

NORDSTROM

November 26, 2012

Re: Fur Labeling Compliance

Dear Nordstrom Vendor:

Nordstrom values the relationships we have with all of our business partners. We are writing to reiterate our standards with respect to fur and faux fur labeling, and to make you aware of a change to Nordstrom's requirements.

As you know, Nordstrom expects all of our business suppliers to comply with the applicable laws and regulations of the United States and those of the respective country of manufacture or exportation. As a Nordstrom supplier, you are expected to review, understand and comply with these laws and with Nordstrom's requirements. Nordstrom will not segregate goods sold in one state from those sold in another. **Accordingly, every product you sell to Nordstrom must comply with every state and federal law on fur and faux fur labeling, including apparel, footwear, accessories, handbags, hats, scarves, wraps, gloves, pillows and throws.** Please be aware that the obligation to comply with all applicable laws and regulations remains yours and Nordstrom has no obligation and does not endeavor to provide you with updates as new legal developments occur.

As we reminded you in 2011, several states, including New York, Delaware, Wisconsin, Massachusetts, and New Jersey have enacted state fur labeling requirements that are currently in effect. There is no "fur dollar value exemption" under these state laws. As you are also aware, the federal exception to the Fur Products Labeling Act for fur items valued at less than \$150 was eliminated, and full labeling requirements apply to products containing real fur (including shearling), regardless of value. Since April 1, 2010, Nordstrom no longer accept any product that contains any amount of Asiatic Raccoon (raccoon dog) fur.

Additionally, due to a change in our corporate guidelines, as of December 1, 2012, Nordstrom will no longer accept any product made from raccoon fur, unless the fur originated in North America.

Accordingly, Nordstrom is reiterating the following enhanced apparel labeling and content requirements for all Nordstrom vendors of real and faux fur items.

1. **Products containing real fur (including shearling):**

- All products containing real fur must be completely and accurately labeled to meet all the labeling requirements set forth in the Fur Products Labeling Act, regardless of value of the fur item, including, but not limited to, the following:

The name or names (as set forth in the Fur Products Name Guide) of the animal or animals that produced the fur;

The name of the country of origin of any imported furs used in the fur product.

- The permanent fiber content label must include the words: **"Real Fur."**

- Nordstrom will not accept any product containing any amount of Asiatic Raccoon (raccoon dog) fur.
- Nordstrom will not accept any product containing any amount of raccoon fur, unless the fur originated in North America (Fur Country of Origin is Canada or the United States).

2. **Products containing faux fur:**

- The permanent fiber content label must include the words: "**Faux Fur.**"

Vendors not meeting these labeling requirements are subject to expense offset fees and/or returns, at Nordstrom's discretion.

Thank you for your prompt attention to, and compliance with, these requirements. Further information about supplier compliance and reference materials can be found at www.nordstromsupplier.com. Should you have any questions, please feel free to contact April Rettkowski at (206) 303-4411 or april.rettkowski@nordstrom.com.

Sincerely,

A handwritten signature in black ink, appearing to read "Pete Nordstrom", with a long horizontal flourish extending to the right.

Pete Nordstrom
Executive Vice President and President, Merchandising