Soft Goods
Vendor Compliance Manual

DISCLAIMER:
THESE INSTRUCTIONS ARE TO BE USED AS A GUIDE ONLY.
ALWAYS REFER TO THE TECH PACKAGE FOR STYLE SPECIFICS.
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STANDARD TERMS AND CONDITIONS OF PURCHASE

FAILURE TO COMPLY WILL RESULT IN CHARGEBACKS.
Standard Terms and Conditions of the Purchase

1 ACCEPTANCE-AGREEMENT. The Orvis Company, Inc., (herein called “Buyer”) shall not be bound by this order until acknowledgement hereof is indicated by Vendor (as identified on this order) within ten (10) days of the order date or until delivery by Vendor or commencement of work by Vendor under this order, whichever occurs earlier. Acknowledgement of a paper order is indicated by the receipt by Buyer of a signed order from Vendor. Acknowledgement of an electronic order is indicated by releasing the order in Orvis Supplier Zone or by submitting the appropriate electronic documentation. Any proposal for additional or different terms or any attempt by Vendor to vary in any respect any of the terms of this offer in Vendor’s acceptance or acknowledgement hereof is hereby objected to and shall not be binding on Buyer. If for any reason this order shall be deemed an acceptance by Buyer of a prior offer made by Vendor, such acceptance is expressly conditioned upon Vendor’s assent to the terms contained herein. Buyer will proceed with this transaction only if Vendor assents to the terms contained in this order.

2 PACKAGING AND SHIPPING. Vendor shall suitably pack, mark and ship all goods in accordance with (i) Buyers “Quality Control Standards” published by buyer from time to time and (ii) the requirements of common carriers so as to secure lowest transportation costs, and no additional charges may be made to Buyer therefore unless otherwise agreed. No charges may be made for packing, boxing, cartage or storage, unless authorized by buyer in writing. Vendor shall properly mark each package or container with Buyer’s [order number], address, and when multiple packages or containers comprise a single shipment, shall consecutively number each package or container. Vendor shall include a packing slip in the package or container, or in the case of multiple packages or containers in carton no. 1, indicating the order number, number of cartons (if applicable), and number of pieces (by style, color and size) in each carton. The purchase order number shall also be shown on all bills of lading and invoices. Further, any Federal excise taxes or state sales or use taxes or any other Federal, state or local taxes must be shown separately on each invoice.

3 DELIVERY. Shipments shall be made in the quantities and not before the date specified in this order or in supplementary schedules furnished by Buyer. All shipments must be received by the date specified in this order. Unless otherwise stated herein, time is of the essence. In addition to buyers’ other remedies, and without liability, buyer reserves the right (i) to refuse and to return at Vendor’s risk and expense, including, without limitation, warehouse and other storage costs and extra-handling costs, any shipments made in excess of quantities ordered and shipments made before or after the time or times specified in this order or in any supplementary schedules furnished by Buyer; and (ii) if delivery is not made in the quantities and/or by the date specified, to take any or all of the following actions: (a) terminate this contract without liability by notice effective when received by Vendor and to purchase elsewhere and charge Vendor with any resultant loss, including without limitation, consequential or incidental damages, unless deferred shipment has been authorized, or (b) direct Vendor to make expedited routings of goods, and the difference in cost between any such expedited routing and the order routing costs shall be paid by Vendor. Vendor shall not, however, be liable for delays or defaults in deliveries due to causes beyond its control and without its fault or negligence. If at anytime Vendor has reason to believe that deliveries will not be made as scheduled, it shall immediately give Buyer written notice setting forth the cause or causes of the anticipated delay. When any shipment is received as an early or late delivery, buyer may deduct from each invoice therefore a late charge equal to fifteen percent (15%) of the purchase price.

4 INSPECTION AND TITLE. All goods covered by this order shall be received subject to Buyer’s right of inspection and rejection. Payment for goods delivered hereunder shall not constitute acceptance thereof, and all payments against documents are made with a reservation of rights by Buyer for defects, including, without limitation, defects apparent on the face thereof. Unless otherwise agreed, title to the goods covered by this order and the risk of their loss or damage shall pass from Vendor to Buyer upon the completion of unloading the goods at the destination specified on the front of this order, subject in all cases to Buyer’s rights of inspection and rejection within a reasonable time after arrival.

