

Subject: Nordstrom Expense Offset Policy Changes

April 1st, 2016

Dear Nordstrom Supplier,

At Nordstrom we value our relationships with our business partners. We are here to help you get your merchandise to our customers as fast as possible.

In the last decade Nordstrom has not made any significant changes to our offset fee policies. In a recent analysis we found that many of our fees no longer cover the additional expense of processing non-compliant shipments. In light of this it was decided that an adjustment to our fees needed to be made.

Please see the attached Nordstrom Expense Offset Fee schedule which outlines our new fee structure which will become effective May 1st, 2016. It can also be found on www.nordstromsupplier.com on the left sidebar. Please note there is no change to the requirements for compliancy only a change to the cost of the fees themselves.

If you have any questions or concerns you may contact the Nordstrom Supplier Offset Fee team via email at nordsupoffees@nordstrom.com.

Thank you and we look forward to our continued partnership.

Sincerely,

Nordstrom Supplier Compliance

NORDSTROM, Inc.