



To: All United Trailers Dealers

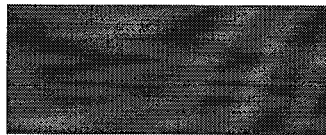
From: Danny Coon (Marketing)

Date: March 6, 2019

RE: Cargo Green

Please be advised that the color Cargo Green has been discontinued by our supplier, so we will no longer be offering this shade effective immediately.

We have however added two new colors to our Color Palette – **Weldon Blue** and **Spring Green**.



Weldon Blue



Spring Green

The color **Weldon Blue** will be considered one of our primary colors and will be offered at no additional cost, whereas the color **Spring Green** will be considered a secondary color and will be subject to our .030 Aluminum Upgrade Price Schedule implemented on October 1, 2018.

Here is an extract from our Dealer Memo issued on September 26, 2018 implementing our .030 Aluminum Upgrade Pricing as a reminder:

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

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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

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**.

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.

Should you have any questions on this or any other subject matter, please contact your United Trailers Sales Representative.

Thank You.