

To: Kate Spade & Company Apparel Vendors
Date: March 28, 2011
Subject: Voluntary Interindustry Commerce Standards Change

To All Kate Spade & Company Apparel Vendors:

This memo is to inform you that VICS (Voluntary Interindustry Commerce Standards), which Kate Spade & Company is a member of and whose guidelines we follow, has recently approved a change in hanger color from clear to matte black. The new color standard was created "to lower the cost and reduce the environmental impact of hangers throughout the retail value chain. This change will affect all hangers with metal hooks".

- Effective Fall 2011, all garments that are required to ship on VICS approved hangers with metal hooks must follow the new color standard.

Please note the following:

- Only the color will change. The same VICS clear performance standards will apply to black hangers.
- The same style numbers used for clear will be used for black. The letter "B" may be required after the style number when ordering black hangers.
- The color must match against "established standard clarity color chips" which were distributed to all VICS members and are available from VICS upon request.
- Hangers should only be sourced from hanger suppliers familiar with VICS standards.
- Please refer to the Kate Spade & Company Supplier manual under "Floor Ready Program" for a complete listing of VICS approved hanger model numbers and *VICS hanger performance specifications. Reminder: Only VICS approved hanger models listed in the supplier manual can be used as they are the only models compatible with the distribution centers' automated equipment.
- Complete VICS hanger performance standards and specs can be found by accessing the VICS website at: www.vics.org. Go to: VICS Guidelines/Voluntary Guidelines to Floor Ready Merchandise/Hanger Application 3.0 and Hanger Performance 4.0.
- Hanger suppliers must confirm they have tested and met all the VICS hanger performance specs, standards, and color matching guidelines.
- Hangers should also be tested for colorfastness to insure they do not bleed or crock onto the garments under any conditions.
- Garment vendors will be accountable and receive chargebacks for any failures in hanger performance resulting in: Kate Spade & Company distribution centers having to perform additional work to rectify, damaged garments, or failure to meet

VICS specs and standards.

- **Chargebacks Kate Spade & Company receives from accounts due to black color not matching standard or performance issues will be charged back to the garment vendor.**

VICS Floor Ready Merchandise Program

The Voluntary Inter-industry Commerce Solutions (VICS) committee is providing these guidelines for the implementation of floor ready merchandise as a service to the industry

Unnecessary or Excessive Packing Materials

Eliminate or minimize the following packing materials:

Bubble wrap	Jet clips	Safety pins	Styrofoam peanuts
Cardboard	Kraft paper	Scotch tape	Tie-backs
Collar protection	Metal banding	Shredded paper	Tissue Paper
Confetti paper	Newspaper	Shrink wrap	Twist ties
Foam	Rubber bands	Straight pins	

If protective packing is required, ensure that it is removable with one swipe or motion.

All Categories of Clothing

- Eliminate straight pins or safety pins
 - Exception: Men’s, boys, or women’s woven dress shirts, men’s woven sport shirts.
- Eliminate collar protection
 - Exception: folded shirts or shirts with an “I-board” inserted.
- Eliminate all clips, jet-clips, tie-backs
- Minimize twist ties, and rubber bands- no rubber bands on hangers
- Eliminate foam, foam covers, mini-foams, cloth, and self goods in hangers
 - Exceptions: Leather, pleather, napped fabric (such as velour, velvet, suede, or corduroy), and delicate fabrics (such as silk and suede).
- Chipboard is acceptable if placed in the bottom of the shipping carton or on top of the goods to protect the merchandise from knife cuts at time of carton opening. It is not acceptable to insert chipboard sheets in between the units inside the carton.
- Do not use fillers such as confetti, Styrofoam peanuts, paper, cardboard, or tissue paper to fill up the empty space within the cartons. Use the appropriate size carton for the items unless a partnership agreement between the manufacturer and retailer exists.
 - Exception: A single sheet of crumpled kraft paper is permissible.
- Size indicator attachments

Exceptions to protect certain fabrics may be used if necessary:

- Tissue paper – as per division (silk, leather)
- Paper shoulder covers – as per division (silk)

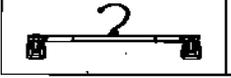
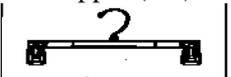
VICS APPROVED HANGERS

Use the matte black hangers for U.S, Mexico, Europe (GB) and Outlet Division shipments.

