



8 Dowlin Forge Road
Exton, PA 19341

610-524-0107
Fax: 610-524-5571



lighting-by-design.com

pmihranian@lighting-by-design.com

Marsh Lea Lot 16

\$6,583.34
Total

Subtotal: **\$6,745.13**
Discount 10.00%: **\$534.43**
Tax 6.00%: **\$372.64**

Paul Mihranian
pmihranian@lighting-by-design.com
Consultant

Zareh & Jolee Zohrabian
Name

610.496.7755
Phone

zohrabian@gmail.com
Email

06/18/2020
Date Started

10/20/2020
Date Printed

21
Number of Items

38
Total Quantity



Supplied by Client

Item ID: **707383**

\$0.02

(\$0.01 each)

Price: **\$0.01**

Discounts: **10%**

Qty: **2**

In Process

Notes

Ins. Front Door Fixtures



Three Light Wall Lantern

Item ID: **762690**
Finish: **Forged Iron**

6.00"W x 21.50"H
of Bulbs: **3**
Max Watts: **60.00 W**
Bulb Type: **E-12**

\$496.80

(\$248.40 each)

(\$55.20 Discount)

Price: **\$276.00**

Discounts: **10%**

Qty: **2**

Notes Should be 3?

Ins. Out Garage



One Light Wall Lantern

Item ID: **762699**
Finish: **Forged Iron**

4.75"W x 16.50"H
of Bulbs: **1**
Max Watts: **60.00 W**
Bulb Type: **E-12**

\$187.20

(\$20.80 Discount)

Price: **\$208.00**

Discounts: **10%**

Qty: **1**

Notes

Ins. Out Garage Service Door

DS
JPE



Three Light Wall Lantern

Item ID: **762690**

Finish: **Forged Iron**

6.00"W x 21.50"H

of Bulbs: **3**

Max Watts: **60.00 W**

Bulb Type: **E-12**

\$496.80

(\$248.40 each)

(\$55.20 Discount)

Price: **\$276.00**

Discounts: **10%**

Qty: **2**

Notes

Ins. Out Morning Room



Three Light Wall Lantern

Item ID: **762690**

Finish: **Forged Iron**

6.00"W x 21.50"H

of Bulbs: **3**

Max Watts: **60.00 W**

Bulb Type: **E-12**

\$745.20

(\$248.40 each)

(\$82.80 Discount)

Price: **\$276.00**

Discounts: **10%**

Qty: **3**

Notes

Ins. Out Family Room



Supplied by Client

Item ID: **707383**

\$0.01

Price: **\$0.01**

Discounts: **10%**

Qty: **1**

Notes Hold for Now

Ins. Dining Room



One Light Pendant

Item ID: **739702**

Finish: **Satin Brass**

13.00"W x 14.00"H x 13.00"L

of Bulbs: **1**

Max Watts: **100.00 W**

Bulb Type: **A19**

\$376.20

(\$41.80 Discount)

Price: **\$418.00**

Discounts: **10%**

Qty: **1**

Notes This is what I suggest - OK

Ins. Butlers Pantry



Supplied by Client

Item ID: **707383**

\$0.01

Price: **\$0.01**

Discounts: **10%**

Qty: **1**

Notes Hold for Now

Ins. Morning Room

DS
JPE



One Light Pendant

Item ID: **879024**

Finish: **Burnished Brass**

18.00"W x 17.63"H

of Bulbs: **1**

Max Watts: **60.00 W**

Bulb Type: **E26**

\$759.53

(\$379.76 each)
(\$84.39 Discount)

Price: **\$421.96**
Discounts: **10%**

Qty: **2**

Notes

Ins. Kitchen Island



SALE

Three Light Semi-Flush Mount

Item ID: **837505**

Finish: **Warm Brass**

16.00"W x 9.25"H x 16.00"L

of Bulbs: **3**

Max Watts: **60.00 W**

Bulb Type: **A19**

\$493.00

(\$246.50 each)

Regular Price: ~~\$290.00~~
Our Price: **\$246.50**
Sale ends on 11/02/2020

Qty: **2**

Notes

Ins. Mudroom



Two Light Wall Sconce

Item ID: **835668**

Finish: **Brass And Frosted White Glass**

8.00"W x 9.80"H x 19.10"L

of Bulbs: **2**

Max Watts: **40.00 W**

Bulb Type: **ST18**

\$90.72

(\$10.08 Discount)

