

Manhattan Hosiery Company, Inc.

HOSIERY AT BELOW WHOLESALE PRICES

172 Classon Avenue, Brooklyn, NY 11205

Tel. 718-783-1300 Fax. 718-789-8420

4/23/2025

Dear Valued Customer,

As we are all well aware of the recently implemented tariffs on imported goods, we understand that price increases can be challenging. Manhattan Hosiery has worked diligently to avoid price increase. We have explored all possible avenues to absorb these additional costs ourselves and minimize the impact on our valued customers like you.

Therefore, we would like to inform you of an upcoming price adjustment on all items, effective for orders placed on or after 5/15/25, **reflecting an increase of approximately 8% on our current rates.**

Despite our best efforts, the significant increase in the cost of goods has made it necessary to implement a price adjustment to ensure we can continue to provide you with the high-quality products and service you expect.

We will strive to maintain competitive pricing and will continue to explore all options to mitigate the impact of these tariffs. We are also happy to discuss specific orders and explore potential alternatives where possible.

We value your business and appreciate your understanding as we navigate these challenging circumstances. Please do not hesitate to contact us at 718-783-1300 or Rivka@mhosiery.com if you have any questions or concerns.

Thank you for your continued partnership.

Sincerely,

Jack Rochlitz

President



03/28/25

Dear Valued Partner,

Thank you for your continued partnership. Dukal remains committed to providing you with the market leading value you have come to expect. Every Dukal team member is working tirelessly to minimize the impact of the recently imposed tariffs affecting imports from US trading partners around the globe. Depending on the item the new tariff impact ranges from 20% to 45%.

Mitigating the risk of tariffs has been a core mission of Dukal over the last 5+ years. Over the past few years, we have made great strides by moving production and diversifying the geographical locations of our supply chain by establishing dual sources in key categories. These moves have mitigated tariffs on hundreds of Dukal products allowing us to maintain our prices in these categories.

However, there are still categories where even with the added tariffs, China remains the best value option. It is on these items that we are forced to revise pricing effective May 1st.

We urge you to work with your Dukal sales team member to identify new categories where we can work with you to help mitigate the increases you are seeing from other vendors. For example, our cotton gauze products are not being hit with the tariffs. This could present a great opportunity for us to expand our partnership.

We understand the importance of maintaining competitive pricing and will continue to find solutions that support our mutual success. Please note, as we strive to offer the best fill rates possible, "Bulk Buys" or "Stock Piling" will not be supported during this time.

A Dukal sales team member will be in contact with you to implement the above referenced pricing.

Thank you again for your ongoing support. We are in this together.

Regards,

A handwritten signature in black ink, appearing to read "Chris Brooks", written over a horizontal line.

Chris Brooks,
Senior Vice President of Sales
Dukal, LLC.



April 2, 2025

Subject: Tariff Increase Notification

Dear Valued Customer,

On February 1st, the current U.S. Administration issued an executive order imposing 10% additional tariffs on all goods from China pursuant to the International Emergency Economic Powers Act (IEEPA). On March 3rd, the executive order was amended to increase the tariff rate to 20%. We are working with our supply chain to mitigate the long-term effects should these or any future tariffs remain in place. As a result, we will be increasing prices on affected items June 1, 2025. These adjustments are only being made to account for the cost of the new tariffs. If tariffs are amended again or removed, our pricing will be amended to reflect those changes.

- For the items affected, updated pricing will be available by May 1, 2025.
- To provide this updated price file, in the most efficient and timely manner, it is critical that you sign up for access to the HBG Customer Portal. If you are not signed up for access to your portal, please prioritize doing so by signing up today. Please log onto <https://www.hospecobrands.com> and click on "My Account". This is a valuable resource to access not only pricing but also order status information.
- Pricing on all existing container-direct orders will continue to be reviewed and adjusted if necessary. All new container orders will require price review and possible updates prior to putting those orders into production.
- All bids and contract pricing will be adjusted accordingly.

We are committed to maintaining your competitive position in the market. We value your business and look forward to continuing our partnership to grow your business and to earning the opportunity to serve as your single source for all your Care, Cleaning, and Protection product needs.

Sincerely,

Renee Starr
Chief Revenue Officer
Hospeco Brands Group

P: 800.942.9199 F: 216.279.0019 [hospecobrands.com](https://www.hospecobrands.com)

Corporate Headquarters 26301 Curtiss-Wright Parkway, Suite 200, Cleveland, OH 44143

We hope this message finds you well.

As you may be aware, there have been recent changes in trade policies that will introduce new tariffs on certain goods.

We want to assure you that we are actively working to minimize the impact of these changes and will do everything possible to maintain the quality and service you expect from us. However, there may be instances where the revised tariffs affect the final price or delivery time of certain items.

What does this mean for you?

- **Price Adjustments:** If products are impacted by these tariffs, you will experience a price change. Details and timing will be provided as available.
- **Shipping Delays:** In some cases, processing and delivery times may be affected due to changes in shipping regulations.
- **Product Availability:** There may be temporary availability issues for certain products depending on tariff impact.

We are committed to keeping you updated throughout this process and will continue to communicate as the tariff details are published. Should you have any questions or need assistance, please don't hesitate to reach out to your sales contact.

Thank you for your continued trust and understanding as we navigate these changes together. We truly value your business and look forward to serving you.

Sincerely,

Renee Starr

Chief Revenue Officer

Hospesco Brands Group