5 WARRANTIES. Vendor expressly warrants that all goods covered by this order will: (a) conform to any and all
specifications, drawings, plans, instructions, samples or other descriptions, whether express or implied, furnished by Buyer or by Vendor; (b) be fit and sufficient for the purpose(s) for which they were manufactured and sold, and if Vendor knows or has reason to know of any other particular purpose for which Buyer intends to use such goods, the goods will be fit for such particular purpose; (c) be new and merchantable; and (d) be of good material and workmanship and free from defects, whether latent or patent. The foregoing warranties shall survive Buyer’s inspection, acceptance and use of the goods. Vendor hereby extends to Buyer any and all warranties received from Vendor’s suppliers and agrees to enforce such warranties on behalf of Buyer. All Vendor’s warranties shall run to Buyer, its successors, assigns, customers and users of products sold by Buyer. Vendor agrees promptly to correct defects in any goods not conforming to the foregoing warranties, or to replace such goods, without expense to Buyer, when notified by Buyer, provided Buyer so elects. In the event of Vendor’s failure to correct or replace such defective or nonconforming goods, Buyer may, make such correction or replacement at Vendor’s expense. The foregoing warranties and remedies shall be in addition to any warranties and remedies of additional scope herein or otherwise provided by Vendor to Buyer or provided by law.

6 PRICE WARRANTY. Vendor further warrants that the prices for the goods delivered hereunder are not less favorable than those currently extended to any other customer of Vendor for the same or similar goods in similar quantities. If Vendor reduces its price for such goods prior to final delivery of the goods to Buyer, Vendor shall reduce the price or prices in this order in a corresponding manner.

7 PATENTS, INDEMNITY.
A. Patents. Vendor warrants and guarantees that the goods covered by this order and the sale of such goods will not infringe any United States or foreign letters patent, copyright or trademark. Vendor agrees to defend, indemnify and hold harmless Buyer, its directors, officers, employees, successors, assigns, customers and users of its products (collectively “Indemnified Persons”), from and against any damages, claims, liabilities, losses, costs and expenses (including, without limitation, court costs, attorneys’ fees, profits and penalties or punitive damages) arising out of or relating to or resulting in any way from actual or alleged infringements of any such patent, copyright or trademark, or any unfair competition resulting from similarity in design, trademark or appearance, by reason of the sale or use of the goods covered in this order. Buyer reserves the right to control or actively participate in, or monitor, through its own counsel, at Vendor’s expense, any such patent infringement or other action brought against it. [However, in the event that the goods covered by this order have been manufactured by Vendor in accordance with Buyer’s own specifications, designs or plans, Buyer agrees to indemnify and hold harmless the Vendor in similar fashion.]

B. General Indemnification. Vendor agrees to indemnify and hold harmless Buyer and Indemnified Persons from and against any and all damages, claims, liabilities, losses, costs and expenses (including, without limitation, court costs and attorney’s fees) arising out of or relating to or resulting in any way from (a) any actual or alleged death of or injury to any person damage to any property or any other damage or loss that results, or is claimed to result, in whole or in part, from any actual or alleged (i) defects, whether latent or patent, in the goods delivered to Buyer hereunder, including, without limitation, actual or alleged improper construction or design; (ii) breach of any express or implied warranty; or (iii) violation by such goods, or by their manufacture, possession, use or sale, of any law, statute or ordinance or any governmental or administrative order, rule or regulation, or any seizure or other acts of any government officials in connection therewith, (b) any breach of the covenants and agreements contained in this order, or (c) any act or omission of Vendor, its directors, officers, employees, agents or subcontractors. Vendor will maintain such public liability insurance, including, without limitation, products liability insurance, and other insurance as will adequately protect Buyer against the foregoing damages, claims, liabilities, losses, costs and expenses. Vendor agrees to submit certificates of insurance evidencing its insurance coverages when requested by Buyer.