Price: **\$100.80**
Discounts: **10%**

Qty: **1**

Notes

Ins. Mud Rm Powder Rm



SALE

Three Light Semi-Flush Mount

Item ID: **837505**

Finish: **Warm Brass**

16.00"W x 9.25"H x 16.00"L

of Bulbs: **3**

Max Watts: **60.00 W**

Bulb Type: **A19**

\$246.50

Regular Price: ~~\$290.00~~
Our Price: **\$246.50**
Sale ends on 11/02/2020

Qty: **1**

Notes

Ins. Study Hallway



Two Light Wall Sconce

Item ID: **835668**

Finish: **Brass And Frosted White Glass**

8.00"W x 9.80"H x 19.10"L

of Bulbs: **2**

Max Watts: **40.00 W**

Bulb Type: **ST18**

\$90.72

(\$10.08 Discount)

Price: **\$100.80**
Discounts: **10%**

Qty: **1**

Notes

Ins. Study Bath

DS
JPZ



Supplied by Client

Item ID: **707383**

\$0.01

Price: **\$0.01**
Discounts: **10%**
Qty: **1**

Notes Hold for Now

Ins. Stairwell Hanging

Three Light Bath Bar



Item ID: **843409**

Finish: **Brushed Gold**

24.00"W x 6.75"H

of Bulbs: **3**

Max Watts: **60.00 W**

Bulb Type: **E26**

\$374.22

(\$187.11 each)
(\$41.58 Discount)

Price: **\$207.90**
Discounts: **10%**
Qty: **2**

Notes

Ins. Master Bathroom

Two Light Flush Mount



Item ID: **052342**

Finish: **Brushed Brass**

8.50"W x 6.25"H x 9.50"L

of Bulbs: **2**

Max Watts: **60.00 W**

Bulb Type: **A-19**

\$27.30

(\$6.82 each)
(\$3.03 Discount)

Price: **\$7.58**
Discounts: **10%**
Qty: **4**

Notes

Ins. Water closet/upstairs bedroom closets

LED Bath



Item ID: **0994680**

Finish: **Champagne Gold**

14.00"W x 5.25"H

of Bulbs: **2**

Max Watts: **12.00 W**

Bulb Type: **LED**

\$509.97

(\$169.99 each)

Regular Price: **\$499.99**
Our Price: **\$169.99**
Sale ends on 10/20/2020

Qty: **3**

SALE

Notes Need Bathroom #

Ins. Maria / Valentina bath

LED Flush Mount



Item ID: **838821**

Finish: **White**

10.25"W x 3.25"H x 51.00"L

of Bulbs: **2**

Max Watts: **41.00 W**

Bulb Type: **Array**

\$166.46

(\$18.50 Discount)

Price: **\$184.96**
Discounts: **10%**
Qty: **1**

Notes

Ins. Laundry Room

DS
JPE

Two Light Ceiling Fixture



Item ID: **442568**

Finish: **Dark Antique Brass**

13.00"W x 4.63"H

of Bulbs: **2**

Max Watts: **75.00 W**

Bulb Type: **A19**

\$569.43

(\$189.81 each)

(\$63.27 Discount)

Price: **\$210.90**

Discounts: **10%**

Qty: **3**

Notes

Ins. Master bath hall/closet

Three Light Flush Mount



Item ID: **837502**

Finish: **Warm Brass**

16.00"W x 4.00"H x 16.00"L

of Bulbs: **3**

Max Watts: **60.00 W**

Bulb Type: **A19**

\$151.30

Regular Price: **\$178.00**

Our Price: **\$151.30**

Sale ends on 11/02/2020

Qty: **1**

SALE

Notes

Ins. Bath Master Ceiling

LED Flush Mount



Item ID: **0925767**

Finish: **Aged Brass**

8.00"W x 2.50"H x 8.00"L

of Bulbs: **1**

Max Watts: **15.00 W**

Bulb Type: **Module**

\$429.30

(\$143.10 each)

(\$47.70 Discount)

