KESTREL.
CLIMATE

Commercial air conditioning & ventilation · F-Gas registered (REFCOM Elite) · SafeContractor approved · CHAS accredited

QUOTATION

KC-2026-6913

Date	**11 August 2026**
Valid until	**10 September 2026**
Surveyed by	**Marek Zielinski**

PREPARED FOR

—
Gail Pemberton, Office Manager
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SITE

Unit 7
Meridian Business Court, Stockport
planned replacement — multi-option survey

PREPARED BY

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SURVEY RECEIVED	QUOTATION ISSUED	SITE NOTE TO QUOTATION	UNITS SURVEYED	ITEMS TO CONFIRM
Invalid Date Invalid Date	**18:13** 11 August 2026	**1 sec**	**9**	**11**

Three ways to do this job

All prices exclude VAT. Every option resolves the failed R22 comms-room system, which cannot lawfully be repaired.

OPTION A

Like-for-like replacement

STANDARD PLANT

£45,628

excl. VAT · £54,754 inc. VAT

Direct replacement on a like-for-like basis. Existing refrigerant pipework pressure tested and reused, existing local controls retained.

- Replaces every failed unit and brings the site back into service
- Existing pipework retained, pressure tested and certified
- Standard-efficiency inverter plant, manufacturer warranty 3 years

15 priced items · 6 provisional

OPTION B — RECOMMENDED

Efficiency upgrade

HIGH EFFICIENCY PLANT

£57,920

excl. VAT · £69,504 inc. VAT

Higher-efficiency inverter plant with centralised controls and zone scheduling. Existing pipework pressure tested and reused where sound.

- Everything in Option A, with higher-efficiency plant
- Centralised controller with per-zone scheduling and BMS interface
- Lower running cost and tighter control of out-of-hours operation

16 priced items · 6 provisional

OPTION C

Full system renewal

VRF PLANT

£60,725

excl. VAT · £72,870 inc. VAT

Complete VRF changeover. All refrigerant pipework renewed, centralised BMS-linked controls, and five years of planned maintenance included.

- Complete VRF changeover — one system, all zones, full heat recovery
- All refrigerant pipework renewed, no legacy pipework retained
- Five years of planned maintenance included from handover

17 priced items · 7 provisional

OUR RECOMMENDATION

The comms room R22 system is a non-negotiable regulatory replacement, the roof brackets are a structural safety issue requiring immediate attention under any option, and two of four office cassettes have already failed — Option A is unlikely to produce a compliant or fully functional system; Option B addresses all defects in one mobilisation and fits the financial year deadline; Option C may exceed budget appetite and is currently unquotable pending the electrical board survey.

SAMPLE Demonstration document. Rates are illustrative placeholders, not Kestrel Climate's real prices, and no works are offered on these figures.

What the survey found

9 units recorded on site

REF	LOCATION	TYPE	CAPACITY	REFRIGERANT	CONDITION / FAULT
C1-OF	Open plan office, first floor	cassette	~3.5 kW	—	working
C2-OF	Open plan office, first floor	cassette	~3.5 kW	—	working
C3-OF	Open plan office, first floor	cassette	~3.5 kW	—	Condensate pump gurgling; water dripping from unit; staining on ceiling tiles below
C4-OF	Open plan office, first floor	cassette	~3.5 kW	—	Blows ambient air only; probable refrigerant loss or compressor failure
D1-MR	Meeting rooms, ceiling void	ducted	~7 kW	—	Noisy operation; grilles filthy; filters appear never serviced
WM1-CR	Comms room	wall mount	not read	R22	Compressor dead
COND1-ROOF	Flat roof	condenser	not read	—	Rotten at base; mounting brackets failed
COND2-ROOF	Flat roof	condenser	not read	—	Rotten at base; mounting brackets failed
COND3-YARD	Service yard, ground level	condenser	not read	—	Data plate painted over; capacity and refrigerant type cannot be read

