

# NORDSTROM

October 26, 2016

## ***Re: Important Product Compliance Reminders***

Dear Nordstrom Vendor,

Nordstrom values the relationships we have with all of our business partners. The purpose of this letter is to reiterate our expectations and standards regarding product compliance and labeling for: (1) fur/faux fur products, (2) wool products, (3) products made from rayon or viscose derived from bamboo, and (4) products labeled and marketed as "Made in the USA."

Please remember that Nordstrom expects all of our business suppliers to comply with applicable laws and regulations, as well as additional Nordstrom requirements that you can find on our Nordstrom Supplier Compliance website.

### **Fur and Faux Fur Products**

Every fur and faux fur product you sell to Nordstrom must comply with state and federal laws and regulations on fur and faux fur labeling. Nordstrom expects you to properly label all fur and faux fur products, including footwear, accessories, handbags, hats, scarves, wraps, gloves, pillows, throws and rugs.

#### **Products containing real fur (including shearling, calf hair and pony hair) should be labeled with:**

- The name(s) of the animal(s) that produced the fur.
- The name of the country of origin of any imported furs used in the fur product.
- The words: "Real Fur" or "Genuine Fur." Please note indicating that the fur is "100%" or "Natural" is not an acceptable substitution for the words "real" or "genuine."
- All other information required by fur labeling and other applicable regulations.

#### **Products containing Faux Fur should be labeled with:**

- The words: "Faux Fur."
- All other information required by the textile and/or wool labeling and other applicable regulations.

When your fur product is set up on our systems, you will be asked to provide a letter from the furrier certifying the following information: (1) common name of the animal, (2) genus and species of the animal, (3) country of origin of fur, and (4) country of manufacture of final product (e.g., "Made in"). The letter should also indicate the VPN of the fur product.

Nordstrom does not accept any products made from or containing Asiatic Raccoon (raccoon dog or finn raccoon) fur. Nordstrom only accepts raccoon fur originating from North America.

### **Wool Products**

Please remember that generally any product made from or that contains wool must comply with the Wool Products Labeling Act and Rules (exceptions include rugs, carpets and upholsteries).

- Disclose wool fibers by percentage of weight.
- Indicate the name of manufacturer or RN number.
- Label to show the country where wool product was processed or manufactured in accordance with the requirements of the Wool Act and Rules.

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## **Bamboo vs. Rayon (or Viscose) from Bamboo**

Products can only be marketed as "bamboo" if they are made from actual bamboo which has only been mechanically processed. For example, hard goods that are made of the bamboo plant can be labeled and marketed as a bamboo product.

Apparel and other textile products that are made from fibers derived from bamboo must be correctly labeled as "rayon from bamboo" or "viscose from bamboo," or even more simply as "rayon" or "viscose."

## **Made in USA**

In order for the product to be called "Made in USA," all or virtually all of the product must be made in the U.S. (i.e., made from U.S. parts and assembled in the U.S.). Manufacturers are responsible for making sure that products labeled and marketed as "Made in the USA" meet the criteria required to make that claim or are properly qualified. A product that has been "Assembled in USA" does not necessarily mean that the product has been "Made in USA."

**Vendors whose products fail to meet all of the requirements listed above and/or other applicable labeling or product compliance regulations, may be subject to RTVs and/or expense offsets fees at Nordstrom's discretion. Vendors are also expected to cooperate with any corrective actions that may be taken.**

Nordstrom may contact you from time to time to provide verification and other information relating to labeling or other requirements described above. We appreciate your cooperation with these requests.

Thank you for your attention to, and compliance with, the requirements described in this letter. You can find more information about supplier compliance at [www.nordstromsupplier.com](http://www.nordstromsupplier.com). If you have questions about the materials found on that website, please contact your Nordstrom buying partners. For questions about federal and state labeling and other product compliance laws and regulations, please work with your legal counsel.

Sincerely,



Peter E. Nordstrom  
Co-President

## **ADDITIONAL INFORMATION AND RESOURCES:**

### **Fur Products Labeling Act:**

<https://www.ftc.gov/tips-advice/business-center/guidance/how-comply-fur-products-labeling-act>

### **Federal Textile and Wool Acts:**

<https://www.ftc.gov/tips-advice/business-center/guidance/threading-your-way-through-labeling-requirements-under-textile>

### **Bamboo:**

<https://www.ftc.gov/tips-advice/business-center/guidance/how-avoid-bamboozling-your-customers>

### **Made in the USA:**

<https://www.ftc.gov/tips-advice/business-center/guidance/complying-made-usa-standard>