



Royale



Design Build Process:

Since this business is not new to us we can offer a complimentary design service that includes material samples and an engineering drawing approval process.

The three step process is simple:

1. Develop an Agreement (Sales Order)

Working with your sales representative you will determine which base vehicle and stretch length best suits your needs. You will also agree on a price depending upon your selection of optional equipment. This price may change but generally does not during the design review process. You will also be given an estimated time to build. At this point we require a signed agreement and a deposit to move to step two. Your deposit is refundable if our drawings do not meet with your approval.

2. Design Review Process (Engineering Drawings)

Based on your required specification included in the Sales Order an engineering drawing will be presented to you within two weeks for your review. This drawing will be either of the entire interior or of a specific area of a current interior that you wanted modified. This drawing may be modified several times until you are completely satisfied. Also during this process you can add or delete optional equipment.

3. Final Build Order (Job Order)

The vehicle will be built according to the specification on the Sales Order, the approved Engineering Drawings and the approved material samples.

This is a very simple process that we have repeated hundreds of times. Attached a brief pictorial of an actual process that started with a product description from a Sales Order then moved to a Engineering Drawing and then a final product.

If you have any questions or would like a list of references feel free to contact me directly at cabot.smith@royalelimo.com or 978.374.4530.

Sincerely,

Cabot Smith
President



Royale



Sales Order Description: (abbreviated for this example)

- NAVIGATOR 30 INCH, BLACK EXTERIOR, BLACK FRONT LIGHT OYSTER REAR INTERIOR DESIGN OPTIONS
- Seating Configuration 2 Front, 2 Rear Facing, 2 Forward Facing
- ELECTRICAL & LIGHTING OPTIONS
- Additional Power Points 2-12v 2-110v 2-220v Total = 6
 - Rear Seat Gooseneck Reading Light(s) = 2
 - Additional Dome Light(s) High Intensity OEM Style Total = 4
 - AM/FM DVD/CD MP3 & IPOD Connect Stereo
 - 32 Inch LCD Retractable TV Replaces Solid & Glass Dividers
- INTERIOR & UPHOLSTERY OPTIONS
- Leather Seating
 - Two Rear Compartment Side Consoles
 - Center Rear Facing Console all in Cherry Wood Dark Cherry Finish
 - Top Mounted Refrigerated Cooler, 4 Rocks Glass Holder, 4 Champagne Glass Holders,
 - (2) Storage Drawer(s) Under Rear Facing Seats
 - Ultra Leather Light Oyster Seat
 - Camel Carpet
 - Titan Neutral Panels and Camel Headliner
- CUSTOM OPTIONS
- 30" Stretch with Large Glass No Coach Lights
 - Heat and AC Venting Minimum Two in Headliner
 - Two Large Captains Chairs with Solid Cherry Writing Desks
 - Captains Chairs with Electric Recline, Ottoman and Massage

Engineering Drawing: (one of several angles approved)



Final Vehicle Images:

