

AIRSTREAM, INC. -- RETAIL PRICING/SALES ORDER

1999 - 30' EXCELLA "1000" TRAVEL TRAILER

Date: 11/20/98

Order Date _____

Dealer Name _____ By _____ Retail Name _____

RETAIL BASE: \$ 51,733

UVW 7,180#

___ Twin Bed "A" SJEYPX-13A

___ Queen Bed "W" SJEYPX-13W

COLOR SCHEMES:

___ South Beach Opt. 25 ___ Blue Bayou Opt. 31

___ Vintage Leaf Opt. 24 ___ Peridot Opt. 41

___ Roman Sands Opt. 39

RETAIL	PART #	'X'	DESCRIPTION	WEIGHT
\$ 120	110420-17	___	CANADA - CSA - 30' EXCELLA	18 #
\$ 439	109893-11	___	CANADA - CSA/DOT - CONV. MICRO	4 #
\$ 120	110421-17	___	CANADA - DOT - 30' EXCELLA	18 #
\$ 216	109893-10	___	MICROWAVE-CONV W/3 BURNER COOKTOP	0 #
\$ 170	109889	___	SKYLIGHT, BATH W/SHADE	9 #
\$ 343	109885	___	SKYLIGHT, GALLEY, W/SHADE	10 #
\$ 185	109370	___	TIRE, BW RAD SPARE W/STEEL WHEEL	54 #

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.