Changes to Carhartt for 2019

Carhartt is proud to announce its newly developed ASI partnerships with SanMar, Rugged Outfitters, Haws USA, Lutz Co., and BMI that are designed specifically to provide better access, service, and support within the ASI marketplace. Beginning January 1st, 2019, Carhartt products will only be available to be purchased directly from one of these five (5) ASI partners.

Why is Carhartt making these changes to its existing distribution model?

The workwear landscape continues to evolve and, as a result; Carhartt felt it necessary to provide improved service to you and the marketplace through faster shipping, improved product availability, and dedicated account support from accounts that have the capacity and proper distribution capabilities to service our hardworking consumers. SanMar Is an example of that capacity with eight distribution centers, over four million square feet of inventory space, and 1- to 2-day delivery to 99.7% of the country, SanMar will manage our "Non-FR" business and our four "FR & PPE" suppliers (Rugged Outfitters, Haws USA, Lutz, Co., and BMI} are also well-positioned to support the Personal Protective Equipment (PPE) portion of the ASI marketplace and help you meet the needs of your customers.

What is the impact this will have on the market?

With an official ASI partnership established, we will have increased visibility to demand & inventory needs, which means quicker delivery and a better consumer experience. Additionally, we will have more control over how & where Carhartt is showing up in the marketplace. SanMar and our PPE ASI Suppliers (listed below) are the only accounts that are authorized for resale of Carhartt products to other businesses, meaning fewer unauthorized distributors in the market.

When will this transition take place?

Beginning January 1, 2019, Carhartt product will be available for purchase from the partners outlined below.

Official ASI Suppliers - Contact Information

Non-PPE Products

SanMar, Inc.
Phone: {800) 426-6399
Fax: (800) 828-0554
Email: sales@sanmar.com

PPE Products

Rugged Outfitters
Phone: (888) 388-1453
Email: support@ruggedoutfitters.com

Haws USA, Inc. I
Phone: (919) 267-3231
Fax: {888) 259-6123
Email: sales@hawsusa.com

Lutz Co.
Phone: (503)445-8095
Fax: (503) 828-9829

Broberry Manufacturing, Inc (BMI)
Phone: (330) 995-0736
Email: info@broberry.com

SANMAR NOTES:
The below information applies to Carhartt from Sanmar only. Attached is the list of Carhartt items Sanmar will carry.

Here are the rules for special ordering item Sanmar doesn't carry.

SanMar's customers will be able to buy Carhartt styles not in SanMar's catalog via "Retail Styles"/special orders. AE's will need to submit an I-Form to request a quote for "Retail Styles". The I-form is located in Salesforce. Please note the following restrictions surrounding Carhartt special orders:

• Carhartt will allow SanMar to place special orders from launch (Jan. 3rd, 2019) through August 1st, 2020. Carhartt believes this is an adequate amount of time for our customers to transition their customers' programs to SanMar offered Carhartt styles.

• Only Carhartt Industrial Workwear styles (found in Carhartt's 2019/2020 Industrial Workwear catalogs) are eligible for special orders. SanMar is not allowed to special order Carhartt product outside of their Industrial Workwear offering.

• $500 minimum order requirements.

• SanMar customers should be encouraged to buy Carhartt product from SanMar's catalog, whenever possible. Carhartt special orders will take significantly more time to process/deliver and pricing will not be as competitive (some freight charges will apply), as the product offered in SanMar's catalog.

• Carhartt special orders are completely dependent on Carhartt having the needed inventory.

MEET OUR NEWEST, HARDEST-WORKING BRAND

carhartt

JACKETS/VEST



QUILTED-FLANNEL-LINED DUCK ACTIVE JACS
CTSJ140 CTTSJ140



DUCK TRADITIONAL COATS
CTC003 CTTC003



DUCK VEST
CTV01



THERMAL-LINED DUCK ACTIVE JACS
CTJ131 CTTJ131



ARRIVING SPRING 2019

SHORELINE JACKET
CTJ162



ARRIVING SPRING 2019

GILLIAM JACKET
CT102208



ARRIVING SPRING 2019

CROWLEY SOFT SHELL JACKET CT102199

SWEATSHIRTS



ARRIVING SPRING 2019

RUTLAND THERMAL-LINED HOODED ZIP-FRONT SWEATSHIRT
CT100632



ARRIVING SPRING 2019

PAXTON HEAVYWEIGHT HOODED SWEATSHIRT
CT100615



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PAXTON HEAVYWEIGHT HOODED ZIP-FRONT SWEATSHIRT
CT100614



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PAXTON HEAVYWEIGHT HOODED ZIP MOCK SWEATSHIRT CT100617



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MIDWEIGHT HOODED ZIP-FRONT SWEATSHIRT
CTK122



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MIDWEIGHT HOODED SWEATSHIRT
CTK121



ARRIVING SPRING 2019

MIDWEIGHT CREWNECK SWEATSHIRT
CTK124

PANTS/ OVERALLS



DUCK QUILT-LINED ZIP-TO-THIGH BIB OVERALLS CTR41



WASHED-DUCK WORK DUNGAREE
CTB11



CANVAS WORK DUNGAREE
CTB151



LOOSE-FIT WORK DUNGAREE
CTB13



RELAXED-FIT TAPERED-LEG JEAN
CTB17

SHIRTS



FORCE® RIDGEFIELD SOLID LONG SLEEVE SHIRT
CT102418



FORCE® RIDGEFIELD SOLID SHORT SLEEVE SHIRT
CT102417

T-SHIRTS



WORKWEAR POCKET SHORT SLEEVE T-SHIRTS
CTK87 CTTK87



WORKWEAR POCKET LONG SLEEVE T-SHIRT
CTK126



FORCE® COTTON DELMONT SHORT SLEEVE T-SHIRT CT100410



ARRIVING SPRING 2019

FORCE® COTTON DELMONT LONG SLEEVE T-SHIRT
CT100393

HEADWEAR



ASHLAND CAP
CT101604



RUGGED PROFESSIONAL™ SERIES CAP CT103056



ODESSA CAP
CT100289



ACRYLIC WATCH HAT
CTA18



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ACRYLIC KNIT HAT
CTA205



FLEECE HAT
CTA207



FLEECE 2-IN-1 HEADWEAR
CTA202



FORCE® HELMET-LINER MASK CTA267



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FACE MASK
CTA161

Carhartt reserves the right to prohibit the addition to any Carhartt product any mark, name, design or logo that does not meet the high standards of the brand. Unless for uniforming end use, Carhartt products may not be resold without embellishment. Please contact your sales representative for more information.