

AIRSTREAM, INC. -- RETAIL PRICING/SALES ORDER

1997 - 34' EXCELLA "1000" FRONT KITCHEN TRAVEL TRAILER

Date: 09/19/96

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

Dealer Name _____ Authorized By _____ Retail Name _____

RETAIL BASE: \$ 51,147

MODEL: 34' Side Bath

___Twin(SFEYUV-13A) - 7,880# ___QUEEN(SFEYUV-13J) - 7,830#

___QUEEN "Wardrobe" (SFEYUV-13W) - 7,840#

COLOR SCHEMES:

___ Emerald Opt. 17 ___ Catseye Opt. 18

___ Golden Berle Opt.19 ___ Chantilly Opt.20

RETAIL	PART #	'X'	DESCRIPTION	WEIGHT
\$ 252	110420-06	___	CSA OPTION - 34'FK EXC	4-#
\$ 252	110421-06	___	DOT OPTION - 34'FK EXC	4-#
\$ 411	109874	___	BEDROOM, "W" (QUEEN W/WARDROBE)	1 #
\$ 195	109595	___	A/C W/HEAT PUMP& WALL THERMO.	2 #
\$ 1,639	110445	___	AWNING WIND PKG 34'&34'FK EXC	123 #
\$ 190	109594	___	FAUCET, ONE TOUCH - GALLEY	5 #
\$ 473	108417-04	___	LIGHTS FLUORESCENT	14 #
\$ 0	109886-04	___	RANGE 3BURNER W/OVEN&MIC EXC 34F	7 #
\$ 170	109889	___	SKYLIGHT, BATH W/SHADE	12 #
\$ 343	109885	___	SKYLIGHT, GALLEY, W/SHADE	12 #
\$ 343	109961	___	SKYLIGHT, LOUNGE W/SHADE	12 #
\$ 185	109370	___	TIRE, BW RAD SPARE W/STEEL WHEEL	54 #
\$ 299	110289-01	___	WARDROBES HANGING RS & CS TWIN	39 #
\$ 425	109325-01	___	WRAP PROTECTORS	19 #

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.