Black hangers will be used for all Canada shipments. Canada hangers will have the same hanger codes as below followed by the letter “B” Eg: 498B. See [International](#), “Canada Hanger Requirements” for exceptions.

Hanger	Size (Style)	Usage
<p>Top Hanger</p> 	<p>12” 498 15” 485 17” 484 19” 479</p>	<p>Missy – Petite – Woman’s Light weight outerwear; Blouses; Vest; Tank tops; T-shirts, Shirts, etc. Men’s Shirts * Available with or without offset loop for 2 piece garments. * Available with clear rubberized non-slip shoulder grips. (Only available from Plasti-Form)</p>
<p>Top – Knit – Non Slip Shoulder</p> 	<p>15” 585 17” 584 19” 579</p>	<p>Missy - Petite –Woman’s Men’s Knit Tops Sweaters</p>
<p>Top Hanger Heavy Weight</p> 	<p>15” 3315 17” 3328 19” 3319</p>	<p>Specialty outerwear; sweaters outerwear Jackets Blazers * Available with or without offset loop for 2 piece garments.</p>
<p>Top Hanger</p> 	<p>17” 3936 19” 3968</p>	<p>Men’s Suits and Sports Coats/Blazers</p>
<p>Bottom Pinch Clip Hangers Soft Pad (SP)</p> 	<p>10” 6210 12” 6212 14” 6214</p>	<p>Shorts, Skorts, Culottes Pants Skirts Active wear bottoms. * (For light weight or delicate garments.)</p>
<p>Bottom Pinch Clip Hangers Gripper (GP)</p> 	<p>10” 6010 12” 6012 14” 6014</p>	<p>Denim Twill Corduroy</p>

continued

<p>Bottom Pinch Clip Long Soft Pad (SP)</p> 	<p>10" 7210 12" 7212 14" 7214</p>	<p>For heavier weight garments.</p>
<p>Bottom Pinch Clip Long Gripper (GP)</p> 	<p>10" 7010 12" 7012 14" 7014</p>	<p>For heavier weight garments.</p>

Note: Hang garment so that open hook faces to the left with the UPC sticker on the closed hook side.

Note: Always use a hanger size that fits the garment with the best presentation.

Note: Women's bottom hangers use 12" for smaller sizes and 14" for larger sizes.

Note: Women's top hangers use 17" for sizes 14 and 16. All other sizes use 19" hangers.

CAUTION: Before utilizing clip hangers for bottom garments, test clips for a secure hold of the garments by shaking vigorously. Due to the different patents held by the hanger manufacturers, if one supplier's hanger is not holding, then another supplier's product (of the same item) should be tested.

VICS List of Hanger Styles

Vic's Style #	Hanger Size	Hanger Type	Common usage
497	10" Metal 2.2.4.1	Top matte black Medium	Children's
498	12" Metal 2.2.4.1	Top matte black Medium	Children's
485	15" Metal 2.2.4.1	Top matte black Medium	Children's/Teen
484	17" Metal 2.2.4.1	Top matte black Medium	Teen - Adult
479	19" Metal 2.2.4.1	Top matte black / Medium	Teen - Adult
6008	8" Metal 2.2.4.2	Pinch Bottom matte black Medium	Children's
6010	10" Metal 2.2.4.2	Pinch Bottom matte black Medium	Children's
6012	12" Metal 2.2.4.2	Pinch Bottom matte black Medium	Teen - Adult
6014	14" Metal 2.2.4.2	Pinch Bottom matte black Medium	SOHS Teen - Adult
6208	8" Metal 2.2.4.2	Soft Pinch Bottom matte black Medium	SOHS Children's
6210	10" Metal 2.2.4.2	Soft Pinch Bottom matte black Medium	Children's
6212	12" Metal 2.2.4.2	Soft Pinch Bottom matte black Medium	Teen - Adult
6214	14" Metal 2.2.4.2	Soft Pinch Bottom matte black Medium	Teen - Adult

