



RE: Carhartt Flame-Resistant Bibs

STYLES: 101626, 101627

DATE: 9 May, 2019

As many of you know, Carhartt® quilt-lined and unlined flame-resistant bibs have been an inventory struggle for several years. Since 2015, when they rebranded their garments to meet the 2112 oil/gas standard, Carhartt's inventory supply chain has not kept up with the demand for goods, often leading to long wait times and frustration. In May of 2019, Carhartt® removed their two mainstay bibs, 101626 and 101627, from inventory and are not allowing for new orders to be placed.

Aside from this dilemma, Carhartt notified Amaril Uniform on May 8th, 2019, that our 526 open units of bibs that were on order, some dating back to Summer and Fall 2018, have been cancelled and will not deliver. Carhartt's supply chain has over 15,000 bibs currently open on back order from around the country, and all have been cancelled.

Aside from this dilemma, Carhartt notified Amaril Uniform on May 9th, 2019, that all pre-orders we placed for this upcoming Winter 2019, have also been cancelled, leaving us with no future. We are not alone in this. All major suppliers of Carhartt have the same issue and must find alternatives. Carhartt hopes to replenish stock and have options available in 2020, but there is no guarantee.

What does this mean for you if you have an open order? Because we don't have any future dating with Carhartt on bibs, we need to either cancel your order, or fill your open order with an alternate brand. In terms of comparable twill cotton bibs, we are adding new full stock options from Ariat®, Actionwear®, and Bulwark®. Most of the 526 bibs we had on order had customers waiting for them. If you have an open order, our data entry team will be reaching out to you in the coming days with options. If you have an online program with specific options, I will personally reach out to you to approve options before contacting employees to change.

We sincerely apologize for the issue and the delay, and please know we are passionate about what we do. Delivery is, and always has been key to our success. Extensive back orders do not sit well with us. Online in store, we will be hiding the Carhartt® bibs until a better resolution has been brought forth by Carhartt®, and they are again able to deliver product in a prompt and timely fashion. Other outerwear,

including jackets and vests, are not affected at this time, and as of May 2019 our pre-stock bulk orders for jackets and vests for Winter 2019 are still set to deliver at-once, on-time in September. The only items affected are bibs. Please see letter attached below from Carhartt® supporting the information above. Please feel free to call me directly with questions and know we will work through back orders in a timely fashion.

Respectfully,

Jennifer Lattin

A handwritten signature in black ink, appearing to read 'JLattin', with a large, sweeping flourish at the end.

Vice President, Sales and Marketing

Amaril Uniform Company

Jennie@amaril.com

1.877.363.1922



April 2019

CARHARTT FLAME-RESISTANT BIB OVERALLS

Carhartt is committed to providing the best in product quality. Late last year, we stopped production on three Flame-Resistant Bib Overalls in order to enhance the functionality of the straps. The improvement made changes to the webbing strap material and replaced it with Flame-Resistant canvas/duck fabric, matching the bib.

While our supply chain works to catch up and meet the growing demand of our shared consumers, we will be prioritizing the distribution of these three styles.

Our internal teams are taking this shortfall very seriously and actively working to rebuild inventory, as well as a long-term solution to consistently service the demand for these bib overalls.

The impacted styles are:

- 101626 Flame-Resistant Duck Bib Overall/Quilt Lined (colors: 001, 211, 410)
- 101627 Flame-Resistant Duck Bib Overall/Unlined (colors: 001, 211, 410)
- 102691 Flame-Resistant Quick Duck® Bib Overall/Quilt Lined (colors: 211, 410)

We apologize for the disruption in your business and ability to service our hardworking consumers.
