



To: All United Trailer Dealers

From: Danny Coon – Director of Marketing

Date: December 5, 2017

RE: Full Width Lauan Roof Reinforcement (Hide Roof with Lauan)

As most of you are aware, material costs have been on the rise for several months now. These increases, along with the decline of available workers in our area, forced us to implement a surcharge that has risen from 2% back in December of 2016 to the current rate of 8% -- with the distinct possibility for further increases in the near future.

As part of our continuous efforts to reduce costs in the manufacturing process, and in-turn help keep potential future surcharge increases to a minimum, United Trailers will be implementing the following change to our manufacturing process on the date indicated:

Beginning January 1, 2018, all trailer models that were being produced using a "Full Width" Lauan Roof Reinforcement (Hide Roof with Lauan as indicated on order confirmations) will be built using only a 48" Wide Lauan Roof Reinforcement that will run front to rear down the centerline of the trailer.

The full width roof reinforcement was implemented years ago strictly for cosmetic purposes. It provided no additional structural integrity to the trailer. Therefore, by reducing this feature to 48" wide, there will be no effect on the physical quality of the trailer.

Models effected by this change include, at a minimum, the UXT, UXTV, UXW, UXGN, UXFW, UXVGN, UXWGN, XC, XLT & XLTV.

As always, United Trailers sincerely appreciates your continued support and understanding during this trying period. We are confident that when the dust settles, United Trailers will be better and stronger than ever – none of which could be obtained without the strength and commitment from such a strong dealer base.

Thank You

United Trailers – Built for the Long Haul

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