



To: All United Trailers Dealers

From: Todd Bontrager - President

Date: February 5, 2018

RE: Gooseneck/Fifth Wheel Pricing

Once again, we find ourselves at the mercy of our suppliers. Most recently, our provider for the Landing Gear used for our Gooseneck and Fifth Wheel trailers has informed us that they will no longer be providing us with this particular product.

But, as the saying goes, "Every Cloud has a Silver Lining", and this recent setback is no exception.

We have located, and are already producing trailers with a better Landing Gear that features increased durability, ease of operation and reduced maintenance.

The difference between this new Landing Gear and older competitive products is obvious right from the first glance: there is no external gearbox! The gearing mechanism is an integral part of the sturdy leg column, which protects the gearing from abuse and most importantly minimizes significant water intrusion, which is a very damaging element to landing gear with external gear housings.

Other features include:

- Extra Large 10-Bolt Mounting Plate
- Formed Mounting Plate with Integral Formed Stiffeners
- Spring Assisted Retraction for Easy Drop-Leg Use
- Easy Twist Handle Allows for Quick Extension and Retraction of the Drop-Leg
- Two-Speed Operation
- 25,000lbs Static Load Rating per Set

Unfortunately, this new Landing Gear comes with a higher price, but which of you hadn't already predicted that?

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Please find attached to this Dealer Bulletin, new Gooseneck/Fifth Wheel pricing for your Dealer Data book(s).

This pricing will go into effect on the 5th of February, with the following exception:

Any dealer that is currently working with a customer on any model related to this price increase will have 10 business days to finalize their sale(s). In planning for this exception, each dealer is asked to provide their appropriate sales rep with (1) the name of their customer, (2) the model number of the trailer and (3) the United Trailers quote number (if applicable) by 4:00pm EST on February 7th. Any names submitted after this date will not be included in this exception.

As always, United Trailers has, and always will, do whatever we can to avoid these types of price increases. But this was truly unavoidable. We are still experiencing a very unstable market place and our vendors have communicated to us to be prepared for future price increases, something I'm certain we would all like to not have happen.

Thank You.