



To: All United Trailers Dealers

From: Danny Coon (Marketing)

Date: September 26, 2018

RE: .030 Aluminum Colors

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Effective Monday October 1, 2018, we will be implementing a slight price increase on .030 Aluminum Colors that we have determined to be a "Secondary" shade.

The following is a breakdown as to what colors we have determined to be either a "Primary" or a "Secondary" color:

**Primary Colors**

White  
Black  
Silver  
Charcoal  
Pewter

**Secondary Colors**

Champagne Metallic  
Red  
Indigo Blue Metallic  
Burgundy  
Dove Gray  
Cargo Green  
Orange  
Yellow

The upcharge for the "Secondary" colors identified above will be as follows:

|                                        |                             |         |
|----------------------------------------|-----------------------------|---------|
| <b><u>Exterior Aluminum Skin</u></b> - | 4ft & 5ft Wide Trailers Add | \$40.00 |
|                                        | 6ft Wide Trailers Add       | \$60.00 |
|                                        | 7ft Wide Trailers Add       | \$70.00 |
|                                        | 8ft Wide Trailers Add       | \$95.00 |

**Cabinets** – Cabinets needing to be built in one of the "Secondary" colors will be priced **PER QUOTE ONLY**. The color Matte Black will be considered a "Secondary" shade for all cabinet builds and will also need to be priced **PER QUOTE ONLY**.

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**Trailers Standard with Two-Tone (UC, XC, XLMT...)** – Whether both colors used or only one color used is considered “Secondary”, there will only be one color upcharge applied to the trailer.

**Trailers with Two-Tone Packages** – “Secondary” colors will not be included in the package prices. If one or both colors used in a two-tone package are considered “Secondary”, there will only be one upcharge applied to the trailer.

We regret having to implement this upcharge and can assure you that it was not an easy decision to make. But after conducting a thorough cost analysis and several extensive discussions, it was determined necessary.

If you should have any questions or concerns regarding this increase, please do not hesitate to contact your Sales Representative.

Thank You.