

Proforma, Invoice

Bay Yacht Agency

MMA, Inc. T/A Bay Yacht Agency
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Thursday, October 13, 2011

BYA I.D. Pkg. 7062 44 F

BYA Chesapeake Bay (LGC), Package
Prepared for:

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

Other

BAT019M01 Fountaine Pajot 44 (Orana) with 30 HP Volvo Diesel engines
Standard Factory Equipment & Specs
4 cabins, 4 heads, Volvo 30HP diesel std.
Bow cabins also available--see opt.
Owner cabin now with Island berth-std.
Maestro version avail-priced separately

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, a 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.

SRV019101 French Exportation fees, Paid

SRV019311 Transport & Launch, commissioning in La Rochelle, Inc.
Prepare rig and step mast
Check systems
Custom brokers fees, U.S. paid
Ocean delivery insurance-Est.
Arranged by BYA for Ocean, (water) delivery.
Billed at actual cost
Ocean delivery, east coast US port-Est.
See option for freighter delivery (\$42,000)
expect some wear and tear from sea passage to
lines, around 200 engine hours, initial wear to
bottom paint, etc.
discuss with broker
U.S. Duty paid-est.

Other

C.G. & Safety equip/Gr.Tackle FP44-Inc. 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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Pkg. I.D.**Option and accessories Desc...**

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

1002 Commissioning, Included items-if our Commissioning ordered #1000

Change sail drive oil, both engines

Calibrate wind and speed instruments

Delivery fuel, and check tanks, fluids

Commissioning, included items-See Commissioning U.S. Port #1000

Eng check oil change, on both engines receipt com

Clear boat through customs-handle delivery crew

Review check list with delivery crew.

Complete owner check out and sea-trials

Slip space inc. for time of commissioning.

1000 Commissioning, inspection, adjustment & sea trials at U.S. Port

Commissioning/Delivery from yard to commissioning base

Change drive oil/install thru hulls

Check Rig standing/running rigging.Bottom pt

Includes complete C.G. & Safety equipment.

Ground Tackle, docklines and fenders

Complete check out and familiarization.

OPT019712 Life raft MP8 for delivery

OPT019700 Minimum safety kit for delivery

Deck Gear

Fixed top, fiberglass bimini

Includes sliding hatch, walk down to cockpit

Access from deck also.

OPT019120 Lazy Bag

Swim ladder

OPT019211 Winch- 1 electric winch for Main Halyard

Use for Main Halyard

Main and starboard Genoa sheet

Cross feed port Genoa sheet

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.

Cockpit cushions, textelene w/piping (local)

Sunsure fabric 15% additional

Upgraded lounge and backrest cockpit cushions.

Choice of fabric to match other cockpit cushions.

Replace flat lounge cushions with contoured cush.

Anchor- 3/8 BBB galvanized chain 100' w/shackles

Confirm a match to windlass Gypsy

Hull,Exterior

OPT019260 Bottom paint-Factory

Hull molded with 2 layers vinylester resin

Thru hulls for A/C and Genset

Bronze thru hulls per drawing

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Interior

- OPT019355 Complete fitout of forepeak, starboard side only
w/deck hatch, cushion/shelf/finished sides & port
order for one or both sides.
area can still be used for storage
- OPT019354 Complete fitout of forepeak, port side only
w/deck hatch, cushion/shelf/finished sides & port
order for one or both sides.
area can still be used for storage
Interior - Cherry with dark floors and off white gelcoat
Choice of fabrics; ask
Std. uphl. Dark brown Ultra Leather (synthetic)
Interior - Lights all LED

Plumbing

- OPT019455 Automatic switches for all bilge pumps
Electric shower sump pumps, std.
- OPT019410 Holding tanks plumbed to each head w/discharge
Order if 4 cabin
- OPT019410 Holding tanks plumbed to each head w/discharge
- OPT019410 Holding tanks plumbed to each head w/discharge
- OPT019410 Holding tanks plumbed to each head w/discharge
Hot and cold pressurized water and electric sea water pump
Large discharge pipe/valve for direct discharge
- 7062-210 Electric Fresh Water Flush Heads Each
Jabsco Quite-Flush w/macerator
- 7062-210 Electric Fresh Water Flush Heads Each
Jabsco Quiet Flush w/macerator
Replace single extra if 4 cabin
- 7062-210 Electric Fresh Water Flush Heads Each
Jabsco Quiet Flush w/macerator
- 7062-210 Electric Fresh Water Flush Heads Each
Jabsco Quite-Flush w/macerator

Electrical/Electronic

- OPT019690 radio/CD player with 4 speakers-factory
- OPT019422 110V water heater element
4 batteries std. located in separate compartment
AGM Batteries, std.
- OPT019621 Navigation Electronics Package-Factory
Autopilot, Garmin VHF w/ integrated AIS
Garmin GPS 5008 (8.4" screen)
Furuno FI50 nav instrument
- OPT019611 Second VHF at helm station
Electrical System W/ Paneltronics Panel 4308: 14 Outlets, 50 Amp
Paneltronics panel,
14 outlets, wire hot water heater
Cors, separate
Inc. Connection for water heater element
50' 50 Amp 220 V Cord Y Adaptor for Most Marinas

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

7062-45 Invertor Charger
 2500 Watt Invertor
 130 Amp Charger
 http://www.the-merlin-group.com/combi_charger.htm
 All parts plus venting inc.

7062-50 Link 2000 Battery Monitor

7062-10 Northern Lights 9KW Genset
 Wiring 110v water heater element to panel

Comfort & Convenience

12V refrigeration, Top opening, std.
Primary unit
Eno Brand: Propane 3 burner stove top w/separate oven

OPT019301 Freezer 12V 90L
 In addition to primary 12V Refer
 (2) Additional cabin fans for bow cabin option

7062-5 AC-Additional ducting for forward cabin, if req.
 Approx. 32,000 BTU

7062-30 Convert Propane System

7062-5 Custom, full boat air conditioning system with 3 zones
 Approx. 32,000 BTU

7062-15 Fans in Salon, Cabins(7)

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. ID3875
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
Basic bedding/Galley gear for charter service--Inc. in AAA pkg
includes pots, pans, serving utensils
blankets and pillows
additional items may be required by base selected
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

PAK019001 Grand Large version
 Curtains in cabins, 2 pers. Solarium, deck shower,
 2 pulpit seats, tender davits, CST Main sail
 Ball beraing mainsal luff cars, lazy jack
 Furling genoa w/UV prot.,Elect windlass
 Whl/inst covr,VHF mast ant., Moor kit press seawat

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

Proforma \$698,625.00

Special Rebate

- Other
- Rebate: Ask what might be available
 - Use rebate to reduce the price
 - Add options...
 - Reduce Downpayment required
 - Take your choice...
 - Rebate only applies to this Package

Special Rebate

***NOTE: This is a sample quotation valid only when referenced to a valid purchase agreement. Package Total** \$698,625.00
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*

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