

May 15th, 2025

TARIFF UPATE

Dear Valued Customer,

As you may be aware, the White House has announced that tariff rates will remain at a uniform 10% for most countries, with the exception of China, which is now subject to a 30% tariff rate. The majority of the garments we purchase for imprinting - including basics like T-shirts and hoodies, as well as polos, pullovers, and outerwear - are manufactured in countries subject to the 10% tariff rate. China remains the world's largest supplier of headwear and bags, especially baseball hats, so these items will experience a more significant cost increase.

We have now received official notice from all of our vendors that a modest price adjustment will take effect on **June 1, 2025**. This increase is intended to mitigate the effects of the 10% base tariff and adjust for the 30% tariff rate imposed on China.

Our vendors are trying diligently to work with us to hold cost down, which means we too are trying to ease prices from increasing. **At this time, The J.C. Manny Co. has made the decision to only increase our pricing by roughly 4%, depending on the item.** We are hopeful this small increase can offset the present tariffs if we continue to monitor our purchasing and business expenses.

We are hopeful by our vendors and ourselves absorbing some of the price increases it will help offset any major blows to our customer's pricing. As always, our commitment to you, our valued customer, remains unwavering. We will continue to keep you informed as new developments arise.

For three decades now, we have adhered to *Our Mission Statement: Our goal is always to give you quality garments that are creatively designed and cost consciously imprinted, all in a timely manner.*

Thank you for your continued partnership.

Warm regards,
Joni E. Mandrell
President