8 BUYER’S RIGHT TO MAKE CHANGES. Buyer shall have the right to make changes to this order at any time in: (a) drawings, designs or specifications; (b) the method of shipment or packing; and (c) the place or time of delivery, including temporary suspension of shipments. If such changes cause an increase or decrease in the cost of performing this order or in the time required for it performance, an equitable adjustment will be made by the parties and the purchase order shall be modified in writing accordingly, subject to Section 11 of this order.

9 EXTRA COMPENSATION. Before proceeding with any work or shipping any goods upon for which Vendor
may have a possible claim for extra compensation above the price specified on the reverse side hereof, Vendor shall submit to buyer a detailed written statement of such items, together with the prices thereof. If Buyer desires to have the work done or the goods furnished at the prices so stated, its purchasing agent will issue written instructions to the Vendor. Claims for compensation above the prices specified in this order will be allowed by Buyer only upon presentation of such written instruction of Buyer’s purchasing agent.

10 CANCELLATION WITH CAUSE. Buyer shall have the right to cancel this order partially or entirely upon any of the following events: (a) Vendor’s failure to provide goods which conform to the warranties provided herein or by law; (b) Vendor’s failure to make deliveries as specified in this order or as specified in Buyer’s supplemental schedules; (c) Vendor’s failure to comply with any other terms or conditions of this order; (d) Vendor’s insolvency; (e) Vendor’s filing of a voluntary petition in bankruptcy; (f) the filing of an involuntary petition to have Vendor bankrupt, provided it is not vacated within 30 days from the date of filing; (g) the appointment of a receiver or trustee for Vendor, provided such appointment is not vacated within 30 days from the date of such appointment; or (h) the execution by Vendor of an assignment for the benefit of creditors. In the event of any such cancellation, Buyer, without prejudice to any other legal or equitable remedies available to it, shall have the right: (i) to refuse to accept delivery of any and all goods covered by this order; (ii) to return to Vendor any and all goods already accepted and to recover from Vendor all payments made for such goods (and for freight, storage, handling and other expenses incurred by buyer in connection therewith); (iii) to recover any advance payments to Vendor for undelivered or returned goods; and (iv) to purchase elsewhere and charge Vendor with any resultant losses, including, without limitation, consequential or incidental damages.

11 CANCELLATION WITHOUT CAUSE AND SUSPENSION. Buyer reserves the right to cancel this order, in whole or in part, at any time, without cause or default on the part of Vendor. In the event of such cancellation, Vendor shall immediately stop all work hereunder, shall immediately cause any of its suppliers or subcontractors to cease such work and shall observe any instructions from Buyer as to work in progress. Vendor also shall, upon Buyer’s request, immediately suspend shipments of goods for reasonable periods of time. Any extensions in time of delivery and performance, and any losses or damages resulting from such cancellations and suspensions, shall be equitably adjusted between buyer and Vendor, and this order shall be modified accordingly. Buyer, however, shall not be liable for any work done after notice of cancellation is given, for other costs that reasonably could have been avoided by Vendor or its suppliers or subcontractors, or for its failure to accept goods covered by this order when such failure has resulted from causes beyond Buyer’s reasonable control. In no event shall any such equitable adjustment, including, without limitation, consequential or incidental damages or lost profits, if any, exceed the aggregate price of this order.

12 LABELS AND MATERIALS OWNED BY BUYER. Vendor shall keep in good condition, be responsible for and protect against loss of or damage to materials, tools, dies, molds, labels and other articles supplied by Buyer (including such items made or provided by Vendor at Buyer’s cost) that are in the possession or control of Vendor, and such items supplied by Buyer shall at all times remain property of Buyer, provided, however, that Vendor shall not be responsible or liable for normal loss of or damage to such items arising from processing or manufacturing in accordance with good shop practices. Vendor shall not use such items except for performance of work hereunder or as authorized by Buyer in writing, and except at the specific direction of Buyer, Vendor shall not sell, ship or otherwise dispose of any goods upon which the name or other trademark of Buyer is affixed. All such items shall be plainly marked or otherwise adequately identified by Vendor as property of Buyer and shall be safely stored separately and apart from Vendor’s property. Unless otherwise directed by Buyer, Vendor, upon completion of deliveries made on this order, or upon cancellation of this order for any reason, shall return all such items to Buyer at Buyer’s direction and expense. In addition, Buyer shall have the right to take possession of any such items, including, without limitation, the right of entry for such purpose. If any labels supplied by Buyer in respect of this order are not used by Vendor, such labels shall be immediately returned to Buyer [at Buyer’s expense.] If Vendor fails to attach the appropriate label to any item, Buyer may deduct from any invoice therefore the purchase price for that item.

