

Proforma, Invoice

Bay Yacht Agency

MMA, Inc. T/A Bay Yacht Agency
326 First St. Suite 29, Annapolis, MD, 21403
(410) 263-2311 info@bayacht.com

Thursday, October 13, 2011

BYA I.D. Pkg. 7020 36 F

BYA Chesapeake Bay (LGC), Package

Prepared for: *Sample*

Pkg. I.D.	Option and accessories Desc...
Proforma	

Other

BAT017DUO01 Fountaine Pajot Evolutionn w/20 HP Volvo Diesels-
DUO (2 cabins, 2 heads or 3 or 4 cab avail.
(Duo version-default layout)
Effective 3/1/09-2011 model has std. Hard Bimini
Helm station/control cockpit now std.
Specify Trio version if wanted

1 NOTE: In some cases, your bank may require that you obtain a LLC
A LLC Letter of credit may be required.
Normally, payment is required on completion.
If payment cannot be made, an LLC may be required.
Additional settlement costs may be incurred.

1 SETTLEMENT COSTS: not normally incl. in your Purchase Agreement
SETTLEMENT COSTS might include:
C.G. & Documentation fees (arranged by bank)
Any entity formed, such as an LLC
Letter of Credit charges.
Ask for details or an estimate.

SRV017101 Export fees paid - France

SRV017311 Transport & launch La Rochelle, Commissioning Inc.
Transport, masting, launching,
prepare boat, rig, and step mast,
5 days mooring in La Rochelle
Custom and import agent fees, paid in U.S.
Ocean delivery insurance
Arranged by BYA for Ocean, (water) delivery.
Ocean delivery, East Coast-US port-Est.
U.S. Duty Paid

Other

OPT017708 Ocean Delivery, Life raft MP 4, container
Required for water delivery from France

OPT017700 Safety equipment without liferaft
Required for water delivery from France
C.G. & Safety equip/Gr.Tackle FP36-Inc. Comm.-If BYA comm.
Delta and Fortress anchor w/chain and rode
Docklines and fenders
Lifejackets and cases
Flares/fire ext./horn/bell/Plaques
First aid kit and tools. Bucket/brush, etc.

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Signed: _____ Buyer _____ Date _____ Seller _____ Date

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Comm.Included:<http://www.bayacht.com/aaa/fp/Comm-FP.pdf>
 Calibrate wind and speed instruments
 Delivery fuel and check tanks & fluids
 Name & Hailport--custom graphics extra
 Commissioning, included items-See Commissioning U.S. Port #1000
 Eng check oil change, on both engines receipt com
 Clear boat through customs-handle delviery crew
 Review check list with delivery crew.
 Complete owner check out and sea-trials
 Slip space inc. for time of commissioning.
 Commissioning, inspection, adjustment & sea trials at U.S. Port
 See notes for included equipment and services
 Commissioning/Delivery from yard to commissioning base
 Change drive oil/install thru hulls
 Check Rig standing/running rigging
 Includes complete C.G. & Safety equipment.
 Ground Tackle, docklines and fenders
 Complete check out and familiarization.

Deck Gear

800w Electric Anchor Windlass
 U.S. Gypsey for 3/8" HT Chain
 OPT017228 Bimini for helm station
 Bimini, new hardtop bimini standard
 Must include on 2011 model
 Bimini will be hard Bimini with built in control
 Control cockpit has all controls led to it.
 Effective 23/1/2010 for 2011 models
 Cockpit table, std.

OPT017240 Davits- Dinghy Davits
 OPT017226 Dralon protective cover for wheel and instrument panel
 OPT017211 Electric winch - starboard
 OPT017227 Exterior window blinds for salon
 Folding swim ladder at transom
 OPT017120 Lazy bag - factory
 Sail- Full battened main w/lazy jacks
 Batt car system
 Bimini top,protection for helm station-est.
 Folding Bimini w/connector and dodger
 Connector rolls back for complete stand Headroom
 Sit under, or move forward for unobstructed access
 Textelene back window for viewing/sun protection.
 Dedicated propane locker, installed
 For U.S. Specs
 Per agreement with Factory
 Anchor- 5/16' BBB galvanized chain
 Cockpit cushions, local provider
 Choice of material, foam thickness, details
 Sunsure fabric 15% additional