VICS List of Hanger Styles - *continued*

7008	8" Metal 2.2.4.2	Long Pinch Bottom matte black Heavy	Children's
7010	10" Metal 2.2.4.2	Long Pinch Bottom matte black Heavy	Children's
7012	12" Metal 2.2.4.2	Long Pinch Bottom matte black Heavy	Teen-Adult
7014	14" Metal 2.2.4.2	Long Pinch Bottom matte black Heavy	Teen-Adult
7208	8" Metal 2.2.4.2	Soft Long Pinch Bottom matte black Heavy	Children's
7210	10" Metal 2.2.4.2	Soft Long Pinch Bottom matte black Heavy	Children's
7212	12" Metal 2.2.4.2	Soft Long Pinch Bottom matte black Heavy	Adult
7214	14" Metal 2.2.4.2	Soft Long Pinch Bottom matte black Heavy	Adult
3944	15" - 3.75" Hook Metal 2.2.4.5	Jacket - "U" section matte black Heavy	Adult
3936	17" - Jacket	"U" section matte black Heavy	Adult
3968	19" - 3.75" Hook Metal 2.2.4.5	Jacket - "U" section matte black Heavy	Adult
585	15" Metal 2.2.4.3	Top - Knit - Non- slip Shoulders matte black Medium	Children's- Teen
584	17" Metal 2.2.4.3	Top - Knit - Non- slip Shoulders matte black Medium	Teen - Adult
579	19" Metal 2.2.4.3	Top - Knit - Non- slip Shoulders matte black Medium	Teen - Adult
3315	15" - 3.75" Hook Metal 2.2.4.4	Outerwear - Flat matte black Heavy	Children's
3328	17" - 3.75" Hook Metal 2.2.4.4	Outerwear - Flat matte black Heavy	Teen - Adult
3319	19" - 3.75" Hook Metal 2.2.4.4	Outerwear - Flat matte black Heavy	Teen - Adult

Note:

- VICS hangers are to be marked with a single style number per hanger in strict accordance with the VICS Uniform Hanger Numbering Guideline.
- The VICS style number marking on hangers shall be separate, distinct and larger than other identifying markings on the hanger.
- The VICS Unified Hanger Numbering Guideline applies to all styles of VICS hangers.

VICS Hanger Performance Specifications

Introduction	Specified in this section are a series of tests and performance standards intended to assure buyers and users of hangers that matte black, wire-hook tops and bottoms hangers will meet expectations for quality and performance.
Test Applications	<p>The tests and specifications may be employed several ways, as agreed upon by trading partners. The most common applications of the tests and specifications include:</p> <ul style="list-style-type: none">• Use by retailers and/or garment manufacturers to evaluate and qualify hanger providers and their products• Use by retailers and/or garment manufacturers to audit hanger providers and their products on an ongoing basis, and• Use by hanger providers to evaluate product designs and confirm ongoing quality assurance effectiveness.
Test Completion	Successful completion of the tests, which apply at the time of purchase / delivery, will provide a degree of confidence that the hangers will perform as expected when properly applied under normal display and transportation conditions.
Unusual Applications	Unusual applications may cause excessive loads and result in unexpected failures or other problems. They should be reviewed in advance with the hanger provider to avoid any inconvenience and derive the maximum value from the hanger purchase.
Performing Tests	Regardless of which organization conducts the test, they are to be performed on representative samples of the product. Tests are to be performed by qualified personnel using calibrated equipment of suitable precision. Test results are to be documented and provided upon request to the customer or provider as appropriate.
Note	While the tests and specifications are useful for evaluating product performance and appearance on a sample basis, it is the ultimate responsibility of the hanger provider to exercise appropriate quality control and assure that products continue to meet agreed upon expectations on an ongoing basis.

Plastic Properties

Clarity

Top and bottom hangers are to be manufactured from material that is substantially black with a matte finish and shall have an appropriately smooth surface so as to appear substantially black wherever ribs, multiple walls, or other internal features are not present. Appearance of the hanger will be evaluated visually against established standard color chips. Comply with the following steps when performing the clarity test:
 The hanger is to be evaluated under cool white fluorescent light.
 Each hanger is to be view individually, through the face, and compared to the standard.
 The hanger will be judged acceptable if it is within all limits established for color and finish

Cold Impact Resistance

Hangers should be manufactured from materials that retain shatter resistance at low temperatures reasonably expected to be encountered in transit. Comply with the following steps when performing a cold impact resistance test:
 Cold impact resistance of the hanger will be evaluated by first refrigerating tops of bottoms hangers to a temperature of approximately 32 degree F for at least 2 hours.
 The chilled hanger will then be slid from a table or other suitable surface from a height of approximately 3 feet on the concrete floor.
 Separate hangers will be dropped in various orientations so that various parts of the hanger impact the floor.
 The hanger shall be judged acceptable if it does not fracture.