13 COMPLIANCE WITH LAWS. Vendor warrants that no law, regulation, ordinance or rule of the United States, any state or local government or any governmental authority or agency will be violated in the manufacture, procurement, processing, sale or delivery of the goods covered by this order, including without limitation, the Occupational Health
and Safety Act of 1970 and the standards and regulations issued thereunder. Vendor further warrants that the goods to be furnished under this order will be produced in compliance with all applicable requirements of sections 6, 7, and 12 of the Fair Labor Standards Act, as amended, and of the Regulations and Order of the United States Department of Labor issued under section 14 thereof and will be labeled and advertised in compliance with the Wool Products Labeling Act of 1939, as amended, the Textile Fiber Products Identification Act, as amended, the Federal Trade Commission Act, as amended, the Flammable Fabrics Act of 1954, as amended, the Consumer Product Safety Act of 1972, as amended, and the regulations issued thereunder. [The Equal Employment Opportunity Clause in Sec. 202 of Executive Order 11246, as amended, relative to equal employment opportunity, and implementing rules and regulations of the Secretary of Labor, together with Section 52.222-26(b) of the Federal Acquisition Regulations (48 C.F.R. § 52.222-26(b)) are incorporate herein by specific reference.]

14 RIGHTS AND REMEDIES. The rights and remedies herein expressly provided to Buyer shall be cumulative and in addition to any other or further rights and remedies available at law or in equity. Buyer’s failure to insist upon performance of any of the terms or conditions of this order or to exercise any right or privilege shall not thereafter waive the future performance of such term, condition, right or privilege or any other terms, conditions, rights or privileges, whether of the same or similar type.

15 GOVERNING LAW. The rights of all parties hereunder and the construction of every provision hereof shall be governed by the laws of the State of Vermont without giving effect to the principles of conflicts of law.

16 ENTIRE AGREEMENT. This order merges all prior communications of the parties, supersedes all prior agreements and constitutes the entire agreement between Buyer and Vendor with respect to the goods specified on the front of this order.

17 ASSIGNMENT. Neither this order nor any of the rights, interests or obligations hereunder shall be transferred or assigned by operation of law or otherwise by Vendor without the prior written consent of buyer. Any transfer or assignment of any of the rights, interests or obligations hereunder in violation of the terms hereof shall be void and of no force or effect.

18 CASH DISCOUNTS. The period for any cash discounts shall commence with the date of actual receipt of invoice or actual receipt of acceptable goods ordered herein, whichever is later.

19 CONFIDENTIALITY. Vendor shall consider all specifications, drawings, plans, instructions, samples and any other information furnished by Buyer, or prepared by Vendor specifically for Buyer in connection with this order, to be confidential and shall not (i) disclose any such information to any other persons, or (ii) use such information itself for any purpose other than performing this contract. Without Buyer’s prior written permission, Vendor shall not advertise or publish the fact that Buyer has contracted to purchase goods from Vendor, disclose information relating to the order, nor use the name of buyer, or any of its customers, in advertising or other publication. The obligations of Vendor under this Section and Sections 5 and 7 hereof shall survive the cancellation, termination, and completion of this order.

20 SETOFF. All claims for money due or to become due from Buyer to Vendor shall be subject to deduction or setoff by Buyer by reason of any counterclaim arising out of this or any other transaction with Vendor.
June 16, 2009

To: All Orvis Product Suppliers

Subject: U.S. Consumer Product Safety

The U.S. Consumer Product Safety Committee has enacted into Law a Requirement to Certify the Safety of Products Imported and / or Sold in the U.S.A.

As an Orvis Product Supplier, Please begin supplying the Certificate of Conformity based on the following guidelines:

I. F.O.B. FOREIGN ORIGIN SUPPLIERS (ORVIS IMPORTER OF RECORD)
   A.) Complete Attached Orvis Certificate of Conformity
   B.) Save the file in the following format Orvis Item# (4 digit sku only) Purchase Order # (example: 56LP 847548.doc or .pdf)
   C.) Email the saved file to Trade@orvis.com
   D.) Include a copy of Certificate with your Original Export Commercial Documents

II. F.O.B. USA/L.D.P. USA SUPPLIERS
   A.) Complete Attached Orvis Certificate of Conformity or Complete your own Compliance Version
   B.) Save the file in the following format Orvis Item# (4 digit sku only) Purchase Order # (example: 56LP 847548.doc or .pdf)
   C.) Email the saved file to Trade@orvis.com

Please contact myself or Wendy Ripley (ripleyw@orvis.com) if you should have any questions.

Sincerely,

Ron Smith
Director of Sourcing
smithr@orvis.com
CONSUMER PRODUCT SAFETY REQUIREMENT

General Instructions for completing the Certificate of Conformity

ITEM 1: Describe the product covered by this certification in enough detail to match the certificate to each product it covers and no others.

ITEM 2: The certificate must identify separately each applicable rule, ban, standard or regulation under the Acts administered by the Commission that is applicable to the product. The section reference should be identified in the text field, as well as any “exemptions” to the regulation being claimed.

<table>
<thead>
<tr>
<th>ACT TITLE</th>
<th>SECTION REFERENCES (FOR ILLUSTRATIVE PURPOSES ONLY, MAY NOT BE AN EXHAUSTIVE LIST)</th>
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<tbody>
<tr>
<td>Consumer Product Safety Act (CPSA)</td>
<td>16CFR1210 – Cigarette Lighters</td>
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<td>16CFR1212 – Multi-purpose Lighters</td>
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<td>16CFR1302 – Flammable Contact Adhesives</td>
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<td>16CFR1303 – Lead-Containing Paint (Toys/Children’s Products/Furniture)</td>
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<td>16CFR1304 – Consumer Patching Compounds</td>
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<tr>
<td>Federal Hazardous Substances Act (FHSA)</td>
<td>16CFR1500 – Hazardous Substances / Toys and Other Articles Intended for Use by Children</td>
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<tr>
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<td>16CFR1501 – Small Parts (Children &lt;3 years)</td>
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<tr>
<td></td>
<td>16CFR1505 – Electrically Operated Toys and Other Electrically Operated Articles Intended for Use by Children</td>
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<td>16CFR1512 – Bicycles</td>
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<td></td>
<td>15USC1278a – Lead Content/Lead Paint</td>
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<td>16CFR1500.13(d) – Formaldehyde</td>
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<tr>
<td>Flammable Fabrics Act (FFA)</td>
<td>16CFR1610 – Clothing Textiles / Wearing Apparel</td>
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<td></td>
<td>16CFR1611 – Vinyl Plastic Film</td>
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<td></td>
<td>16CFR1615/1616 – Children’s Sleepwear</td>
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<td></td>
<td>16CFR1630/1631 – Carpets and Rugs</td>
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<td></td>
<td>16CFR1632 – Mattresses and Mattress Pads</td>
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<tr>
<td>Poison Prevention Packaging Act (PPPA)</td>
<td>16CFR1700</td>
</tr>
<tr>
<td>Refrigerator Safety Act (RSA)</td>
<td>16CFR1750</td>
</tr>
</tbody>
</table>

ITEM 3: Provide the name, full mailing address, and telephone number of the domestic manufacturer or US importer of the product.

ITEM 4: Provide the name, full mailing address, e-mail address and telephone number of the person maintaining test records in support of the certification.

ITEM 5: Provide the date(s) when the product was manufactured by at least month and year. For the place of manufacture, if different from the manufacturer’s address in item 3, provide at least the city and country or administrative region, of the place where the product was finally manufactured or assembled. If the same manufacturer operates more than one location in the same city, provide the street address of the factory.

ITEM 6: Provide the date(s) of the tests or test report(s) on which certification is being based and the location(s) of the testing.

