perfect solution for your space, our highly trained, dedicated teams will supply and install them with as little fuss as possible, enabling you to get on with your business with minimum inconvenience.

## Maintenance

**You want a climate control system that you can rely on to work all year round, particularly in extremes of weather. Our maintenance contracts keep your system working effectively, reducing the risk of breakdowns and maximizing the life span of your system. In fact regular maintenance has been proven to treble the lifespan of the equipment.**

In addition, regular maintenance contracts with us will extend your Warranty so that if the worst should happen and unexpected breakdowns occur, you are covered.

We offer a range of maintenance contracts, both on systems installed by us and by other companies, to suit every climate control solution, every company and every budget.

## After Care Service

**We don't just provide the highest quality climate control solutions – we pride ourselves on providing the highest quality after care service as well, to ensure that they keep on working as efficiently and effectively as possible.**

Whether your air conditioning system was installed by us, or by another company, we offer service packages that keep your system working and provide assistance when you need it.

When things go wrong, particularly in extremes of weather, you want the reassurance an expert engineer is just a call away. That's why we offer breakdown response cover emergency call out options and fixed call out charges, to give you peace of mind.

## Quotation A/C Installation - Option 3 - Multi Split

### Client Detail:

Mr Andrew Walbran  
26 Weavers Way  
Camden Town  
NW1 0XE

### Site Address:

Mr Andrew Walbran  
26 Weavers Way  
Camden Town  
NW1 0XE

Quotation No.

13594

Quote Date:

04/09/2023

Customer Ref:

Andrew Walbran

Our Ref:

Split/Multi/VRF

Created By:

Mrs Rodica Munteanu

Revision:

0

Valid For:

30 Days

### A/C Installation

We propose to attend site, supply and install a Mitsubishi Electric 3-way multi system model MXZ-3F54V which shall provide 6.8kw of cooling and 9.0kw of heating to the following indoor units:

Bedroom 1: MSZ-AP20VGK - Inverter Heat Pump Elegance Wall Mounted Indoor Unit in White

Bedroom 2: MSZ-AP20VGK - Inverter Heat Pump Elegance Wall Mounted Indoor Unit in White

Each indoor unit shall come complete with a wireless controller and built in Wi-Fi.

The outdoor unit shall be installed on the side of the house, behind the bushes on medium size BBJ brackets.

Refrigerant pipe work shall connect these units together and shall be installed within black UPVC trunking externally where required.

The proposed indoor units come complete with infra-red remote controllers and built-in Wi-Fi.

### Mains Power Works Estimate

A certified electrician will attend site and carry out the mains power works as per Paul's report.

Quotation Notes:

**Please Note: Unless Stated. All Air-Source Heat Pumps require mains power works. Under Part P only certified electricians can complete this work. Therefore we have excluded from the above proposal all mains power works. We can however provide an electrician once the design has been agreed and you wish to proceed. Alternatively we can work along side your own electrician.**

# Project Costs and Equipment Schedule

Quote No. 13594 Revision 0

## Equipment Schedule

Part Ref	Description	Quantity
MXZ-3F54VF4	MELCO Inverter Heat Pump 3-Port Multi Split Condenser	1.00
MSZ-AP20VGK	MELCO Elegance Inverter Heat Pump Wall Mounted Indoor Unit	1.00
MSZ-AP20VGK	MELCO Elegance Inverter Heat Pump Wall Mounted Indoor Unit	1.00

## Project Costs

A/C Installation	£4,400.00
Mains Power Works Estimate	£350.00

Total Nett Cost: £4,750.00

Total TAX Cost: £0.00

**Total Gross Cost: £4,750.00**

## Payment Terms

Stage 1 Invoice: 25% Deposit

Stage 2 Invoice: 40% On 7 days before delivery of AC units

Stage 3 Invoice: 25% On commencement of works

Stage 4 invoice 10% On completion of works

# Installation Overview

This quotation includes: the running of all refrigerant pipe work between indoor and outdoor sections; the insulation of the refrigerant pipeline with armafex or equivalent; the running of a condensate drain to a suitable point; all control wiring between indoor and outdoor sections using Envirotuff cable; the fitting of a weatherproof isolator( If applicable); evacuating the refrigerant pipe work, leak testing and charging with R410A/R32 (or equivalent) refrigerant gas to the correct weight and leaving in good working order.