Price: **\$159.00**

Discounts: **10%**

Qty: **3**

Notes

Ins. Master hall/closet

DS
JPZ

Lighting by Design

8 Dowlin Forge Road
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610-524-5571



Estimate

Date	Estimate #
10/20/2020	6638

Name / Address
Moser Construction Management 1171 Lancaster Avenue Suite 201 Berwyn, PA 19312

Ship To

Terms	Rep	Typed By
	PBM	LLR

Qty	Item	Description	Location	Cost	Total
		MARSH LEA LOT 16 - ZOHRABIAN			
		FRONT DOOR FIXTURES - SUPPLIED BY CLIENT			
2	EXTERIOR	762690	OUT GARAGE	248.40	496.80T
6	BULBS	LED 860C	FOR ABOVE	6.00	36.00T
1	EXTERIOR	762699	OUT GARAGE SERVICE DOOR	187.20	187.20T
1	BULBS	LED 860C	FOR ABOVE	6.00	6.00T
2	EXTERIOR	762690	OUT MORNING ROOM	248.40	496.80T
6	BULBS	LED 860C	FOR ABOVE	6.00	36.00T
3	EXTERIOR	762690	OUT FAMILY ROOM	248.40	745.20T
9	BULBS	LED 860C	FOR ABOVE	6.00	54.00T
		DINING ROOM - HOLD FOR NOW			
1	PENDANT	739702	BUTLER'S PANTRY	376.20	376.20T
1	BULBS	LED 60A19	FOR ABOVE	6.00	6.00T
		MORNING ROOM - HOLD FOR NOW			

Subtotal

Sales Tax (6.0%)

Total

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Qty	Item	Description	Location	Cost	Total
2	PENDANT	879024	KITCHEN ISLAND	379.76	759.52T
2	BULBS	LED 60T10CLR	FOR ABOVE	7.00	14.00T
2	SEMIFLUSH	837505	MUDROOM	246.50	493.00T
6	BULBS	LED 60A19	FOR ABOVE	6.00	36.00T
1	BATHROOM	835668	MUD RM	90.72	90.72T
2	BULBS	LED 60A19	POWDER RM	6.00	12.00T
1	SEMIFLUSH	837505	STUDY	246.50	246.50T
3	BULBS	LED 60A19	HALLWAY	6.00	18.00T
1	BATHROOM	835668	STUDY BATH	90.72	90.72T
2	BULBS	LED 60A19	FOR ABOVE	6.00	12.00T
		STAIRWELL HANGING - HOLD FOR NOW			
2	BATHROOM	843409	MASTER	187.11	374.22T
6	BULBS	LED 60A19	BATHROOM	6.00	36.00T
			FOR ABOVE		

Subtotal

Sales Tax (6.0%)

Total

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	PBM	LLR

Qty	Item	Description	Location	Cost	Total
4	FLUSHMOUNT	052342	WATER CLOSET/UP BEDRM CLOSETS	6.82	27.28T
8	BULBS	LED 60A19	FOR ABOVE	6.00	48.00T
3	BATHROOM	0994680 LED INTEGRATED	MARIA/VALENTINA BATH	169.99	509.97T
1	FLUSHMOUNT	838821 LED INTEGRATED	LAUNDRY ROOM	166.46	166.46T
3	FLUSHMOUNT	442568	MASTER BATH HALL/CLOSET	189.81	569.43T
6	BULBS	LED 60A19	FOR ABOVE	6.00	36.00T
1	FLUSHMOUNT	837502	BATH MASTER CEILING	151.30	151.30T
3	BULBS	LED 60A19	FOR ABOVE	6.00	18.00T
3	FLUSHMOUNT	0925767 LED INTEGRATED	MASTER HALL/CLOSET	143.10	429.30T
	DELIVERY	DELIVERY FEE		80.00	80.00
	ALLOWANCE	BUILDER'S ALLOWANCE		-2,000.00	-2,000.00

Subtotal

Sales Tax (6.0%)

