

AIRSTREAM INC., -- RETAIL PRICING/SALES ORDER

1997 - 30' EXCELLA "1000" TRAVEL TRAILER

Date: 09/19/96

Serial Number _____ Order Date _____ Req. _____ Ship Via _____

Dealer Name _____ Authorized By _____ Retail Name _____

RETAIL BASE: \$ 44,856

MODEL: 30' Side Bath

___Twin(SJEYPV-13A) - 6,880# ___QUEEN(SJEYPV-13J) - 6,830#

___QUEEN "Wardrobe" (SJEYPV-13W) - 6,840#

COLOR SCHEMES:

___ Emerald Opt.17 ___ Catseye Opt.18

___ Golden Berle Opt.19 ___ Chantilly Opt.20

RETAIL	PART #	'X'	DESCRIPTION	WEIGHT
\$ 309	109893-02	_____	CSA MICRO CONV 3BURNER CKTP	2-#
\$ 39	110420-04	_____	CSA OPTION - 30' EXC	4-#
\$ 39	110421-04	_____	DOT OPTION - 30' EXC	4-#
\$ 411	109874	_____	BEDROOM, "W" (QUEEN W/WARDROBE)	1 #
\$ 195	109595	_____	A/C W/HEAT PUMP& WALL THERMO.	2 #
\$ 1,100	110446	_____	AWNING, WINDOW PACKAGE	85 #
\$ 171	109434	_____	DELUXE TANK MONITORING SYSTEM	1 #
\$ 190	109594	_____	FAUCET, ONE TOUCH - GALLEY	5 #
\$ 473	108417-01	_____	LIGHTS FLUORESCENT 30' TRL	11 #
\$ 328	109134	_____	LPG 30# ALUMINUM BOTTLES	17-#
\$ 238	109893-01	_____	MICROWAVE, CONV W/3BURNER COOKTOP	2-#
\$ 195	109784-01	_____	OAK LAMINATE TOP LIFT-UP TABLE	50 #
\$ 170	109889	_____	SKYLIGHT, BATH W/SHADE	12 #
\$ 343	109885	_____	SKYLIGHT, GALLEY, W/SHADE	12 #
\$ 185	109370	_____	TIRE, BW RAD SPARE W/STEEL WHEEL	54 #
\$ 299	110289-01	_____	WARDROBES HANGING RS & CS TWIN	39 #
\$ 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.