

# 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. 7003 35 F  
BYA Chesapeake Bay (LGC), Package  
Prepared for: *Sample*

Pkg. I.D.	Option and accessories Desc...
<b>Proforma</b>	

Other

BAT026V01	Fountaine Pajot, Summerland 40 Volvo D3 160HP engines 3 cabin Model w/large flybridge <a href="http://www.bayacht.com/trawler.htm">www.bayacht.com/trawler.htm</a> Freight to U.S. E. Coast, Inc.-est Custom Broker's fee, paid
SRV026101	French export fee
1	NOTE: In some cases, your bank may require that you obtain a LC A LC 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. U.S. Duty, Paid

Other

Check out, inspection, adjustment, sea trials at U.S., inc.  
Inc. C.G. & Safety equipment  
Inc. Ground Tackle  
Comm.Included:<http://www.bayacht.com/aaa/fp/Comm-FP.pdf>  
Calibrate instruments  
Delivery fuel and check tanks & fluids  
Install Propane in lieu of Butane w/valves  
Name & Hailport--custom graphics extra  
Shore power cord, inc. (2 recep if A/C installed)  
Commissioning, included items-See Commissioning U.S. Port #1000  
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.  
Commissioning/Delivery from yard to commissioning base  
Check all mechanical equipment  
Includes complete C.G. & Safety equipment.  
Ground Tackle, docklines and fenders  
Complete check out and familiarization.

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Signed: \_\_\_\_\_ Buyer \_\_\_\_\_ Date \_\_\_\_\_ Seller \_\_\_\_\_ Date

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

SRV026311    Transport, launching in La Rochelle  
Necessary to move to ship

Deck Gear

1            Bridge cushions, textelene w/piping  
Local

OPT025239    Davits- Dinghy davits (2)  
Anchor- 60 meters of metric anchor chain (factory)-est  
Confirm a match to windlass Gypsy

Hull,Exterior

OPT026260    Anti fouling bottom paint  
Primary epoxy  
Incl. in Grand Oceaneaue pkg.  
Hull molded with 2 layers vinylester resin  
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; ask  
Std. uphl. Dark brown Ultra Leather (synthetic)  
Interior - Lights all LED

OPT026370    Salon table convertible into berth

Plumbing

OPT026455    Auto switch for bilge pumps

OPT026442    Exterior sea waterr outlet

OPT026410    Holding tank for 2nd head

OPT026422    Water heater, 110V

Electric Head, port  
Jabsco Quiet-Flush, w/macerator  
fresh water flush to minimize odor  
Electric Head, starboard  
Jabsco Quiet-Flush, w/macerator  
fresh water flush to minimize odor

OPT026426    Hot/cold water on 1 deck shower

OPT026441    Pressurized sea water to galley + 1 outlet

Electrical/Electronic

AGM Batteries, std.

OPT026622    Autopilot, VHF- AIS, 2X Garmin 5008 F150

OPT026611    Second VHF at helm station AIS

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 CordY Adaptor for Most Marinas  
Invertor-100 amp battery charger  
Autoswitch between invertor charter functions  
[http://www.the-merlin-group.com/combi\\_charger.htm](http://www.the-merlin-group.com/combi_charger.htm)  
All parts plus venting

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

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

**Comfort & Convenience**

OPT026301      Freezer 12V 90L  
                 Full boat, air conditioning  
                 16,K unit for salon  
                 12K unit for 2 port cabings  
                 7K for starboard hull  
                 Install and wire Propane control, LPG syst w/ tank.

**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  
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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  
Galley gear and basic bedding-Inc. part of AAA Pkg  
Initial set-up, pots, pans, flatwear  
kitchen accessories, pillows and blankets  
additional items may be required by base selected  
that will 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.

**Other**

OPT026712      MP8 container life raft  
OPT026700      Safety Equipment without life raft

**Trim Pkg**

Grand Large Package  
Cabin curtains, deck shower, VHF ant., Radio/CD MP  
Protection fly bridge helm, seat cushions,  
Solarium matress, 1 holding tank, Auto bilge pump  
Mooring kit w/ 6 fenders, Elect windlass. Ext. 12V  
Elect. Eng control.Radio/CD MP3 + I POD connexion

**Proforma**

**\$705,708.00**

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*Prepared for:*    Sample

*Signed:* \_\_\_\_\_ *Buyer*    \_\_\_\_\_ *Date*    \_\_\_\_\_ *Seller*    \_\_\_\_\_ *Date*

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

**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**  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*