

# HANCOCK & MOORE

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May 22, 2019

To: All Hancock & Moore Dealers  
From: Tim Rogers

Subject: Chinese Tariff Surcharge

As most of you have probably heard the United States has increased the tariff to 25% on most items entering the U.S. from China.

Unfortunately, this includes the following: whole hides, cut and sewn covers coming from China, furniture made in China and fabric imported from China.

Even though our leather coming from China is made on hides from the United States, it is finished in China and is subject to the tariff.

We are unable to absorb these additional tariffs and must increase the Chinese Tariff Surcharge that you have been receiving to 7% effective with orders placed on or after May 28, 2019.

These tariffs will show up as a separate line item and will be noted on acknowledgements and invoices just like you have been receiving but at the 7% rate.

The list of Chinese leathers and fabrics are about the same as it has been with a few exceptions. We are enclosing an updated listing.

We apologize for this increase but as we said in our September 2018 letter, we might have to increase the tariff surcharge if the rate was increased.

We appreciate your business and please call Phil Brown or me if you have any questions.

Thank you.

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## **FABRICS WITH TARIFF SURCHARGES**

Abigale Rose	Luster Fog
Agustin Coal	Luster Smoke
Agustin Slate	McLynn Charcoal
Agustin Tan	Mineral Sand
Ba Ba Fawn	Otis Icy
Bazaar Festival	Otis Lagoon
Clancy Denim	Otis Liner
Delilah Slate	Outline Pewter
Dilly Multi	Perplex Sand
Dynasty Cream	Pinedale Pepper
Dynasty Indigo	Puppy Love Pepper
Dynasty Raisin	Scandal Ginger
Endure Cream	Serene Indigo
Endure Sand	Solace Lagoon
Endure Shadow	Solace Pewter
Faith Mulberry	Stinson Spa
Funtastic Mulberry	Supreme Alloy
Funtastic Sea	Swank Lagoon
Gabrice Lagoon	Twitch Flame
Gabrice Pewter	Twitch Smoke
Gianni Birch	Trip Indigo
Handcraft Multi	Vast Sea
Interval Breeze	Waldorf Sage
Kenji Sage	Wimby Sand
Kerber Sienna	Zanzibar Kiwi
Kiva Indigo	

## LEATHER PATTERNS INCLUDED IN CHINESE TARIFF SURCHARGE

### PATTERNS

ANGELO  
ASPEN  
BRUNELLO  
CABRINI  
CARESS  
CAVALIER  
COAST  
DOCUMENT  
DREAM  
KISMET  
LONGVIEW  
NIRVANA  
PIAZZA  
PORTFOLIO  
REVIVAL  
TILTON

### PRE-CUT PATTERNS\*

ALBERTA  
JUNO AZALEA  
JUNO DOVE  
JUNO JUTE  
JUNO OYSTER  
JUNO SOFT BLUE  
JUNO TAUPE  
KIP BISQUE  
KIP CHARCOAL  
KIP MOCHA  
KIP PYRAMID  
KIP WHEAT  
VIKING

\*Some leathers pre-cut will receive the tariff while the pattern in our regular line will not. Please call Customer Service with any questions.