

AIRSTREAM, INC. -- RETAIL PRICING/SALES ORDER

1997 - 28' EXCELLA TRAVEL TRAILER

Date: 09/19/96

Serial Number _____ Order Date _____ Req. _____ Ship Via _____
 Dealer Name _____ Authorized By _____ Retail Name _____

RETAIL BASE: \$ 42,206

MODEL: 28' Side Bath

___ Twin(SJEYMV-13A) - 6,580# ___ Queen (SJEYMV-13B) - 6,530#

COLOR SCHEMES:

___ Emerald Opt.17 ___ Catseye Opt.18
 ___ Golden Berle Opt.19 ___ Chantilly Opt.20

RETAIL	PART #	'X'	DESCRIPTION	WEIGHT
\$ 493	109943-01	___	CSA MICROWAVE CONVECTION	5 #
\$ 39	110420-03	___	CSA OPTION - 28' TRL	4-#
\$ 39	110421-03	___	DOT OPTION - 28'	4-#
\$ 195	109595	___	A/C W/HEAT PUMP& WALL THERMO.	2 #
\$ 100	109050	___	AWNING, PATIO, CENTER SUPPORT	7 #
\$ 827	110447	___	AWNING, WINDOW 19' 8 1/4"	78 #
(\$ 101)	109993	___	COOKTOP, 3-BURNER W/DRAWERS	24-#
\$ 171	109434	___	DELUXE TANK MONITORING SYSTEM	1 #
\$ 190	109594	___	FAUCET, ONE TOUCH - GALLEY	5 #
\$ 473	108417-02	___	LIGHTS FLUORESCENT 28'	11 #
\$ 328	109134	___	LPG 30# ALUMINUM BOTTLES	17-#
\$ 423	109943	___	MICROWAVE, CONVECTION	5 #
\$ 434	109461-08	___	SHADES DAY/NIGHT- NITEONLY-BEDRM	8 #
\$ 170	109889	___	SKYLIGHT, BATH W/SHADE	12 #
\$ 343	109885	___	SKYLIGHT, GALLEY, W/SHADE	12 #
\$ 185	109370	___	TIRE, BW RAD SPARE W/STEEL WHEEL	54 #
\$ 60	109944-02	___	VENT, CEILING, (1) W/12V FAN	3 #
\$ 425	109325	___	WRAP PROTECTORS	19 #

NOTE: \$250 CHARGE FOR DEVIATIONS FROM STANDARD PRODUCTION PLUS COST OF MATERIALS.

DUE TO WEIGHT RESTRICTIONS, NOT ALL OPTIONS MAY BE POSSIBLE. WEIGHTS ARE SUBJECT TO CHANGE ACCORDING TO PRODUCTION AND/OR VENDOR MODIFICATIONS