

August 8, 2011

Dear Nordstrom Supplier,

We are pleased to announce that effective September 1, 2011, Nordstrom will begin accepting the new VICS Standard Black Hanger. All hanging items except Infants Wear, Toddlers, and Intimate Apparel should be shipped in a carton with a VICS Black hanger inserted in the garment.

Black hangers are a more sustainable option as they can be made from the largest pool of recycled resins. This dramatically reduces the need to rely on new resources and reduces our ecological foot print.

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

For merchandise shipping to our Full Line Stores, Nordstrom will be implementing expense offset charges for non-compliance beginning February 1, 2012. For merchandise shipping to Nordstrom Direct and Nordstrom Rack black hangers are acceptable but not required at this time.

The charge for each non-compliance offense is as follows:

OFFENSE	DESCRIPTION	CHARGE
<i>VICS hanger non-compliance</i>	Merchandise is shipped without a hanger when required or the incorrect hanger was used.	\$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.

Sincerely,
NORDSTROM Inc.

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