## Refrigerant Pipe Work

Refrigerant pipes shall be installed between the indoor unit and the outdoor section. The pipe work shall consist of seamless copper tube and shall be insulated with armafex or equivalent. All copper and insulation shall be BS standard. All refrigerant pipe work shall contain the least amount of brazed connections as possible. The route for the pipe run shall be discussed and our engineers shall install the pipe work as discreetly as possible. If required the internal pipe work shall be encased within white UPVC trunking or supported on BBJ Fixings. External pipe work can also be installed on galvanised cable tray; however in the domestic applications we hide the external pipe work within UPVC drainpipe.

## Interconnecting Cabling

The indoor unit needs to communicate with the outdoor section. Therefore, we shall install a communication cable that can also power the opposite unit. This cable shall run across the same route as the pipe work. All interconnecting cable shall be installed to industry standards and shall be isolated where required. Subject to the application of the project determines the type of cable used.

## Drainage

Each unit produces wastewater; we therefore shall connect to the outlet of the fan coil unit and install an adequately sized drainpipe. This shall be run either to a convenient point of discharge or to a condensate pump. This pump shall assist in the removal of the drainage, normally used where gravity drains cannot be achieved. Additional Condensate drip trays will occur additional charges.

## Controllers and Wi-Fi

All units require a controller to operate. Our quotation will specify how your ac system is controlled. Wall mounted units normally come standard as Wireless Controllers. Most other systems are Hard Wired. With technology always changing more units offer Wi-Fi. If your unit has Wi-Fi we shall inform you, if not, we maybe able to add this at additional cost. Central controllers can also be added at additional cost.

## Commissioning

Once the installation has been completed each system requires commissioning. This shall be carried out by Denmanair Limited. The refrigerant pipe work shall be pressure tested at 1.5 times operating pressure. Once the system has held up for the designated time the system shall be vacced using our vac pump and a torr gauge. On completion of the evacuation the system shall be charged accordingly to the length of the refrigerant pipe run with Virgin Refrigerant. It is essential that qualified engineers carry out the installation and commissioning other wise your warranty maybe invalidated.

## Mains Power

Mains power is normally excluded from our quotation unless specifically requested.

## Unit Colour

Unless specified, your ac unit will come in White. Some wall mounted units offer a different colour, please notify Denmanair should this be required as once the units have been delivered it cannot be changed.

# Exclusions

## Mains Power Works

Unless specifically mentioned within the Project Costs  
We can provide an electrician if required at additional cost

VAT: The current rate for VAT Rates for Air-Source Heat Pumps installations are as follows.

Domestic Installation	0%
Commercial	20%

Rubbish/Pallet Removal  
Landlords Permission  
Diamond Drilling/Major Builders Work (More linked to commercial projects)  
Redecoration/Making Good  
Planning Consent  
CAD Drawings  
O&M Manuals - Basic Provided on Request  
MCD  
Retentions  
Penalty Clauses  
Crane/Hoists or Condensing Unit Strip Downs (Commercial)  
External Scaffolds - Fixed Scaffolds  
Condensing Unit Platforms - Big Foot System - Unless Specified (Commercial)

# Delivery Time

Estimate Stock Levels/ Installation Lead Time: TBC

# Project Duration

2-3 Days

# Mains Power Requirements

**25amps/1ph**



# Annual Preventative Maintenance Quotation

All mechanical components require maintenance. It is essential that approved and qualified engineers carry out this work to ensure warranties remain in place and longevity of the units are achieved. We offer two maintenance contracts.

## Standard Warranty Maintenance Cover

Providing the maintenance contract remains in place the manufacturer's warranty shall be extended as listed below. Labour warranty remains at 12 Months. Your 1st Visit shall commence 6 Months from your Installation Completion Date.

