

AIRSTREAM, INC. -- RETAIL PRICING/SALRS ORDER

1999 - 34' EXCELLA "1000" TRAVEL TRAILER

Date: 11/20/98

Order Date _____

Dealer Name _____ By _____ Retail Name _____

RETAIL BASE: \$ 58,829

UVW 8,070#

___ Twin Bed "A" SHEYUX-13A
 ___ Queen Bed "W" SHEYUX-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
\$ 348	110420-20	___	CANADA - CSA - 34' EXCELLA	23 #
\$ 348	110421-20	___	CANADA - DOT - 34' EXCELLA	23 #
\$ 0	109886-07	___	RANGE 3/BURNER W/OVEN&MICRO 34' TR	21 #
\$ 170	109889	___	SKYLIGHT, BATH W/SHADE	9 #
\$ 343	109885	___	SKYLIGHT, GALLEY, W/SHADE	10 #
\$ 185	109370	___	TIRE, BW RAD SPARE W/STEEL WHEEL	54 #
\$ 136	107636	___	WINDOW, STACKED, 30" (FWD OF DOOR)	4 #

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.