

AIRSTREAM, INC. -- RETAIL PRICING/SALES ORDER

1999 - 31' EXCELLE "1000" TRAVEL TRAILER

Date: 11/20/98

Order Date \_\_\_\_\_

Dealer Name \_\_\_\_\_ By \_\_\_\_\_ Retail Name \_\_\_\_\_

RETAIL BASE: \$ 51,810

UVW 7,150#

\_\_\_ Twin Bed "A" SGEYRX-13A

\_\_\_ Queen Bed "W" SGEYRX-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
\$ 115	110420-19	___	CANADA - CSA - 31' EXC/LTD	18 #
\$ 115	110421-19	___	CANADA - DOT - 31' EXC/LTD	18 #
\$ 346	109893-14	___	CANADA-CSA-CONV MICRO W/3-BURNER	10 #
\$ 216	109893-12	___	MICRO-CONV W/3 BURNER COOKTOP 31'	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.