

AIRSTREAM, INC. -- RETAIL PRICING/SALES ORDER

1996 - 34' EXCELLA WIDE BODY TRAVEL TRAILER

Date: 11/15/95

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

Dealer Name _____ Authorized By _____ Retail Name _____

RETAIL BASE: \$48,983

MODEL: 34' Side Bath

Twin(SHEYUT-13A) _____ QUEEN(SHEYUT-13J) _____ QUEEN "Wardrobe" (SHEYUT-13W)

COLOR SCHEMES:

_____ Sunset Blvd. Opt.44 _____ Devon Opt.26 _____ Bijan Opt.38
 _____ Halston Opt.42 _____ Chantilly Opt.20 _____ Tuscany Opt.16
 _____ Armani Opt.36

RETAIL	PART #	'X'	DESCRIPTION
\$ 411	109874	_____	BEDROOM, "W" (QUEEN W/WARDROBE)
\$ 195	109595	_____	A/C W/HEAT PUMP& WALL THERMO.
\$ 1,025	107471	_____	ALUMINUM WHEELS (6)
\$ 246	109038-03	_____	AWNING CS REAR 3' EXCELLA
\$ 271	109047-05	_____	AWNING FRONT 52.625" EXC
\$ 551	109128-01	_____	AWNING R.S. 14' 10" WINDOW
\$ 271	109047-07	_____	AWNING REAR WINDOW 52.625 EXC
\$ 371	109739-01	_____	AWNING REAR WINDOW 8' EXC
\$ 1,256	109036	_____	AWNING, C.S. PATIO 21'4"
\$ 100	109050	_____	AWNING, PATIO, CENTER SUPPORT
\$ 721	109501	_____	BATHROOM UPGRADE PACKAGE*
\$ 670	109744-02	_____	CD PLAYER AMP 4 SPKRS
\$ 692	109115-08	_____	DOOR REAR ENTRANCE W/WNDW 34EXCW
\$ 164	109594	_____	FAUCET, ONE TOUCH - GALLEY
\$ 136	109644	_____	FLAG POLE STORAGE
\$ 311	109428	_____	FLOORING, GALLEY OAK PLANK
\$ 440	110206	_____	FURNACE DUAL
\$ 1,250	109881-06	_____	GALLEY TOP 1PC POLYMER 34' EXC WB
\$ 206	110035-02	_____	GRAPHICS WAVE
\$ 850	110112	_____	L-LOUNGE OPT.
\$ 531	110298	_____	LEATHER DINETTE
\$ 554	110347	_____	LEATHER L-LOUNGE
\$ 514	110296-02	_____	LEATHER LOUNGE
\$ 172	110329	_____	LEATHER SWIVEL CHAIR
\$ 480	108417	_____	LIGHTS, FLUORESCENT
\$ 126	107663	_____	LPG 40# ALUMINUM BOTTLES
\$ 199	109426-01	_____	MATTRESS, FOAM, DELUXE, "A"
\$ 199	109426-04	_____	MATTRESS, FOAM, DELUXE, "J"
\$ 1,389	110016-01	_____	OAK HARDWOOD TABLES 34' & 34R
\$ 0	109886-06	_____	RANGE 3BURNER W/OVEN&MICRO 34EXWB
\$ 55	110293	_____	REFER INSERTS GLOSS BLACK
\$ 266	109737-01	_____	REFRIGERATOR W/ICE MAKER 2-WAY
\$ 241	109461-01	_____	SHADES, DAY/NIGHT ALL WIN 34' EX
\$ 163	109461	_____	SHADES, DAY/NIGHT BED & GALLEY
\$ 0	109424-34	_____	SHADES, PULL, 34'
\$ 170	109889	_____	SKYLIGHT, BATH W/SHADE
\$ 343	109885	_____	SKYLIGHT, GALLEY, W/SHADE
\$ 225	110012-02	_____	SOLAR PANEL, 5 WATT W/METER
\$ 708	110012-01	_____	SOLAR PANEL, 53 WATT W/METER
\$ 569	110012-03	_____	SOLAR PANEL, 53 WATT, 2ND PANEL
\$ 104	994073	_____	SPARE TIRE BRACKET
\$ 518	109326	_____	STONE GUARD, 3PC. SOLAR GREY
\$ 51	110364	_____	STORAGE PANTRY 2ND 34' A/S TRL
\$ 185	109370	_____	TIRE, BW RAD SPARE W/STEEL WHEEL
\$ 103	109132	_____	TV ANTENNA BOOSTER, CABLE, TELE-HK
\$ 116	109975-02	_____	TV CAB. (NO TV) OPT. 34' EXC BEDRM
\$ 541	109884	_____	TV 13" BUILT IN OVERHEAD
\$ 541	109884-01	_____	TV, 13" (SHIPPED LOOSE)
\$ 480	109883-03	_____	TV, 9" BUILT IN 34 EXC
\$ 56	109742-01	_____	VENT, FANTASTIC ROOF FAN
\$ 283	110289	_____	WARDROBES HANG. W/ROOFLOCKERS TWIN
\$ 164	109499	_____	WATER PURIFIER W/SEPARATE FAUCET
\$ 136	107636	_____	WINDOW, STACKED, 30" (FWD OF DOOR)
\$ 425	109325	_____	WRAP PROTECTORS
\$ 1,385	109255	_____	1000 PACKAGE 34' EXCELLA*

NOTE: There will be a \$250.00 charge for deviations from standard production plus cost of materials.

* Excella 1000 Package includes: Exterior "1000" Castings, Easy Lift Blinds (Bedroom&Galley), Tamarak Level, Screen Door Guard, Pleated Day/Night Shades (Lounge&Dinette), Zip Dee Chairs(2), One Touch Faucet, Heat Pump and Wall Thermostat on Air Conditioner.

* Bathroom Upgrade Package includes: Marble Lavy Top, Brass Handi-Lav Faucet&Hdw.
 AIRSTREAM, INC. * 419 WEST PIKE STREET * JACKSON CENTER, OH. 45334