

AIRSTREAM, INC. -- RETAIL PRICING/SALES ORDER

1997 - 34' EXCELLA "1000" TRAVEL TRAILER

Date: 09/19/96

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

Dealer Name _____ Authorized By _____ Retail Name _____

RETAIL BASE: \$ 51,818

MODEL: 34' Side Bath

___ Twin (SHEYUV-13A) - 7,750# ___ QUEEN (SHEYUV-13J) - 7,700#

___ QUEEN "Wardrobe" (SHEYUV-13W) - 7,710#

COLOR SCHEMES:

___ Emerald Opt.17 ___ Catseye Opt.18

___ Golden Berle Opt.19 ___ Chantilly Opt.20

RETAIL	PART #	'X'	DESCRIPTION	WEIGHT
\$ 252	110420-08	___	CSA OPTION - 34' EXC	4-#
\$ 252	110421-08	___	DOT OPTION - 34' EXC	4-#
\$ 411	109874	___	BEDROOM, "W" (QUEEN W/WARDROBE)	1 #
\$ 195	109595	___	A/C W/HEAT PUMP& WALL THERMO.	2 #
\$ 1,639	110445	___	AWNING WIND PKG 34' & 34' FK EXC	123 #
\$ 190	109594	___	FAUCET, ONE TOUCH - GALLEY	5 #
\$ 506	108417	___	LIGHTS, FLUORESCENT	12 #
\$ 0	109886-06	___	RANGE 3BURNER W/OVEN&MICRO 34EXWB	39 #
\$ 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.