ITEM 7: If a third-party laboratory tested the product or conducted a testing program on which the certification is based, provide the name, full mailing address and telephone number of the laboratory.

** Include Copy of Test Certificate(s) where applicable

Email/Scan to Trade@orvis.com
In support of our increased worldwide sales, we are asking you to provide the Export Schedule B Number for your products. The Export Schedule B Number is similar to the US Harmonized Tariff Code and required for US export compliance. Please provide the Schedule B Number at the same time you submit Product Quotations to our Merchants & Sourcing Team.

**EXPORT SCHEDULE B NUMBER:** A Regulated U.S. Government 10 Digit Number which describes a product exporting out of the U.S.A. in a Numeric Format. (xxxx.xx.xxxx)

If you are not familiar with the Export Schedule B Numbers for your products you can refer to your Freight Forwarder/Broker for guidance and the U.S. Customs Website: [http://www.census.gov/foreign-trade/schedules/b/2010](http://www.census.gov/foreign-trade/schedules/b/2010)
Introduction
Soft Goods | Section 2

VENDORS: OUR PARTNERS IN QUALITY AND SERVICE

SINCE 1856 ORVIS HAS BEEN COMMITTED TO QUALITY:
We provide superior quality products and superior service to our worldwide base of customers. As part of this commitment, we are constantly seeking new ways to improve the quality of offerings to our customers. Through better communication with our vendors, our efforts to improve quality will be fruitful. With this goal in mind, we have created this guide to ensure the use of the most efficient and/or most cost-effective method to manufacture, process and ship our products.

OUR MISSION:
We provide our customers with authentic products, knowledge, experience and services that define and support the distinctive country lifestyle, through extraordinary personal attention to customer satisfaction. We invite our customers into a way of life that expresses a deep appreciation for the natural environment. That lifestyle is steeped in our sporting traditions and draws on our uniquely rich heritage and unsurpassed expertise in fly-fishing.

All products must be manufactured, packaged and shipped according to the instructions contained in this guide. After reviewing this guide, we request that you complete and fax the acknowledgment form back to us. We will use this information to update our records and ensure that you are notified of significant changes in the future. Please pass on copies, or portions, of this document to the appropriate departments in your organization. Additional information concerning product packaging, labeling, and specifications can be requested from the Quality Assurance Department. This manual supercedes all previous manuals.

FAILURE TO COMPLY WILL RESULT IN CHARGEBACKS.
Acknowledgement

Please read, sign and return this acknowledgement within 5 business days. This form is to be faxed to the Vendor Compliance Department to Susan Smith 540-342-9203.

I have read the information contained in this manual and I understand that failure to comply with these instructions will result in chargebacks against future merchandise received.

ALL FIELDS ARE REQUIRED FIELDS

Vendor Name: ____________________________  Date: _____________

Primary Contact (Print): ____________________________

Primary Shipping Address:_________________________________________________________________________
_________________________________________________________________________________________________

State/Province:_______________________________________________________

Country: ___________________________  Zip/Postal: _____________________

Telephone: ___________________________ fax:____________________________

Email (required):______________________________________________________

Signature:____________________________________________________________

CONTACT FOR EXPEDITING/DELIVERY INFORMATION:

Name (print): _________________________________________________________

Telephone: _________________________ fax: _____________________________

E-Mail: ______________________________________________________________

PLEASE NOTE:
UPDATES TO THE MANUAL ARE ADDED ON A QUARTERLY BASIS.
PLEASE REVIEW ACCORDINGLY.
Application

The guidelines outlined in this booklet apply to all Orvis shipments.

Orvis Gokey Mfg.  The Orvis Co.  The Orvis Company, Inc.  The Orvis Company
300 Moniteau  1709 Blue Hills Dr.  178 Conservation Way Clearwater House, Unit 28
Tipton, MO 65081  Roanoke, VA 24012  Sunderland, VT 05250-4465 North Way, Andover,
Hampshire SP10 5R W

READ & SIGN Please read this information carefully and sign the acknowledgment on the preceding page. Fax the acknowledgment to Susan Smith, 540-342-9203, within 5 (five) business days.