High Temperature Creep

Hangers should be manufactured from materials that retain mechanical integrity at elevated temperatures reasonably expected to be encountered in transit. Elevated temperature creep properties will be evaluated using bottoms hangers. Comply with the following steps when performing a high temperature creep test:

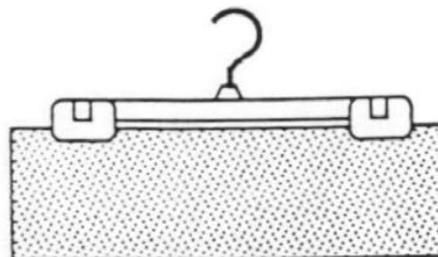
A 1-pound load will be clamped normally within the pad. The garment thickness will be between 0.1” and 0.2”.

The loaded hanger will then be heated to a temperature of approximately 140 degrees F and maintained at that temperature for a period of 48 hours.

Hanger Acceptance

The hanger will be judged acceptable if the hanger does not release the load garment within the 48-hour test period.

Weighted Test Garment



Metal Appearance and Finish

Metal Component Appearance

Hooks, spring clips, or any other metal components will be silver in appearance, clean and shiny.

An appropriate finish to prevent red rust or significant oxidation when exposed to conditions of 95 degree F, 95% relative humidity for a period of 48 hours shall be provided.

The expected “brightness” is to be comparable to a bright plate (Zinc) finish.

Minimum brightness is to be comparable to a bright galvanized finish. Appropriate samples are available.

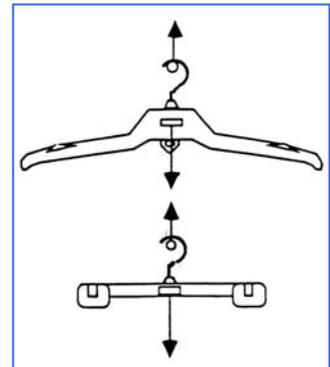
Hook Diameter

To assure uniform appearance, the nominal diameter of the hook shall be 0.118” (-0.004” +0.020”).

Hook Strength

Hook stiffness and insertion into the hanger body shall be adequate to prevent excessive deformation and premature failure under normal use. Comply with the following steps when performing a hook strength test:

Strength, loaded at the 12:00 position will be measured using a universal load frame by positioning the hook on a ½” diameter hardened steel pin and gripping the plastic hanger. Load will be applied at a constant rate of approximately 2” per minute until a load of 20 pounds is reached.



Hook Acceptance

The hook will be considered acceptable unless one of the following occurs:

- The hook fractures or separates from the hanger
- The hook deforms so that it falls off the pin
- The hook experiences permanent deformation in excess of 0.060” measured at the top of the hook after the load is removed.

Hanger for Coordinates

Coordinate Loop Dimensions

The coordinate loop shall be sized to support the secondary garment at a reasonably consistent height and shall be located on the under side of the hanger, opposite the hook, and substantially centered.

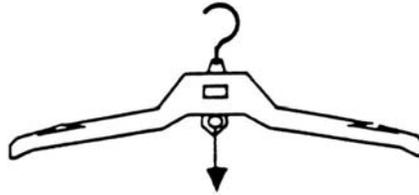
The loop shall support a second hanger hook between 2.0” and 2.38” from the top of the hanger (measured from the base of the hook boss to the bottom of the coordinate loop).

Coordinate Loop Strength

The coordinate loop shall allow a hook of diameter specified above to run substantially parallel to the axis of the hanger so that it does not protrude through the front or back planes of the top hanger.

Strength of the coordinate loop shall be adequate to support the secondary garment under normal transit and display conditions. It will be evaluated using a universal load frame. Comply with the following steps when performing the coordinate loop strength test:

- The hanger body will be gripped below the hook and the load will be applied through the loop using a pin the same diameter as the hook.
- Load will be applied at a constant rate of 2” per minute.



The loop will be acceptable if a load of 25 pounds does not result in fracture of the loop.

Flat Tops Hangers

Tops Hanger Dimensions

Hangers shall be consistent in dimensions and outline to provide consistent appearance at the point of sale. Hanger dimensions are specified using the attached full-scale hanger profile drawings. Acceptable hangers are those that meet the following criteria:

- Completely enclosed within the outer perimeter of the appropriate size profile
- Completely cover the appropriate inner profile.

