



To: United Trailer Dealers

From: Todd Bontrager

TB

Date: November 26, 2018

RE: Surcharge Increase

Effective immediately, we will be raising our current surcharge of 13% to 15%. The new surcharge will be applied immediately to all new orders. Unfortunately, we continue to experience challenges in China. Additional tariffs are being applied to materials coming from China effective January 2019, so we are anticipating further surcharge increases in the 1st quarter of 2019.

All trailers in the yard more than three (3) weeks will also be subject to a 2% increase effective January 2, 2019.

Thank you for your business and your continued support of United Trailers. Should you have any questions or comments, please do not hesitate to contact myself or your sales representative.

Thank you.

United Trailers – Built for the Long Haul

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