

# 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. 8004 39

BYA Chesapeake Bay (LGC), Package  
 Prepared for:

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

Other

*1 1ZB1	Jeanneau Sun Odyssey 409 Yanmar 40 eng. w/saildrive 2 cabin, 1 head standard 3 cabin, 1 head version available (see options) 3 cabin, 2 head version available (see options) 2 cabin, 2 head see option Std Deep keel 6'10" Shoal opt. avail: 5'1" U.S. Customs & Duty fees included
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Other

- Delivery by truck to commissioning yard-est.
- Dockage during commissioning, sea trial(s)
- Commissioning
  - Offloading at commissioning yard
  - Delivery to Commissioning Yard
  - Commissioning oversight and management
  - Complete check-out and technical briefings
  - Dockage during commissioning, sea trial(s)
- Included in commissioning:
  - Haul/bottom paint/install thru hulls
  - Rig standing/running rigging, step mast. Bottom pt
  - Complete USCG safety equipment
  - Ground Tackle, docklines and fenders
  - Boat hook, VHF antenna, Shore power cord
- Included in commissioning:
  - Check wind and speed instruments
  - Delivery fuel and check tanks & fluids
  - Propane tank(s) supplied and filled
  - Name & Hailport--custom graphics extra
  - [www.bayacht.com/aaa/jeanneau/J-Comm.pdf](http://www.bayacht.com/aaa/jeanneau/J-Comm.pdf)

Deck Gear

AU W71	1 Electric Winch--on coach roof-control winch
AM B08	Furling mast w/furling Main
BE S02	Halyard bag
BHF01	Lifeline Gates
	Custom Bimini <ul style="list-style-type: none"> <li>Sunbrella fabric, choice of colors</li> <li>Custom fit, 3 bow S/S</li> </ul>

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Prepared for:

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

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

Custom cockpit cushions  
Choice of colors  
Sunsure fabric 15% additional  
Anchor- 5/16 BBB galvanized chain 100' w/shackles

Hull,Exterior

II T06	Deluxe Folding saloon table
*2 210	Shoal keel version 4'11"
BL A01	Vinyl Rub rail on hull

Protective coating on exterior teak  
If teak table ordered, add \$375  
[http://www.teakflex.com/cape\\_ann/teakcare.htm](http://www.teakflex.com/cape_ann/teakcare.htm)  
Easy care, Water-based, Teak-Fix product used.  
Price valid if applied when boat commissioned  
Applied to toe rail & cabintop trim.

Interior

*3 3ED5	Extra for 3 cabins/1 head version
5 5B801	Salon/cabins "Ambiance Classic" Standard

Plumbing

IT T	Electric head
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Electrical/Electronic

50' 30amp shore power cable inc. w/30 amp 110V system  
Inc. in Commissioning  
Inc. w/factory A/C

ME002	Extra battery 110 AH LED and Halogen interior lighting, etc.
RH R22	Simrad stereo + speakers int/ext
8005-65	Balmar 110 Amp Alternator W/ Regulator Save standard alternator as backup Magnum 2000W. Invertor-100 amp battery charger Autoswitch between invertor charger functions <a href="http://www.the-merlin-group.com/combi_charger.htm">http://www.the-merlin-group.com/combi_charger.htm</a> All parts plus venting Pure sine wave Raymarine E90W Chartplotter Touch screen Mounted at helm station w/WAAS 125, bracket Raymarine Nav Pak Custom install local 2 x ST-70 Displays Raymarine ST-70 pilot with SPX30 core pack and gyro compass Upgrade wiring from 10 ga. To 6 ga from plug to panel ICOM M422 VHF radio w/Ram Mike Primary unit below RAM mic in cockpit at helm

Comfort & Convenience

12v refrigeration with large capacity box  
2 burner propane stove  
6 Cabin fans in main saloon and all cabins

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

Air conditioning 2 units & duckting  
for 2 cabin version  
Add 2nd 30 Amp service and cord.  
condensate pump. 3 yr warr instead of 2

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  
Pots & pans and basic bedding, Inc. Inc. in AAA pkg  
Inc. galley gear, pillows & Blankets  
Lets Go Cruising - Charter Package  
Includes LGC set up fee  
Secondary ground tackle, Gas BBQ+mount  
Binoculars, Deck brush, water hose, bucket  
Chesapeake chart kit, waterway guide  
Galley package

Trim Pkg

-F 12US      North American Cruising Pack  
Electric windlass, midship cleats, LED nav lights  
110v shore power, 40a charger, extra house battery  
Deluxe stove/oven, showr divider, H&C dk shr.  
2nd anc rollr. Shades & scrns

**Proforma**

**\$277,352.00**

**Special Rebate**

Other

Rebate:-\$7,900  
Use rebate to reduce the price  
Add options...  
Reduce Downpayment required  
Take your choice...  
Rebate only applies to this Package

**Special Rebate**

**(\$7,900.00)**

**NOTE: This is a sample quotation valid only when referenced to a valid purchase agreement. Package Total**      **\$269,452.00**  
*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*