Hull,Exterior

OPT017260 Antifouling bottom paint

Pkg. I.D. **Option and accessories Desc...**

Thru hulls for A/C and Genset
Bronze thru hulls per drawing

Interior

Interior - Cherry with dark floors and off white gelcoat
Choice of fabrics
Std. uphl. Dark brown Ultra Leather (synthetic)
Interior - Lights all LED

OPT017370 Salon table convertible to salon berth

OPT017346 Screens for for cabins

Plumbing

OPT017405 Additional water tank 270L

OPT017455 Automatic switch for engine bilge pumps

Dump valve at holding tank for direct discharge

OPT017410 Holding tank, second head

Add second holding tank if 2 cabin version choosen
for port head

OPT017410 Holding tank, starboard head

Add second holding tank if 2 cabin version choosen

Pressure hot/cold water

OPT017422 Water heater 110V

7020-190 Electric Fresh Water Flush Heads Each

Fresh water flush to minimize odors
Salt water option requires separate pump

7020-190 Electric Fresh Water Flush Heads Each

Fresh water flush to minimize odors
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Electrical/Electronic

AGM Batteries, std.

OPT017621 Electronics Package II

Autopilot, Garmin VHF w/ AIS
Garmin 720 GPS
Furuno FI 50 Nav Instrument

OPT017690 Radio/CD sound system w/4 speakers

Electrical System W/ Paneltronics Panel 4308: 10 Outlets, 50 Amp

Paneltronics panel,
14 outlets, wire hot water heater
Cords, separate
Inc. Connection for water heater element

7020-45 Add 2 Extra House Batteries

7020-35 Invertor Charger

Autoswitch between invertor charger functions
http://www.the-merlin-group.com/combi_charger.htm
All parts plus venting

Comfort & Convenience

12V refrigeration system std.
Eno Brand: 3 burner stove, std.

OPT017301 Freezer 12V 90L

Not compatible with OPT017300

<i>Pkg. I.D.</i>	<i>Option and accessories Desc...</i>
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OPT017300	Fridge 12V 130L Not compatible with OPT017301
OPT017441	Pressurized, seawater system
7020-20	Convert Propane System
7020-5	Full Boat Air Conditioning System Cruisair, 3 units with ducting Digital thermostats for each zone Runs on shore power or (optional) generator
7020-10	Fans in Salon, Cabins(6) Client selects location and quantity circuit capacity may limit quantity

Misc. Equipment

Handling and setup for BAB by LGC-Chesapeake-Inc. in AAA Pkg
 Includes setting up log sheets, web site, etc.
 Training of check out personal & create maint log
 Turn around fee for owner's use--per agreement
 Advertising and promotional fee, inc.
 See final Mgt. Agreement for details. ID2875
 Owner's locker with lock installed.Est.
 Facilitates owner having a place to store personal
 Location varies with boat and owner requirement.
 Discuss with commissioning/Project Mgr
 Galley gear for charter service--Initial set up
 includes pots, pans, flatware, cutlery
 pillow and blankets
 additional items may be required by base selected
 to be billed seperately
 AAA Pkg: Additional equipment and set up for Charter Management
 Incl LGC set up-see separate
 Includes extra charter equipment
 2nd anchor and ground tackle
 Extra permanent lines at slip and take with liines
 Galley equipment inc.

Trim Pkg

PAK017001	Grand Large Version Curtains in cabins, 2 hatches in saloon & bench st Add'l water tk 270L, Elec windlass, cold deck shwr Mooring kit w/fenders, bag for haly storage, CST Mainsl, Removal of haly, Ball bearing slides Lazy jacks,Furl sys+genoa w/uv prot. Dinghy davits
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Proforma	\$392,840.00
Special Rebate	

Other

Rebate: Ask about what's available
 Use rebate to reduce the price
 Add options...
 Reduce Downpayment required
 Take your choice...
 Rebate only applies to this Package

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Signed: _____ *Buyer* _____ *Date* _____ *Seller* _____ *Date*

Pkg. I.D. **Option and accessories Desc...**

Special Rebate

NOTE: This is a sample quotation valid only when referenced to a valid purchase agreement. Package Total \$392,840.00
Bay Yacht Agency reserves the right to withdraw this offer, or change prices up until the time of an accepted, final agreement signed by the affected parties. BYA may adjust prices for items shown as estimated. Buyer should request final confirmation of estimated prices within 14 days of final agreement or else BYA reserves the right to adjust prices up to 10% of amounts shown. Items deleted after 14 days of the contract date, may be affected by additional charges of up to 15% of the contracted prices. Items added after the original invoice are posted at then current, published prices