Tops Hanger Normal Load Capacity

Tops hangers less than or equal to 15" in nominal length shall be suitable for use in transporting and displaying garments weighting up to 1.5 pounds. Tops hangers greater than 15" long and up to 19" long shall be suitable for use in transporting and displaying garments weighing up to 2.0 pounds.

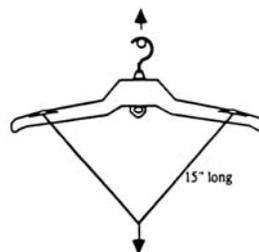
Tops hanger capacity is confirmed by an impact test intended to simulate a garment shipping box falling off the back of a truck at a 4 foot height. Comply with the following steps when performing the impact test:

1. The impact test is performed using a test garment with evenly distributed weights, three in back, three in front, hung over the hanger.
2. The hanger is hooked to a test device, which retains the hook.
3. The loaded hanger is then dropped 15" in free fall to a rigid stop.
4. The hanger and the weight vest must remain hanging on the test fixture after the impact test and there must be no permanent warp of the hanger for it to be considered acceptable.

Tops Hanger Proof Load Capacity

Hangers shall be designed and fabricated to meet specified proof or "overload" conditions. Static proof load will be evaluated using a universal load frame. Comply with the following steps when performing the proof load capacity test:

1. The hook end will be attached to a 1/2" diameter pin.
2. The hanger will be loaded at two points located at the recessed points through the top of the hanger using a rigid "Y" cable. The length of each leg of the "Y" cable shall be 15".
3. The load will be applied at a rate of 2" per minute until any failure occurs.
4. Hanger strength shall be judged acceptable if the hanger does not fracture at a load of 6 pounds for hangers 15" or shorter, or 12 pounds for hangers 17" or longer.



Tops Hanger Flexibility

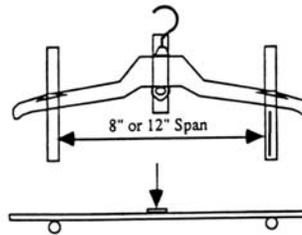
Flexibility or resistance to shatter will be confirmed using a Bend test. Bend testing will be performed using a 3-point bend fixture and a universal load frame. Comply with the following steps when performing a bend test:

Hanger Bend Test

1. The arms will be supported by ½” diameter rods. The support span will be 12” for hangers 14” or more in length.
2. The center of the hangers will be gripped with a 1” wide support plate.
3. The load will be applied at mid span at a rate of approximately 2” per minute until either failure or yield occurs.

The hanger will be considered acceptable if one of the following occurs:

- The hanger is pulled through the support bars without fracturing
4. A load of 20 pounds is applied without fracturing the hanger



Top Hanger Thickness

Hangers shall be consistent in thickness to provide consistent appearance at the point of sale. The thickness of the 17” and 19” tops hangers, measured from front to back across the thickest section of the hanger shall fall within the range from 0.300” to 0.420”. The thickness of the 12” and 15” tops hangers, measured from front to back across the thickest section of the hanger shall fall within the range from 0.210” to 0.410”.

Bottoms Hangers

**Bottoms
Hanger
Dimensions**

Hangers shall be consistent in dimensions and outline to provide consistent appearance at the point of sale. Hanger dimensions are specified using the attached full-scale hanger profile drawings. Acceptable hangers are those that meet the following criteria:

Completely enclosed within the outer perimeter of the appropriate size profile
Completely cover the appropriate inner profile.

**Bottoms
Hanger Load
Capacity**

Short pad bottoms hangers between 8” and 12” in nominal length shall be suitable for use in transporting and displaying garments weighing up to 1.0 pound. Long pad bottoms hangers between 8” and 12” in nominal length shall be suitable for use in transporting and displaying garments weighing up to 1.2 pounds.

Bottoms hanger capacity is confirmed by a fabric pull test intended to simulate a garment being pulled from the pad of the hanger. Comply with the following steps when performing the pull test:

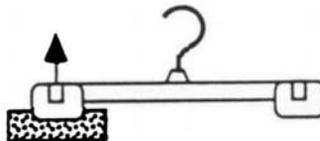
1. The hanger is hung by the hook and clamped over a fabric, which is fixed.
2. The hanger is pulled away from the fabric at a rate of 2” per minute until the hanger is pulled off the fabric.
3. The hanger capacity is not to exceed 25% of the maximum-recorded force.

