

NORDSTROM INC  
Form 8-K  
March 04, 2010

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549  
FORM 8-K  
CURRENT REPORT PURSUANT  
TO SECTION 13 OR 15(d) OF THE  
SECURITIES EXCHANGE ACT OF 1934  
DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED) March 4, 2010  
NORDSTROM, INC.  
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)**

WASHINGTON

001-15059

91-0515058

(STATE OR OTHER  
JURISDICTION  
OF INCORPORATION)

(COMMISSION FILE  
NUMBER)

(I.R.S. EMPLOYER  
IDENTIFICATION NO.)

1617 SIXTH AVENUE, SEATTLE, WASHINGTON  
(ADDRESS OF PRINCIPAL EXECUTIVE OFFICES)

98101  
(ZIP CODE)

REGISTRANT'S TELEPHONE NUMBER, INCLUDING AREA CODE (206) 628-2111  
INAPPLICABLE

(FORMER NAME OR FORMER ADDRESS IF CHANGED SINCE LAST REPORT)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2 below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

## ITEM 2.02 RESULTS OF OPERATIONS AND FINANCIAL CONDITION

On March 4, 2010 Nordstrom posted on the Investor Relations section of its website at [www.nordstrom.com](http://www.nordstrom.com) additional information related to the sales and returns alignment. The press release and the information related to the sales and returns alignment set forth under Item 7.01 of this Current Report on Form 8-K are hereby incorporated by reference into this Item 2.02.

## ITEM 7.01 REGULATION FD DISCLOSURE

On March 4, 2010, Nordstrom, Inc. issued a press release announcing its preliminary February 2010 sales. A copy of this press release is attached as Exhibit 99.1.

## SALES AND RETURNS ALIGNMENT

Prior to February 2010, merchandise purchased from our online store that was later returned at our full-line stores was reported as a deduction from full-line sales. Recent technology investments have enabled enhanced internal reporting. As a result, beginning in February 2010 we now deduct these returns from Direct sales instead of from full-line sales in order to better align sales and sales returns within each channel. For purposes of calculating 2010 same-store sales results, 2009 net sales results for both full-line and Direct channels have been revised to reflect this realignment of returns. This realignment of sales returns between channels has no effect on total sales at a company level and does not materially affect previously reported same-store sales. The revised quarterly 2009 net sales for Direct and the Retail Stores segment (which includes our full-line and Rack stores) are as follows:

**2009 Sales and Returns Alignment** (in millions)

|                 | <b>2009 Direct Sales</b> |                      |               | <b>2009 Retail Stores Sales</b> |                      |                 |
|-----------------|--------------------------|----------------------|---------------|---------------------------------|----------------------|-----------------|
|                 | As<br>Reported           | Returns<br>Alignment | Revised       | As<br>Reported                  | Returns<br>Alignment | Revised         |
| Q1              | \$ 149                   | \$ (45)              | \$ 104        | \$ 1,583                        | \$ 45                | \$ 1,628        |
| Q2              | 179                      | (51)                 | 128           | 2,040                           | 51                   | 2,091           |
| Q3              | 185                      | (60)                 | 125           | 1,661                           | 60                   | 1,721           |
| Q4              | 286                      | (79)                 | 207           | 2,280                           | 79                   | 2,359           |
| <b>YTD 2009</b> | <b>\$ 799</b>            | <b>\$ (235)</b>      | <b>\$ 564</b> | <b>\$ 7,564</b>                 | <b>\$ 235</b>        | <b>\$ 7,799</b> |

SIGNATURE

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

NORDSTROM, INC.

By: /s/ Robert B. Sari  
Robert B. Sari  
Executive Vice President,  
General Counsel and Corporate  
Secretary

Dated: March 4, 2010

---

EXHIBIT INDEX

| EXHIBIT<br>NUMBER | DESCRIPTION   |
|-------------------|---|
| 99.1              | Nordstrom February 2010 Preliminary Sales Release, dated March 4, 2010. |