**Each maintenance visit shall consist of the following:**

- ❁ Manufacturers parts warranty extended to 84 Months from delivery date.
- ❁ 12 Months labour warranty from your commissioning date
- ❁ 1 Maintenance visits per year
- ❁ Air filters and plastic facials cleaned - Any consumables replaced will be chargeable such as disposable filters
- ❁ Full operation test - Cooling and heating modes
- ❁ Evaporator and condenser heat exchangers inspected and cleaned
- ❁ Non invasive leak detection carried out as per F-Gas regulations
- ❁ Pipe work, cabling and containment integrity inspected.
- ❁ Priority response over non contracted customers

Manufacturer's part warranty only covers the manufacturer's parts. This does not cover the labour or consumables to replace these parts such as Refrigerant, Nitrogen, Reclaim Cylinders. These will remain chargeable after the initial 12 months warranty has past.

**For the sum of £265.00 Plus VAT (20%) Per Visit (1 Per Year)**

The contract shall remain in place for the duration of the warranty period unless cancelled by the client - as per our Terms and Conditions.

## Premium Warranty Maintenance Cover

Providing the maintenance contract remains in place the manufacturer's warranty shall be extended as listed below. Labour warranty shall be extended to match the manufacturer's warranty. Your 1st Visit shall commence 6 Months from your Installation Completion Date.

- ❁ Manufacturer warranty extended to 84 Months from commissioning date
- ❁ Labour warranty extended to 84 Months from commissioning
- ❁ 1 Maintenance Visits Per Year
- ❁ All items listed under SWMC

PWMC will cover the costs of the manufacturer's parts and labour to replace the parts, they do not cover any consumables such as Refrigerant, Nitrogen, Reclaim Cylinders. These will remain chargeable after the initial 12 months warranty has past.

**For the sum of £695.00 Plus VAT (20%) Per Visit (1 Per Year)**

The contract shall remain in place for the duration of the warranty period unless cancelled by the client - as per our Terms and Conditions.

**Please note: Condensate pumps are third party items and therefore not covered under manufacturer's warranty. All condensate pumps only come with 12 months warranty irrespective of which maintenance contract you take out.**

# Procedure: What Happens Next?

Should you wish to proceed you have numerous ways to complete this, making it as easy as possible for all.

## Order

Please send confirmation to proceed via one of the following ways:

1. Complete our Order Form on Page 10 along with the Maintenance Order Form on Page 11.
2. Adobe Digital -On request we can issue you a digital version of our quotation. All ready for you to sign.
3. Print or Post completed forms to our office listed within the quotation.
4. Send an office company PO completed with project totals.
5. Simply email us your intent to proceed and we shall email the Adobe Digital Forms as per item 2.

## Invoice & Delivery

Once acceptance has been received we shall issue you with a Deposit invoice - Or Stage 1 Invoice.

Once paid we place an order for the scheduled equipment and arrange delivery. Payment to be by BACS preferred.

Only once the equipment has been ordered can we confirm stock levels and propose installation dates.

Once the installation date has been accepted we shall arrange for the scheduled equipment to be delivered to your property.

The scheduled equipment will be sent out on the day agreed. This shall be on an Any Time Delivery Slot - 8am - 7pm

We can upgrade the delivery to AM Delivery or Pre 10am Delivery at additional Costs.

The equipment will come on a pallet and will normally be sent 2-3 days prior to the installation date.

Prior to the delivery date you will receive a 2nd invoice. This has to be settled prior to the delivery date.

Remainder invoices will be issued as per the Payment Schedule within this quotation. All Invoices to be paid via BACS

## Installation & Completion

Prior to commencement we shall contact you to confirm the start date is still on schedule.

We shall attend site and commence the installation as planned.

Our initial attendance time is 8:30am. If they are collecting materials you will be informed on the day.

Once works have been completed our office may contact you to leave any feedback you may wish to leave for us!

You may be asked to leave feedback on our google website page and checkatrade site.

If you didn't take out a maintenance contract during the initial order stage they will re issue you quotation for your perusal.

**Finally sit back and enjoy the comforts of an air-conditioned property.**

# Installation Order Form

**From:**  
Mr Andrew Walbran  
26 Weavers Way  
Camden Town  
NW1 0XE

**Site Address:**  
Mr Andrew Walbran  
26 Weavers Way  
Camden Town  
NW1 0XE

**Addressed To:**  
Denmanair Ltd  
Unit 1, New Inn Farm  
Sand Lane  
Silsoe  
Beds  
MK45 4QR

**Date of Quotation: 04/09/2023**

**Quotation No. IQ13594 Rev 0**

We the above customer would like Denmanair Limited to carry out the proposed installation as per the above quotation reference number and as per listed below. We also agree to the terms and conditions within this quotations.