ALL VENDORS In the event that the specifications in this compliance manual are not met, vendors will be subject to a chargeback based on the attached schedule. These guidelines have been established to ensure the fastest and most efficient processing of merchandise. Thank you for your cooperation and compliance.

Frequently Asked Questions

1. Who supplies the packaging and labeling components? The packaging and labeling components will be supplied by the vendor and are to be included in the cost of goods. This topic is broad and is covered in the Labeling and Packaging sections of this guide.

2. What quality assurance requirements does ORVIS have? Our product line is extremely varied and we have specific requirements to cover our product categories. Details are explained within the following pages of this guide.

3. Does ORVIS supply barcodes? Vendors are expected to supply their own barcodes; samples can be sent to Susan Smith for testing and approval. Every item must be barcoded with an 8-digit (no dash) 128 barcode, subset B. If you cannot supply these barcodes, please contact your control buyer.

   The “Quiet Zone” which is the blank, marginal space at the beginning, ending, top and bottom of each barcode that enables a scanner to accurately read the information must be at least 10 times the narrow bar element (narrowest bar found within the barcode) width.

4. Do I need child warning labels? YES. Orvis requires child warning labels on all plastic bags. This is to protect you legally, and to protect children from injury.

5. What freight company should I use? Does it matter? YES it matters! The Routing Guide (Section 9) in this manual will outline how and through whom you are to ship. You will be regularly updated as to what freight companies are acceptable. This will be strictly enforced.

6. Can we leave our own hang tags or identification on the product or packaging? NO!! The only exception is in the case that your product is an Orvis exclusive or Orvis Branded merchandise.

7. The purchase order I received states this product is for the UK catalog and that we have to ship directly to them. What are the details for shipping and are there any labeling or packaging differences for this catalog? Refer to the International Routing guide in this manual. UK production shipments are to follow same packaging and labeling requirements. Contact Wendy Ripley, Import Traffic Manager with additional questions: Telephone: 802-362-8763, E-mail: ripleyw@orvis.com

8. What is Quality Fast Track? What enables Vendors to become eligible for Fast Track? Fast Track is a term Orvis uses to describe a purchase order, inspected at the vendor/factory level using Orvis’ quality standards, that in turn bypasses normal statistical quality auditing in Roanoke. Purchase Orders that bypass normal QAD inspection are processed and stocked faster, helping us achieve fill rate and dock-to-stock goals.

   Successful Quality Fast Track and Vendor Compliance POs get to our customers faster.

   Quality Fast Track + Vendor Compliance = Total Fast Track

   Vendor Compliance will help achieve dock to stock goals.

   If Quality Fast Track is successful passing receivers the same day as received, but there is a Vendor Compliance violation, that shipment stops. Vendor Compliance violations can include inaccurate packing slips, wrong or no barcodes, and/or packaging problems.
Our goal is to have our Quality Fast Track vendors comply 100% with our Vendor Compliance standards, enabling shipments to go from dock to stock in Roanoke without any problems. That is Total Fast Track. Vendors who wish to become eligible for Fast Track status must first display consistent adherence to vendor compliance guidelines, product quality standards, and fulfillment expectations.

## Minimum Construction Standards

Minimum construction standards are presented as a guide for all garments in general. Incorporating these standards into the approval and fit samples will expedite sample turn around time and reduce the number of samples needed for approval. All merchandise shipped to ORVIS must conform to these standards. Any exceptions are to be approved in writing by the Technical Design department.

### FABRIC:

1. Fabric is to be first quality. No seconds or irregulars are to be used.
2. Fabric is to be compatible with buyers' approved swatches for color, hand feel, finish, weight, count, and care instructions, and as stated on the purchase order.
3. Fabric must comply with Performance Standards as supplied by ASTM and ORVIS. See Section 3 outlining these standards.
4. Fabric documentation, as supplied by the mill, is to include shrinkage and colorfastness, and is to be attached to the photography sample submitted to Orvis.
5. Garments made from napped or one way fabric should be cut with all pieces within the garment in the same direction.
6. All grainlines of the garment, lining, and interfacing must remain as established within the approved specification garment for all grading, marking, cutting, and sewing.
7. For sweaters: the weight per dozen of each production garment must conform to the weight of the approved sample and/or final specifications, with a general tolerance of 1 lb. (+/-) per dozen.
8. Knitted fabrics must be spread tensionless or allowed to fully relax before markers are positioned for cutting.

