

RETURNED GOODS POLICY AND PROCEDURE

Dear New Owner:


Welcome to the sailing family of Pearson Yachts! Your new Pearson yacht is built with the finest materials available in today's market. If the situation should ever occur that you must return a part manufactured by Pearson Yachts, we ask that you contact your dealer. He will handle the return and accompanying procedural paperwork. Should it be inconvenient for you to go to your dealer, you must contact Pearson Yachts prior to making any returns. We will, in turn, issue you the appropriate authorization. The copy of this authorization must be secured to the outside of the parcel which you are returning with the Pearson Yachts address side showing.

If the authorization is not outside the parcel, it will not be accepted and will be returned to you.

Your cooperation in adherence to this procedure will enable us to provide you with prompt and accurate service.

Pleasant Sailing!

PEARSON YACHTS DIVISION
GRUMMAN ALLIED INDUSTRIES


Edward Z. Winarski
Customer Services Manager

EZW:ec

PEARSON YACHTS

A DIVISION OF GRUMMAN ALLIED INDUSTRIES, II
 West Shore Road, Portsmouth, Rhode Island 0287
 401-683-0100

Sub Assem

SALES ORDER NO.	DATE
	11/8/78
CHANGE ORDER NO.	DATE

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Southwest Marine Sales
 P O Box 447
 Seabrook, TX 77586

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MODEL	LAYOUT	HULL COLOR	DECK COLOR	COVE	WHALE	BOTTOM COLOR	BOOT TOP	MATTRESSES
P-35		White	2-Tone Beige	Red		Red	Red	
HULL NUMBER	DATE ORDERED	SALESMAN	SHIP DATE	SHIP VIA	DEALER P.O. NO.			
448	11/8/78	DAS						

SPECIAL INSTRUCTIONS:

DEALER: Please advise Color Plan - ASAP

NOTE: Diesel Engine
 Ship in Bunks

TERMS

DATE DUE

(-)	CHECK	ITEMS	ORDERED	PRICE	(/)	CHECK	ITEMS	ORDERED	PRICE
X		LIFE LINES	Lower				WINCHES:		
X		BOARDING GATE	Stbd				JIB HALYARD		
		STERN RAIL					MAIN HALYARD		
		SPINNAKER GEAR					GENOA SHEET		
X		SHORE POWER					CURTAINS		
		COWL VENT					CARPETING		
X		WASTEHEAD LIGHT	ANCHOR		X		PRESSURE H&C WATER SYS W/SHOWER		
X		SPREADER/TOPDOWN LIGHT			X		MAINSHEET TRAVELER		
		BILGE PUMP - ELECTRIC					COVE STRIPE		
		COMPASS					WHALE STRIPE		
		SPEEDOMETER			X		TOILET SYSTEM Lectra San in lieu		
		COCKPIT CUSHIONS					ADDITIONAL 12V BATTERY SYSTEM		
		SCREENS			X		Diesel Engine		
		ADDITIONAL OPENING PORTS			X		Brake		
		SHIPPING CRADLE			X		Lower lifeline for Boarding Gate		
		BOTTOM PAINT			X		Anchor Sprit		
		NAME, HAILPORT & NUMBERS			X		Teak Cabin Sole		
X		2-TONE DECK			X		Salt Water Galley Pump		

PEARSON YACHTS

A DIVISION OF GRUMMAN ALLIED INDUSTRIES, INC.
West Shore Road, Portsmouth, Rhode Island 02871
401-683-0100

Sub

SALES ORDER NO.	DATE
	11/8/78
CHANGE ORDER NO.	DATE
1	11/28/78

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SOUTHWEST MARINE SALES
P O Box 447
Seabrook, TX 77586

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MODEL	LAYOUT	HULL COLOR	DECK COLOR	COVE	WHALE	BOTTOM COLOR	BOOT TOP	MATTRESSES
P-35								Plan 4
HULL NUMBER	DATE ORDERED	SALESMAN	SHIP DATE	SHIP VIA	DEALER P.O. NO.			
448	11/28/78	PSF						

SPECIAL INSTRUCTIONS:

1979 Interior Color Plan 4

TERMS

DATE DUE

(-)	CHECK	ITEMS	ORDERED	PRICE	(-)	CHECK	ITEMS	ORDERED	PRICE
		LIFE LINES					WINCHES:		
		BOARDING GATE					JIB HALYARD		
		STERN RAIL					MAIN HALYARD		
		SPINNAKER GEAR					GENOA SHEET		
		SHORE POWER							
		COWL VENT					CURTAINS		
		STOVE					CARPETING		
		MASTHEAD LIGHT					PRESSURE H&C WATER SYS W/SHOWER		
		SPREADER/FOREDECK LIGHT					MAINSHEET TRAVELER		
		BILGE PUMP - ELECTRIC					COVE STRIPE		
		COMPASS					WHALE STRIPE		
		SPEEDOMETER					TOILET SYSTEM		
		COCKPIT CUSHIONS					ADDITIONAL 12V BATTERY SYSTEM		
		SCREENS							
		ADDITIONAL OPENING PORTS							
		SHIPPING CRADLE							
		BOTTOM PAINT							
		NAME, HAILPORT & NUMBERS							
		2-TONE DECK							