



SARAH A. POLWORTH
DIRECTOR
VENDOR RELATIONS

May 5, 2010

Dear Saks Vendor:

This letter is an update to my letter of March 24, 2010 regarding concerns over the possible mislabeling of "bamboo" textile products. Please regard the information and requirements in this letter as superseding the content of our earlier letter.

I write to remind you about labeling requirements applicable to the sale of textile products such as clothing, scarves, and rugs made from bamboo. The Federal Trade Commission ("FTC") recently sent notices to seventy-eight companies, including Saks, making the companies aware of FTC concerns about possible mislabeling of products as "bamboo" when they are actually made of manufactured rayon fiber.

If a product is not made directly of bamboo fiber, but is a manufactured fiber for which bamboo was the plant source, it should be labeled and advertised using the proper generic name for the fiber, such as "rayon" or "viscose." Claims such as "rayon (or viscose) made from bamboo" would be permitted if bamboo can be identified as the cellulose source for the fiber.

In addition, any environmental claims for these products must be carefully qualified and comply with the FTC's Guides for the Use of Environmental Marketing Claims ("Green Guides"). For example, pursuant to the Green Guides, broad claims such as "environmentally friendly" and "biodegradable" should be avoided.

The FTC has issued a Business Alert, "Avoid Bamboo-zling Your Customers," which is attached to this letter and is available at <http://www.ftc.gov/bcp/edu/pubs/business/alerts/alt172.shtm>.

As a Saks supplier, you are expected to review, understand and comply with these requirements, including any changes that might arise in the future. Moreover, it is our expectation that any product you provide to Saks is neither misbranded, mislabeled, nor falsely advertised or invoiced under the provisions of the Textile Fiber Products Identification Act, the Federal Trade Commission Act, or any state statute relating to the sale, distribution or labeling of textile products.

In addition, for purposes of compliance with the laws cited above, as of May 12, 2010, Saks will no longer purchase any textile fiber products advertised or labeled as "bamboo," or making any broad environmental claim related to bamboo content. It will, however, continue to purchase products labeled as "rayon (or viscose) made from bamboo" or "rayon" or "viscose," provided these designations are accurate, and the supplier possesses tests or other substantiation to support the fiber identification.

To extent you have already shipped to Saks products designating only "bamboo," we will be returning such products to you and expect your cooperation in providing us with an RTV number.

Please contact us if you have any questions.

Best regards,

A handwritten signature in dark ink, reading "Sarah A. Polworth". The signature is written in a cursive, flowing style.

Sarah A. Polworth