

June 17, 2019

The Honorable Donald J. Trump
President of the United States
The White House
Washington, DC 20500

Dear Mr. President:

The undersigned companies are writing to urge you to refrain from imposing additional tariffs on textiles, clothing, shoes, and fashion accessories (like fashion jewelry, eyeglasses, and jewelry stones), that are imported from China.

We share your frustration that a trade deal has not yet been settled with China and agree that more needs to be done to ensure that China – like all nations – operates on a level playing field with the United States. We continue to support your efforts to achieve a fair and meaningful deal with China to ensure that U.S. companies, and the U.S. workers they employ, can compete.

At the same time, we are strongly opposed to using textile, clothing, accessories, and shoe tariffs as a bargaining chip in the effort to secure that deal. The mere threat of these tariffs has already upended supply chains in our industry as executives are scrambling to find ways to mitigate the very real damage that an additional 25% tariff will have on our industry, and our 4 million American workers. This challenge is made even more difficult given the very high tariffs this industry already pays. In 2018, our industries paid more than \$18 billion in tariffs, representing nearly 40 percent of all tariffs collected by the U.S. government, yet we accounted for only about 6 percent of all U.S. imports. We ask you to work with our allies and build international support for a broader strategy that doesn't rely on tariffs borne by U.S. companies and consumers.

As you may know, China currently accounts for about 69 percent of our footwear and about 42 percent of the apparel sold in the United States today. While our industry has begun to diversify away from China in recent years, and will continue to do so in the future, supply chains cannot move fast enough or find suitable alternatives in the near term to mitigate the costs associated with these tariffs.

All companies in our industry – designers, manufacturers, wholesalers, retailers, exporters, and importers – will be harmed by this action. Make no mistake, these new tariffs will mean higher prices for U.S. consumers, lower U.S. apparel and footwear sales, and lost jobs for American workers in the U.S. apparel and footwear industry. The short-term prognosis for these sectors due to these tariffs is catastrophic.

Textile, Apparel, Footwear, and Accessories Letter to President Trump – 06/17/19

It is our strong hope, and fervent request, that you can negotiate this deal without imposing new taxes on the U.S. companies, the U.S. workers, and the U.S. consumers who you are trying to protect with this new agreement.

Sincerely,

Adrienne Landau Designs

Adrienne Landau, President

ADSutton

Steven Sutton, President and CEO
Pamela Sinishtaj, President, Baby Division
Ronnie Shalom, President, Bag Division

Affordable Luxury Group

Aimee Kestenberg, Co-Founder & Creative Director

AHQ-Accessory Headquarters

Abe Chehebar, CEO

Aldo USA Inc.

David Bensadoun, Chief Executive Officer

alice + olivia

Stacey Bendet, Founder and Creative Director
Deanna Berkeley, President

American Clothing Express, Inc. (dba Allure Bridals)

Steve Spagnolo, CFO

American Textile Company

Lance Ruttenberg, President and CEO

APL - Athletic Propulsion Labs

Ryan Goldston, Co-Founder

Ascena Retail Group, Inc.

Gary Muto, Chief Executive Officer

Bari Jay

Susan Parker, Co-President
Erica Rosenfeld, Co-President

BBC International

Bob Campbell, Chief Executive Officer

Bel Aire Bridal, Inc.

Joyce H. Smith, President

Bill Levkoff, Inc.

Andrew Buchbinder, CEO

Blush Group New York, LLC

Henry Mazzoni, CEO

Boardriders, Inc.

David Tanner, CEO

BRANDON MAXWELL

Sharon La Ruffa, Executive Vice President

BrideClick/Glam

Manny Benor, CEO

Brooks Running Company

Jim Weber, CEO

Byer California

Philip J. Byer, Chief Executive Officer
Edward M. Manburg, Chief Financial Officer

C. O. Lynch Enterprises, Inc.

Timothy Lynch, Owner
Joe Liston, Vice President of Sales, Itasca Footwear/Itasca Clothing

CALERES

Diane Sullivan, CEO, President and Chairman

Carter's, Inc.

Michael D. Casey, Chairman and Chief Executive Officer

Textile, Apparel, Footwear, and Accessories Letter to President Trump – 06/17/19

Castle Couture

Maurice Payami, President

Centric Brands

Jason Rabin, Chief Executive Officer
Jarrod Khan, Group President, Accessories

Cintas

Kevin Bien, Senior Vice President – Global
Supply Chain

Clarisse Inc

Daniel Adrian, President

Collection 18

Drew Pizzo, President

Columbia Sportswear Company

Peter Bragdon, Executive Vice President

Corinne McCormack Consulting

Corinne McCormack, President

Cynthia Rowley

Cynthia Rowley, Founder
Allie Egan, President and CEO

Deer Stags, LLC

Rick Muskat, President

Delta Galil

Isaac Dabah, Chief Executive Officer
Maurice Reznik, President and CEO, Delta
Galil USA

