

November 1, 2004

Dear Nordstrom Supplier,

Effective January 1, 2005, Nordstrom will require all Denim bottoms to be shipped in a carton with a VICS Clear hanger inserted in the garment. All Denim bottoms must be shipped with a new Clear 6012 or 6014 VICS hanger (depending on the size of the garment, please see our Supplier Compliance manual for hanger requirements). By implementing this requirement, your merchandise is expedited to the selling floor, resulting in improved customer service and increased sales. Denim Suppliers will be held to the same hanging standards as are all Women's Apparel Suppliers.

If the VICS clear hanger has been the standard for your shipments to Nordstrom, we appreciate your continued use of this hanger.

Nordstrom will be implementing expense offset charges for non-compliance beginning January 1, 2005.

Non compliance with this requirement will result in the following expense offset fee.

OFFENSE	DESCRIPTION	CHARGE
<i>VICS hanger compliance</i>	Merchandise is shipped without a VICS hanger when required	\$25 per PO per ship-to location plus \$0.25 per unit

We look forward to your timely and successful application of these requirements. If you have any questions in regards to these requirements, please refer to our supplier compliance manual online at www.nordstromsupplier.com or call 1.877.444.1313, option 1, option 1 for Floor Ready.

Thank you for your valued Partnership

Sincerely,
NORDSTROM Inc.

Please forward this letter to anyone within your company that would benefit from the information provided including Accounts Receivable personnel.