Scope of works, by option

P marks a line priced on an unconfirmed figure — see overleaf

ITEM	QTY	A · LIKE-FOR-LIKE	B · EFFICIENCY	C · FULL RENEWAL
Supply and install VRF outdoor unit, all zones **P**	1 unit	—	—	£20,999
Supply and install external condensing unit **P**	3 unit	£13,569	£16,786	—
Supply and install ceiling cassette indoor unit **P**	4 unit	£10,304	£12,524	£10,304
Centralised controller with BMS interface and zone scheduling	1–3 system	—	£5,599	£1,866
Supply and install ducted indoor unit **P**	1 unit	£4,243	£5,160	£4,243
New insulated refrigerant pipework, clipped and pressure tested **P**	30 m	—	—	£3,858
Five-year planned maintenance, two visits per year, parts and labour included	1 system	—	—	£3,390
Local electrical connection from existing isolator	6 unit	£2,122	£2,122	£2,122
Supply and install wall-mounted indoor unit **P**	1 unit	£1,632	£1,971	£1,632
Local wall controller, wired and configured	6 unit	£1,966	£1,966	£1,966
Remove and dispose of existing indoor unit	6 unit	£1,873	£1,873	£1,873
Remove and dispose of existing condensing unit	3 unit	£1,700	£1,700	£1,700
Charge, commission and F-Gas register the system **P**	3 system	£1,605	£1,605	£1,605
Crane / hiab lift, roof plant, including lift plan and banksman	1 day	£1,591	£1,591	£1,591
Decommission existing system, recover and document refrigerant charge **P**	3 system	£1,554	£1,554	£1,554
Pressure test, evacuate and reuse existing refrigerant pipework	3 system	£1,447	£1,447	—
Renew galvanised roof mounting frame and anti-vibration mounts	2 condenser	£1,424	£1,424	£1,424
Replace condensate removal pump	1 unit	£377	£377	£377
Strip, clean and reinstate grilles, renew filter set	1 unit	£221	£221	£221
Total, excluding VAT		**£45,628**	**£57,920**	**£60,725**

BEFORE WE CAN ORDER — 11 ITEMS TO RESOLVE

These could not be established from the site survey. They are listed rather than assumed, because each one moves the price.

1. **Indoor unit count contradiction: note states '5 indoor units all told' but the survey describes 6 — 4 office cassettes + 1 meeting room ducted unit + 1 comms room wall mount.**
   Quoting on 5 units when 6 exist means one unit of plant is not priced for removal, replacement, electrical connection, controls or commissioning. Discovered on site with crane already booked, this is a direct abortive cost. *Marek to confirm whether the comms room wall mount was included in his count of 5, or whether an additional unit exists that was not described in the note.*
2. **Capacity of all four office cassettes is estimated only ('3.5 kW each ish'). Data plates were not read.**
   Replacement units must be correctly sized. An undersize replacement risks inadequate cooling; oversize risks overshooting electrical board capacity and inflating cost unnecessarily. *Read data plates on at least the two working cassettes to confirm rated capacity. If plates are absent or unreadable, a heat loss calculation is required.*
3. **Capacity of meeting room ducted unit is estimated only ('7 kW ish'). Data plate not read.**
   Meeting room load profile may differ from open plan — a single larger unit serving a smaller space; undersizing consequences include inadequate climate control in a client-facing space. *Read ducted unit data plate or obtain model number from controller or any visible label on the unit body.*
4. **Capacity of comms room wall mount not recorded. Ground condenser (COND3-YARD) data plate is painted over and unreadable — capacity and refrigerant type unknown.**
   Comms room cooling is critical infrastructure. Undersizing a server-room replacement is a serious operational risk for the client. Cannot size replacement without confirmed capacity data. *Obtain original installation records or read the Mitsubishi model number from the indoor unit body and cross-reference manufacturer data. If records are unavailable, commission a heat load survey for the comms room.*
5. **Year of manufacture for office cassettes and ducted unit is estimated ('2011 i think'). Not confirmed from data plates.**
   Age determines whether existing refrigerant pipework could be reused and tested (eligible for R410A systems within service life) or must be replaced. A material difference in actual age could change scope. *Read data plates on indoor units and roof condensers to confirm manufacture date.*
6. **Refrigerant type for office systems (cassettes, ducted unit and roof condensers) not recorded.**
   Recovery cost, disposal obligations and pipework reuse eligibility all depend on refrigerant type. If any office plant contains R22 (unlikely at circa 2011 but possible), the scope changes to mandatory replacement on those systems too. *Read refrigerant type from data plates on both roof condensers and, if accessible, indoor unit labelling.*
7. **Office refrigerant pipe run not measured — estimated 25–30 m. Ceiling void was inaccessible due to cable tray obstruction. Engineer has explicitly flagged this must be checked before pricing.**
   Pipework is a significant cost line. A 5 m variance at this length materially affects the price and the pipework specification. Pricing from an unmeasured estimate risks both over- and under-quoting. *Return visit with appropriate access equipment to measure the pipe run. Agree with Gail a suitable time for void access.*
8. **Comms room refrigerant pipe run (WM1-CR to COND3-YARD) not measured and no estimate given.**
   Pipe run for the comms room replacement cannot be priced without this measurement. *Measure on return visit.*
9. **Number of independent refrigerant systems serving the office is unclear. Two roof condensers described, but whether they are one VRF system or two independent systems is not stated.**
   Decommission, F-Gas commissioning and system-level costs are all priced per system. An error in system count directly misprices those lines. *Marek to confirm by inspecting indoor unit connections or checking whether the two condensers share a common circuit. Check for VRF branch boxes in void if accessible.*
10. **Electrical distribution board capacity not formally assessed. Engineer noted supply 'looked tight' and flagged that a VRF installation would require a separate conversation (reference to Dave internally).**
    A board upgrade is a four-figure cost and a programme risk — if not identified before quoting, the contract price will be short. VRF option may not be viable without an upgrade, which could eliminate one of the three client-requested options. *Dave (internal) to assess board. Confirm available capacity before finalising any option, and before the VRF option can be priced at all.*
11. **Neighbour's agreement to shared service yard access not yet obtained. Required for HIAB use and for COND3-YARD replacement.**
    If access is refused, alternative crane positioning from street may be required at higher cost and with different programme implications. Ground condenser replacement scope may also be constrained. *Client or contractor to approach neighbouring unit before crane is booked. Confirm access in writing.*

