



To: United Trailer Dealers  
From: Danny Coon, Director of Marketing  
Date: August 11, 2017  
RE: UC

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1.) **New Pricing:** Reducing costs is always a priority, however, the front cap used on the UC models has escalated over the last six (6) months and is expected to continue for the foreseeable future. We regret that rapidly rising costs for raw materials necessitates our raising the base price for all UC models by an average of \$97.00. We have made every attempt to avoid this increase, but we refuse to compromise on quality. This is our only recourse. We think you will agree that the quality of United Trailers should not be sacrificed. We have delayed implementation of this increase until September 1, 2017. This will allow you the opportunity to place your fall orders for the UC model prior to the increase and take advantage of our current lower pricing. Contact your sales rep for assistance.

2.) **Product Upgrade:** As part of United Trailers continuous efforts for product enhancement, and to help off-set some of the slight increase in pricing for the UC model, it has been decided that the roof bows for the UC model will increase from 24" on-center to 16" on-center. We think you'll agree, this improvement will put this model in a class by itself. This change is effective immediately and will be included on all UC models in the schedule that have not yet started.

As always, Thank You for choosing to be a United Trailers Dealer. We appreciate your business! Should you have any questions, please do not hesitate to contact us.