



November 15, 2017

Dear Valued United Trailers Dealer:

Since the last surcharge announcement, we have carefully evaluated the effect of significant, continued increases in material and labor costs.

In the past week, we have been notified of increases in tires and wheels, aluminum, extrusions, roofing, and axles. These increases range from 3% to 18%. The outlook for the foreseeable future is that these costs will continue to climb. In addition to cost increases, several vendors have notified us that the supply of certain products may be limited or exhausted in the near future.

The labor shortage in Elkhart County which has been widely reported, has left unemployment virtually non-existent. The County is in need of tens of thousands of workers to keep up with demand. As a result, wages have climbed significantly in an effort to attract and retain employees.

The current surcharge is no longer adequate to cover our costs and we cannot continue to absorb these increases. We have a responsibility to all our dealers to remain a dependable and viable supplier. Therefore, effective November 16, 2017, United Trailers is forced to increase the surcharge on the dealer selling price on all new orders from 5% to 8%.

Our main focus will continue to be on building trailers with consistent quality and improving customer satisfaction.

We appreciate your business and ask for your understanding during these uncertain times.

Sincerely,

A handwritten signature in black ink that reads 'Todd M. Bontrager'.

Todd Bontrager
President

Trailers for Home • Work • Racing

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