

AIRSTREAM INC - RETAIL PRICING/SALES ORDER

2000 - 30' EXCELLA TRAVEL TRAILER

Date: 09/30/99

Order Date _____

Dealer Name _____ By _____ Retail Name _____

RETAIL BASE: \$54,982

UVW 7,180#

___ Twin Bed "A" SJEYPY-13A

___ Queen Bed "W" SJEYPY-13W

COLOR SCHEMES:

___ Tropical Isle Opt. 38 ___ Mosaic Blue Opt. 37

___ Vintage Leaf Opt. 24 ___ Roman Sands Opt. 39

| RETAIL | PART # | 'X' | DESCRIPTION | WEIGHT |
|----------|-----------|-----|-----------------------------------|--------|
| \$ 120 | 110420-17 | ___ | CANADA - CSA | 18 # |
| \$ 393 | 109893-16 | ___ | CANADA-CONV MICRO/COOKTOP-CSA | 4 # |
| \$ 461 | 110657-01 | ___ | CD CHANGER - SONY 10 UNIT | 7 # |
| \$ 138 | 109893-15 | ___ | MICROWAVE-CONV W/3 BURNER COOKTOP | 1 # |
| \$ 1,273 | 110653 | ___ | REFER 10CF DOMETIC 2-WAY | 19 # |
| \$ 170 | 109889 | ___ | SKYLIGHT, BATH W/SHADE | 9 # |
| \$ 343 | 109885 | ___ | SKYLIGHT, GALLEY, W/SHADE | 10 # |
| \$ 185 | 109370 | ___ | TIRE, BW RAD SPARE W/STEEL WHEEL | 54 # |

\$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.

AIRSTREAM INC * 419 WEST PIKE STREET * JACKSON CENTER, OH 45334