## A/C Installation

We propose to attend site, supply and install a Mitsubishi Electric 3-way multi system model MXZ-3F54V which shall provide 6.8kw of cooling and 9.0kw of heating to the following indoor units:

Bedroom 1: MSZ-AP20VGK - Inverter Heat Pump Elegance Wall Mounted Indoor Unit in White

Bedroom 2: MSZ-AP20VGK - Inverter Heat Pump Elegance Wall Mounted Indoor Unit in White

Each indoor unit shall come complete with a wireless controller and built in Wi-Fi.

The outdoor unit shall be installed on the side of the house, behind the bushes on medium size BBJ brackets.

Refrigerant pipe work shall connect these units together and shall be installed within black UPVC trunking externally where required.

The proposed indoor units come complete with infra-red remote controllers and built-in Wi-Fi.

## Mains Power Works Estimate

A certified electrician will attend site and carry out the mains power works as per Paul's report.

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

Total Nett Cost: £4,750.00

Total TAX Cost: £0.00

**Name:** \_\_\_\_\_ **PO (If Required)** \_\_\_\_\_

**Total Gross Cost: £4,750.00**

# Maintenance Order Form

**From:**  
Mr Andrew Walbran  
26 Weavers Way  
Camden Town  
NW1 0XE

**Site Address:**  
Mr Andrew Walbran  
26 Weavers Way  
Camden Town  
NW1 0XE

**Addressed To:**  
Denmanair Ltd  
Unit 1, New Inn Farm  
Sand Lane  
Silsoe  
Beds  
MK45 4QR

**Date of Quotation: 04/09/2023**

**Quotation No. MQ13594 Rev 0**

We the above customer would like Denmanair Limited to carry out annual maintenance to the equipment installed as per the installation order form and as per the terms and conditions listed.

## Premium Warranty Maintenance Cover

We wish to take the Premium Warranty Maintenance Cover Contract out with Denmanair Limited and understand that the manufacturers Parts warranty shall be extended as listed within the terms and conditions to 84 Months along with the Labour warranty from the date of commissioning. We shall receive 1 Visits per years as outlined within the maintenance section. All Call out Charges during the term of the contract remain free of charge. This maintenance contract must remain in place and at times for the warranty to remain valid.

Yes

**For the sum of £695.00 Plus VAT (20%) Per Visit (1 Per Year)**

## Standard Warranty Maintenance Cover

We wish to take the Standard Warranty Maintenance Cover contract with Denmanair Limited and understand that the manufacturers Parts warranty shall be extended as listed within the terms and conditions to 84 Months. The Labour warranty will remain at 12 Months from the date of commissioning. We shall receive 1 Visits per years as outlined within the maintenance section. This maintenance contract must remain in place and at times for the warranty to remain valid.

Yes

**For the sum of £265.00 Plus VAT (20%) Per Visit (1 Per Year)**

## Zero Contract

We do not wish to take out a maintenance contract with Denmanair Limited in any capacity and understand that our Parts and Labour Warranties will be limited to 12 months from commissioning date. Subject to the terms and conditions listed within this quotation.

Yes

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Name:** \_\_\_\_\_

**PO (If Required)** \_\_\_\_\_

## Get In Touch...

Should you wish to proceed, have any questions, or just want to have a chat, please do not hesitate in contacting us by one of the below mediums.

- Telephone:** 01582 883355
- Email:** [sales@denmanair.com](mailto:sales@denmanair.com)  
[service@denmanair.com](mailto:service@denmanair.com)  
[office@denmanair.com](mailto:office@denmanair.com)  
[Accounts@denmanair.com](mailto:Accounts@denmanair.com)
- Post:** Unit 1, New Inn Farm  
Sand Lane  
Silsoe  
Bedfordshire  
MK45 4QR
- Website:** [www.denmanair.com](http://www.denmanair.com)





**denmanair**  
Air-conditioning Specialists

Unit 1, New Inn Farm  
Sand Lane  
Silsoe  
Bedfordshire  
MK45 4QR  
01582 883355

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