**Spring Clip
Operation**

Ease of opening/unlocking the spring clip will be measured using spacer measuring 0.1”, 0.2”, and 0.3” thick sandwiched between the plastic pads. The load required to slide the metal clip from the fully latched position to the fully released position will be measured using a universal load frame. Comply with the following steps when performing the clip operation test:

**Spring Clip
Operation Test**

1. The clip will be pulled on a plane horizontal to the flat side of the hanger with each spacer in place.
2. A different sample will be used for each pull test.
3. The hanger will be judged acceptable if a load of 6 pounds is not exceeded during removal of the spring with any spacer in place.



Spring Clip Removal

The hanger is to be designed and manufactured so as to adequately secure the spring clips to the balance of the hanger. Load to pull spring through its restraint and remove it from the hanger will be evaluated by pulling the spring clip on a plane horizontal to the flat side of the hanger using a universal load frame. Comply with the following steps when performing the spring clip removal test:

Spring Clip Removal Test

1. The load will be applied at a rate of approximately 2” per minute until the spring pulls free from the hanger.
2. The hanger will be judged acceptable if a minimum load of 8 pounds is required to remove the spring clip from the hanger.

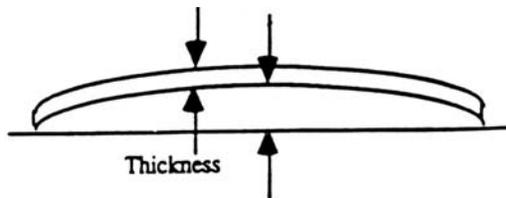


Hinge Life

Fatigue life to failure of the plastic hinges will be evaluated using an oscillating drive mechanism that bends the plastic clip from the fully open position as limited by the spring clip to the fully closed position. The hinge will be flexed approximately one complete cycle per second. The hinge will be judged acceptable if the hinge has not separated or failed within 200 cycles.

Hanger Warp

Hanger warp is measured by placing the unloaded hanger curved side down on a flat surface. The gap is to be measured at its greatest point. If the gap exceeds 1 hanger thickness (where thickness is measured at the thickest hanger cross section), then the hanger is considered to be warped.



Color Specs To Be Determined

The set of 3 color chips is defined by the following specifications:
The standard color chip formulations described in 4.2.1.1 are used to mold the standard chips used for evaluation of hanger appearance. These formulations and other polymers and polymer blends may be used for actual hanger production as long as the finished hanger conforms to all of the standards.

Mini Guards for Hangers

- Mini Guards Should only be used in place of full foam on the 17" ^{Clear} Resin top hanger, with the following requirements:
- To be used for delicate fabrics only to prevent slippage in transit or on the selling floor.
 - **Note:** Mini-Guards are available in a hanger with a clear rubberized non-slip shoulder grip, but only from Plasti-Form.



Location	Vendor	Contact
Far East	Plasti-Form Units 3501-6, level 35 Tower 1, Millennium Ct. 388 Kwun Tong Road Kowloon, H.K.	Doris Hutchison Phone: 852-2793-0163 Fax: 852-2342-7309 Email: dorisy@hkstar.com
United States	Signal Industries, Inc. 154 West Second Street Boston, Mass. 02127	Todd Gates Phone: (617) 269-3650 Email: tgates@signalindustries.com

Hanger Vendor Contacts

The attached is a list of Fifth & Pacific, Inc. approved hanger vendors.			
AA Hangers	www.aaahangers.com	Braiform	www.braiform.com
A&E Products	www.mainetti.com	(Plasti-Form)	
Accessory Corp.	www.theaccessorycorp.com	Randy Hangers	www.mainetti.com
Acotex Far East Ltd.	www.acotex.com	Sourcing	www.ss-intl.com
Alliance Hangers (AH)	www.alliancehangers.com	Solutions	
Capco Wai Shing	www.cwshanger.com	Sun Wing Hanger	www.terpac.com
LLC	www.goh-intl.com	Terpac Plastics, Inc.	www.uniplastindustries.com
Evergreen Plastics	www.hangersplus.us	Uniplast	www.viscontihangers.com
GOH International Ltd.	www.mainetti.com	Industries	
Hangers PLUS	Denise Gaudet (201) 215-2900	Visconti Hanger	
Mainetti	denise.gaudet@mainetti.com	Wesken	
International	Francine Harkes (201) 215-2919	International Co. Ltd. (Visconti)	
	francine.harkes@mainetti.com		