Fernlight Studios
EXHIBITION & RETAIL FIT-OUT

QUOTATION

QTE-2026-0448

VALID UNTIL 3 September 2026

FROM

Fernlight Studios Ltd
Unit 7, Copperworks Yard,
Bristol BS2 0QH
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PREPARED FOR

Harrow & Vale Booksellers
18–22 Milsom Row, Bath BA1 1DN
Attn: Ruth Pengelly, Store Director
ruth.pengelly@harrowvale.example

DETAILS

Issued	**4 August 2026**
Valid until	**3 September 2026**
Prepared by	**Owen Blackwood**
Your reference	**HV-FLAGSHIP-26**
Lead time	**6–8 weeks from acceptance**

Thank you for the site visit on 28 July. This quotation covers the design, manufacture and installation of the ground-floor shelving, the window bay and the counter run for the Milsom Row store, as discussed with Ruth Pengelly. Dimensions are taken from our own survey and supersede the figures in your original brief.

QUOTED ITEMS

DESCRIPTION	QTY	UNIT PRICE	AMOUNT
Wall shelving system — oak veneer 18 bays at 900 mm, adjustable shelves, integrated LED strip, fitted to survey dimensions	18	£348.00	£6,264.00
Island display units 4 units, 1200 × 700 mm, double-sided, castors with floor locks	4	£615.00	£2,460.00
Window bay platform and risers Removable platform in three sections, matched veneer, integrated cable route	1	£1,840.00	£1,840.00
Counter run with till stations 4.2 m run, solid oak top, two till positions, lockable under-counter storage	1	£4,290.00	£4,290.00
Signage and wayfinding Six category headers and one hanging sign, brushed brass on painted backing boards	7	£168.00	£1,176.00
Delivery and installation Two fitters, three days on site, out-of-hours working to suit trading	1	£2,150.00	£2,150.00
Site protection and waste removal Floor and stair protection, daily clearance, licensed disposal	1	£385.00	£385.00

OPTIONAL EXTRAS — NOT INCLUDED IN THE TOTAL

DESCRIPTION	QTY	UNIT PRICE	AMOUNT
☐ **Rolling library ladder with brass rail** 4.8 m rail, ash ladder, fitted to the wall shelving above	1	£1,480.00	£1,480.00

DESCRIPTION	QTY	UNIT PRICE	AMOUNT
☐ **Upgrade to solid oak shelf fronts** In place of veneered edging on all 18 bays	18	£62.00	£1,116.00
☐ **Second window bay (Milsom Row frontage)** As quoted above, mirrored layout	1	£1,760.00	£1,760.00
☐ **Extended warranty to 5 years** Covers structure, mechanisms and LED components	1	£440.00	£440.00

Subtotal	£18,565.00
Repeat client (−5%)	−£928.25
Net	£17,636.75
VAT at 20%	£3,527.35
TOTAL	**£21,164.10**

Optional extras above are excluded from this total.

WHAT IS INCLUDED

DESIGN & SURVEY

Measured survey, technical drawings and one round of revisions before manufacture.

MANUFACTURE

Built in our Bristol workshop; all timber FSC certified with chain-of-custody documentation.

INSTALLATION

Two fitters for three days, working 06:00–10:00 and after 18:00 to avoid trading hours.

AFTERCARE

24-month warranty on structure and mechanisms, with a snagging visit at four weeks.

TERMS OF THIS QUOTATION

1. Prices are held for 30 days from the date of issue and are subject to a measured survey confirming the dimensions used above.
2. A deposit of 40% is payable on acceptance; the balance is due within 14 days of practical completion.
3. Manufacture begins once drawings are approved in writing; changes after approval are quoted separately before work continues.
4. Lead time of 6–8 weeks runs from the later of signed acceptance and receipt of the deposit.
5. Installation assumes clear, level floors and a working power supply at each fitting position. Making good to walls and floors is not included.
6. Timber is a natural material; variation in grain and tone between pieces is normal and is not a defect.
7. Title in the goods passes on receipt of final payment. Risk passes on delivery to site.
8. This quotation is issued subject to our standard terms of business, a copy of which accompanies this document.

Acceptance

To accept this quotation, sign below and return one copy to quotes@fernlight.example. Work is scheduled on receipt of the signed acceptance and any deposit stated in the terms above. This quotation expires on 3 September 2026.

SIGNATURE	NAME & POSITION	DATE	PURCHASE ORDER
Authorised signatory for Harrow & Vale Booksellers	Please print	DD / MM / YYYY	If required by your accounts team

Fernlight Studios · fernlight.example — thank you for the opportunity to quote.