



SARAH A. POLWORTH
DIRECTOR
VENDOR RELATIONS

To: All SFA Vendors of Fur Products
From: Sarah Polworth
Date: March 15, 2011
Re: Important Reminder Re Fur Labeling Requirement and Fall Shipping

To Our Valued Business Partners

The President recently signed the Truth in Fur Labeling Act, which amends the Fur Products Labeling Act and the Federal Trade Commission's related regulation and eliminates the exemption that applies if the cost to a manufacturer of fur trim used on a garment or a manufacturer's selling price of a fur product is \$150 or less. Saks vendors can no longer rely on the \$150 exemption.

Noted in our memos to vendors on October 12, 2010 and January 18, 2011, Saks changed its policies and extended the labeling requirements to require that all fur garments and accessories contain a label with the information required by the Fur Products Labeling Act, regardless of the amount or value of the fur in each garment or accessory or of the manufacturer's selling price. Fur garments and accessories include Men's, Women's, and Children's outerwear, scarves, shawls, gloves, and hats.

Our existing policy requiring labeling of "faux fur" in compliance with New York state law remains in effect.

This means that the label on those products sold to Saks must contain all of the required labeling elements of federal and the New York state law, including, but not limited to, the following:

- For fur products, the animal name, in accordance with the Fur Products Name Guide.
- For faux-fur products, the words "faux fur."
- The country of origin for imported products (including the country of origin for imported furs made into fur products in the United States).

Please be advised that for all merchandise shipping this Fall, Saks maintains the right to RTV any and all non-compliant merchandise at the vendor's expense.

Please consult your legal counsel if you have any questions about how these requirements apply to a particular product.

We thank you in advance for your cooperation and commitment to compliance with these new requirements.

Best regards,

Sarah Polworth