CONDITIONS AFFECTING PRICE

- **access** — Minimum one crane or HIAB day required for roof condenser replacement. Access method must be confirmed before pricing.
- **third party** — If neighbour withholds access, alternative crane position from street may be required at higher cost and different programme implications.
- **hours** — Out-of-hours labour premium required for crane lifts and noisy first-fix operations. Duration of out-of-hours sessions not yet established.
- **electrical** — Board upgrade or new circuit may be required — cannot be priced without electrical survey. VRF option is especially at risk of triggering board works.
- **structural** — Roof bracket renewal is non-optional for any roof condenser replacement scope.

ASSUMPTIONS MADE

- The comms room Mitsubishi wall mount (R22, dead compressor) is a mandatory replacement, not a repair. UK regulations have prohibited servicing, recharging and topping up R22 systems since 2015. With the compressor dead, the system cannot be legally repaired or recharged — full replacement is the only compliant course of action.
- The two roof condensers are assumed to serve the four office cassettes and the meeting room ducted unit collectively, based on the note stating they serve 'the office'. Whether this constitutes one VRF system or two separate multi-split systems is not confirmed.
- Where the engineer gave a hedged range for the office pipe run (25 m to 30 m), the upper figure (30 m) has been used as the estimate to avoid under-pricing.
- The indoor unit count used in works_indicated is 6 (the enumerated total), not 5 (the engineer's stated total). This discrepancy is flagged in uncertainties and must be resolved before the quote is issued.

NOT INCLUDED

- Builders work, making good and redecoration
- Structural alterations and any works to the roof deck or membrane
- Asbestos survey, testing or removal
- Mains electrical supply upgrade or new distribution board capacity
- Fire alarm interfacing and BMS head-end reconfiguration by others
- Scaffolding, unless expressly listed in the option scope
- Removal of redundant pipework concealed within the building fabric

SAMPLE Demonstration document — no works are offered on these figures.

Payment terms: 30% on order, 60% on delivery to site, 10% on commissioning. Net 30 days.

Valid 30 days from 11 August 2026