Design Quadrant

Frank Zambrelli, President

DVF Studio, LLC

Diane von Furstenberg, Founder and Chairman

E. S. Originals Inc.

Joey Safdeye, CEO
Morris Shalom, COO
Ronald Tawil, Managing Director

Echo Design

Steven Roberts, CEO

Eddie Bauer LLC

Damien Huang, President

Edward Berger Inc

Steve Siegel, Executive Vice President

Eileen Fisher

Eileen Fisher, Co-Chief Executive Officer
Jonic Cukier, Co-Chief Executive Officer

Elite Group

Shawn Lum, Senior Vice President

Essense of Australia

Martine Harris, Chief Creative Officer and
Co-owner

Eyewear by Roi

John Alofs, Founder & CEO

Faryl Robin LLC

James Biolos, President

FGX International

David Vander Schaaf, VP & General Manager

Five Star Apparel

Albert Pardo, President

FullBeauty Brands

Laura Ritchey, Chief Operating Officer

G. Hensler & Co.

Lisa Risetto, President

Gap Inc.

Art Peck, President and Chief Executive Officer

Global Brand Partners, Inc.

Killick Datta, CEO

Global Brands Group

Richard Darling, Chief Executive Officer

Textile, Apparel, Footwear, and Accessories Letter to President Trump – 06/17/19

Gold Medal International

Paul Rotstein, President & CEO

Goldbug Inc.

Katherine Gold, President

Golden Touch Holdings, LLC

Jeff Fischer, Owner/COO

Haddad Brands

Jack Haddad, President

David Haddad, President - Sourcing

Abe Haddad, President – Compliance

Hammitt Los Angeles

Tony Drockton, Founder

Harry J. Rashti. Co, Inc.

Michael Rashti, CEO

Charlotte Rashti, President

Gary Rugusa, CFO

Vivian Jerez, VP Production and Sourcing

Andrew Freed, VP Sales

Holy Bauble, LLC

Tara Flannigan, Founder & CEO

Jack Rogers

Lydia Park Luis, CEO

Steven Jacaruso, COO

John Saez, VP of Production & Sourcing

Jewelers of America

David J. Bonaparte, President & CEO

Jewelers Vigilance Committee

Tiffany Stevens, CEO and General Counsel

John Varvatos Enterprises

John Varvatos, Chairman and Chief Creative Officer

Mark Brashear, CEO and President

Justin Alexander

Justin Warshaw, President

Kenneth Cole Productions

Kenneth D. Cole, Chairman and Chief Creative Director

Marc Schneider, CEO

David Edelman, COO/CFO

Roberto Zamorra, President, Women's Footwear

Greg Tarbell, President, Men's Footwear

Komar Brands

Charlie Komar, President, CEO

Lanier Apparel

Wesley Howard, President

Leading Lady Inc.

Mark Corrado, President

Leo Schachter Diamonds

Michael Steinmetz, CEO

Levi Strauss & Co.

Chip Bergh, President & Chief Executive Officer

LF Distribution Holding, Inc.

Tami Fersko, President

Lilly Pulitzer

Michelle M. Kelly, Chief Executive Officer

Loeffler Randall Inc.

Brian Murphy, CEO

Jessica Randall, CDO

Lovella Bridal

Nayri Kalayjian COO

M. Hidary & Company, Inc.

Morris Hidary, President

Isaac A. Hidary, Sourcing Executive

Bert Hidary, VP Sourcing

Maggie Sottero Designs

Tom Manning, President & COO

Textile, Apparel, Footwear, and Accessories Letter to President Trump – 06/17/19

Mamiye Brothers Inc.

Chuck Mamiye, CEO
Abraham Mamiye, Vice President

Marais Designs/L&M Direct

Maurice Terzi, COO
Laura Lavin, Co-Founder

Marc Fisher Footwear

Marc Fisher, Founder and CEO
Susan Itzkowitz, President
Alan Luchette, Chief Operating Officer
Matt Burris, Chief Financial Officer

Maximal Art Inc

John Wind, CEO

Mon Cheri Bridals

Steve Lang, CEO

Minnetonka Moccasin Co., Inc.

David Miller, Chief Executive Officer

MZ Wallace

Monica Zwirner, Co-Owner
Lucy Wallace Eustice, Co-Owner

Narciso Rodriguez

Narciso Rodriguez, Owner, Designer
Kathy Kalesti, President
Kathy Barry, CFO

NES Group

Nemo Gindi, President & CEO

New Balance Athletics, Inc.

Joe Preston, President & CEO

New York Flair, Inc.