Total

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10/20/2020	6638

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Terms	Rep	Typed By
	PBM	LLR

Qty	Item	Description	Location	Cost	Total
	SPECIAL OR...	<p>*Special Order Merchandise (Uninstalled and in original packaging only) may be returned within 15 days with a receipt for refund. Refund will be issued less manufacturers' restocking fee and shipping charges back to vendor. Cancellations made after the merchandise has left factory are subject to same terms .</p> <p>*Check refunds will be processed after manufacturers inspection of merchandise and credit approval.</p> <p>*Returns of special order merchandise without a receipt are for store credit only less restocking and shipping charges.</p> <p>*Absolutely no returns after 15 days. All returns are subject to inspection & acceptance by LBD staff. LBD reserves the right to refuse return of any merchandise that does not comply with guidelines stated above.</p>		0.00	0.00T

DocuSigned by:

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Subtotal \$4,658.62

Sales Tax (6.0%) \$394.72

Total \$5,053.34

Lighting by Design
Residential New Construction Lighting Related Guidelines

• **Warranty For Defective Fixtures**

In the event of a product defect that requires replacement of extensive repair, LBD will coordinate replacement or repair of the product to the client's satisfaction within manufacturer guidelines. Most manufacturer warranties are in effect for one year. The manufacturer's warranty generally does not cover any labor charges that may be incurred. All lighting fixtures should be inspected, prior to settlement during the walk-through with the builder's job supervisor.

• **Broken Glass or Missing/Defective Parts and Bulb Replacement**

LBD will provide replacements for broken or missing glass, parts and light bulbs free of charge so long as it is reported prior to settlement. The homeowner will install the replacement glass, hardware and bulbs unless it requires professional installation.

• **Back – Orders**

It is LBD's goal to ship every order as complete as possible. LBD will expedite every order as required and notify the customer of long wait items based on manufacturer information. However, due to many variables, the ETA of items can change and this is out of our control. Lighting by Design and your builder is not responsible for any labor charges related to any back-ordered merchandise unless the order is placed 16 weeks prior to the earliest possible settlement date.

• **Don't wait to place your order, please!**

We recommend that you place your order as soon as you have completed your selections regardless of your settlement date. We will store your lighting so long as it is needed. Price increases and volatile product availability and discontinuations are out of our control and these unwelcome situations can be avoided with your help.

• **Returns**

Merchandise returned uninstalled and in the original packaging will be credited to the account so long as it is a LBD stock item. All special orders are subject to that particular manufacturer's re-stocking charge. Items that are installed or out of original packaging are not returnable. Custom and modified fixtures are not returnable. All returns must be made 30 days of shipment/pick-up.

• **Fixture Hanging Heights**

Your electrical contractor will use accepted industry guidelines to hang the fixtures. If the homebuyer has a specific request it must be made directly with the builder and/or the electrical contractor. Any adjustments on site after the initial install may be subject to additional labor charges by the electrician. LBD will provide specific measurements as needed to the builder.

• **Special Installations**

Your builder/electrician, in addition to the wiring cost, will charge an additional amount for special installations: Such as ceiling fans, fixtures that exceed 50 pounds, medallions and other special installations. **PURCHASING THESE ITEMS FROM LBD AND THE INITIAL WIRING FROM THE ELECTRICIAN DOES NOT INCLUDE THE ADDITIONAL COST OF THESE SPECIAL INSTALLATIONS.** Please contact your builder for more information.

• **Medallions – Decorative Ceiling Applications**

The homebuyer should contact the builder regarding additional installation cost and details regarding medallions.

• **LED Bulbs and Dimmer Compatibility**

If you are purchasing any LED integrated lighting fixtures or plan to use LED retrofit light bulbs for any of your fixtures now or in the future, you need to purchase special dimmers from your electrician that will sync with LED technology. Standard dimmers will cause LED bulbs to flicker, pulse and not work properly.

• **Fixtures with Crystals**

As a matter of precaution and economics, fragile crystal and loose glass will not be installed at the time of installation. The homebuyer is responsible for dressing the fixture with the crystals and decorative glass after settlement. LBD can recommend a service that specializes in hanging and cleaning crystals at the homebuyer's request.

• **Homebuyer Supplied Lighting Fixture**

The homebuyer should contact the builder and their electrician regarding their specific policy on the installation of any owner supplied fixtures.

I have read, understand and accept the guidelines listed above.

Signed Jolee Perseo Bohrabian Date _____

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Site # _____ Community _____