



To: All United Trailers Dealers

From: Danny Coon - Marketing

Date: November 11, 2018

RE: .030 Aluminum Colors/Interior Cove Trim Option

On September 26, 2018 we sent out a Dealer memo informing all of our dealers that we were implementing a slight increase on .030 Aluminum Colors that we have determined to be a "Secondary" shade.

This Dealer Memo revises that previous communication and implements the following new procedures for both the **.030 Exterior Colors** along with the **Interior Cove Trim Option**:

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

Primary Colors

Secondary Colors

- | | |
|-------------------|----------------------|
| White | Champagne Metallic |
| Black | Indigo Blue Metallic |
| <u>Red</u> | Burgundy |
| Silver | Dove Gray |
| Charcoal | Cargo Green |
| Pewter | Orange |
| | Yellow |

Note: Red is now considered a primary color

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

<u>Exterior Aluminum Skin</u> - 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

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Interior Cove Trim – Trailers ordered with the Interior Cove Trim option where the color used for the trim is one of our “Primary” Colors can be done so at no additional charge. *In this case, the color Matte Black is considered a “Primary” Color.* Any trailer ordered with the Interior Cove Trim option where the color used for the trim is one of our “Secondary” Colors can be done so, but there will be a \$375.00 Secondary Color upcharge added to the order.

Cabinets – Cabinets needing to be built in one of the “Secondary” colors will be priced **PER QUOTE ONLY**. The color **Matte Black** is still considered a “Primary” shade for all cabinet builds and will **NOT** be subject to any upcharge.

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.

If you should have any questions, please do not hesitate to contact your Sales Representative.

Thank You.