Henry Mazzoni, President

Nick Graham LLC

Nick Graham, CEO

Occasion Brands, LLC

David Wilkenfeld, Founder and CEO

One Jeanswear Group LLC

Jack Gross, CEO

Oved Apparel

Ronnie Oved, President

Oxford Industries

Thomas C. Chubb III, Chairman, Chief Executive
Officer and President

PacSun LLC

Alfred Chang, President

Patricia Nash Designs

Patricia Nash, CEO
Jennifer Evans, GC/EVP

Pegeen Flower Girl Dress Company

Marg Hyland, CEO

Perry Ellis International

Oscar Feldenkreis, CEO & President

PSEB LLC

Mike Egeck, CEO

Pure Silk Fabrics / Larr Brio Formal Wear

Mark Lederman, CEO

PVH Corp

Emanuel Chirico, Chairman & CEO PVH Corp
Tommy Hilfiger, Founder & Principal
Designer, Tommy Hilfiger, Inc
Cheryl Abel-Hodges, CEO Calvin Klein North
America
Ken Duane, CEO PVH Heritage Brands (Izod, Van
Heusen, Arrow)
Gary Sheinbaum, CEO Tommy Hilfiger Americas

Quinn Apparel Inc. + Qi Cashmere

Jean Koloff, Chief Executive Officer

Rachel Roy

Kate Chase-Lansdale, President

Ralph Lauren Corporation

Patrice Louvet, President & CEO

Textile, Apparel, Footwear, and Accessories Letter to President Trump – 06/17/19

Rebecca Minkoff

Rebecca Minkoff, Co-founder & Creative Director

RefrigiWear, Inc.

Scotty E. DePriest, VP of Supply Chain Operations

Renfro Corporation

Stan Jewell, President and CEO
Dave Dinkins, CFO
Harold Stone, SVP Corporate Marketing
Debbie Forman-Pavan, SVP Fashion Brands

RJ Graziano Inc.

RJ Graziano, President

Roman & Sunstone

Sally Alex, President

Safilo North America

Steve Wright, President and Chief Operating Officer
Victoria Hallberg, Chief Marketing Officer
Carlo Bonino, Chief Financial Officer
Riccardo Cadorin, Sr. Vice President, Optical Sales

Sennits LLC

Francesca Kuglen, Managing Partner

SG Companies

Matt Feiner, President & CEO

Southern Tide

Christopher H. Heyn, Chief Executive Officer

Spanx, Inc.

Mala K. Brindisi, Chief Operating Officer

Star Children's Dress Co., Inc.

Barry Fried, CFO

Stateside Merchants LLC.

Deanna Jubran, Director of Product Development and Production

Steve Madden, Ltd.

Edward R. Rosenfeld
Chairman and Chief Executive Officer

Style Search & Consulting LLC

Adriane Lee Schwartz, CEO

Sydney's Closet

Phyllis Brasch Librach, President, Founder & Designer
Michelle Rosenfield, Vice President, Tease Prom & Michelle Bridal
Mathew Librach, COO, Michelle Bridal

Tapestry

Victor Luis, CEO
Todd Kahn, President & CAO

TellaS Ltd (Luen Thai USA)

Lydia Ke, Chief Operating Officer

Tharanco Lifestyles

Michael Setola, CEO and President

The Jewelry Group

Fran Lukas, CEO

THINK ROYLN

Kristin Wielenga, Co-founder/Vice President

Tibi

Frank Smilovic, CEO
Elaine Chang, President

Tip Top Tux

Keith Ladsten, CEO
Bethann Froistad, President
Katlyn Froistad, VP Sales, Dream Dress

TMRW-Studio

Funda Cerit, Co-Founder/CEO

TTI Global Resources

Steve Mostofsky, President and CEO

Tommy Bahama

Douglas B. Wood, Chief Executive Officer

Textile, Apparel, Footwear, and Accessories Letter to President Trump – 06/17/19

Under Armour

Colin Browne, Chief Supply Chain Officer

United Legwear and Apparel Co.

Isaac Ash, President & CEO

Chris Volpe, COO/CFO

VERA BRADLEY

Rob Wallstrom, Chief Executive Officer

Steve Bohman, Vice President, Global Sourcing

VF Corporation

Steve Rendle, Chairman, President & Chief

Executive Officer

Vibram Corporation

Fabrizio Gamberini, Global Chief Brand Officer

& President

Vince, LLC

Brendan Hoffman, CEO

Violet & Brooks

Robbin Cook, President

VOWS Magazine

Peter Grimes, President

Wendy's Bridal, LLC.

Norman S. Wasserman, President

Wolverine Worldwide Inc.

Mike Jeppesen, President Global Operations

Xcel Brands

Joe Falco, President & Chief Creative Officer

Xero Shoes

Steven Sashen, CEO