### FINDINGS AND TRIMMINGS:

1. The fabric, trimmings, and thread must all have a compatible shrinkage tolerance.
2. Thread: Only polyester core or spun polyester may be used for main construction seams. Monofilament thread is not allowed in any part of the garment. Coats Thread is Orvis's approved thread supplier unless otherwise specified in the Tech Package.
3. Metal findings: Must be rust resistant.
5. Buttons: Must be sewn securely. Must not come off when pulled with normal pressure, and must have no thread ends longer than 1/8”. All four(4) hole buttons are to be attached with cross-stitch process unless approved by Technical Design. Buttons are to be compatible with care method. Dye stuff or coloring must not chip or flake when cleaned or washed. **If extra buttons are required, quantity, method of application and placement to be designated in Tech Pack.** Orvis designated button suppliers are Titan and ITS.
6. Trim: Is to be colorfast, compatible for shrinkage, and must not bleed onto shell fabric when washed or cleaned.
7. Thread loops: Are to have knotted ends and to be securely sewn into seams to prevent pulling out.
8. Hooks and eyes/Snaps: Must be securely sewn on. Staple-type hook and eye closures must have interlined backing. Thread eyes are to be proper size so as to function properly. On outerwear or rugged legwear, clamp-set snaps are to be spring loaded.
9. Belts: Must be backed and lined so that cracking cannot occur. Must be compatible with the whole garment for care performance.
10. Elastic: Must be compatible with care instructions of the garment. Must be the proper width and have sufficient stretch recovery for garment’s final use. The elastic that has been approved in the final approval garment must be the same that is used in production—NO EXCEPTIONS.
11. Shoulder pads: To be covered with self or lining fabric that blends with the shell and as designated in the Tech Package.

### CONSTRUCTION:

It is imperative that thread tensions on all machines be adjusted for individual fabrics. All seam lines must appear smooth and not be puckered or pulled.

1. No exposed raw edges are allowed, inside or outside the garment.
2. Seaming: Woven goods are to be single needle, safety stitched, or mock safety stitched. 3-thread serge or merrow stitch not
allowed on any main construction seams. Knit goods are to be 3 or 4 thread merrow or overlock.

3. Seam ends: Must be contained in a hem or facing. May be spot or bar tacked, or back latched according to the type of garment.

4. Buttonholes: All buttonholes are to be densely stitched so as to eliminate raw edges or threads in buttonholes. Tailored jackets must have keyhole buttonholes. For sweaters, buttonhole stitch density must be compatible with the gauge.

5. Buttonsew: As shown in Findings and Trimmings section, comment #5.

6. Stay tape: Required on all seams where excessive stretching may occur during construction or pressing.

7. Elastic: If elastic is set in free-floating manner, it must be fastened in at least two points to prevent rolling. Elastic may not be exposed except in intimate apparel or loungewear. Must be properly set so that cracking does not occur when seams are fully extended.

8. Neck openings: Whether linked, overlapped, or crocheted, must have sufficient extension and recovery to go over an adult head with out excessive straining. Minimum of 23” total circumference is required for women’s; 24” total circumference is required for men’s.

9. Sweater floats: Must be tucked at 1” to 1 1/2” intervals on the reverse side to avoid picking.

10. Pocket bags: For size and placement, see Specifications Packet for details.

11. Hems: Must be parallel to the floor. Patterns must be adjusted prior to production to correct unevenness due to fabric/bias stretch. Must be finished with either tape, overlock, or clean finishing details. Shirrtail hems and other outside stitched hems must be evenly turned and stitched with no puckering or roping.

12. Facings: After laundering or dry cleaning, the edge must not become frayed. Width and shape of the facing for the neck area should extend inside the garment far enough to prevent the liner from being visible when a garment is closed and hanging on a hanger. Facings large enough to flap loosely inside a garment must be secured by hidden stitches or tacked at the seam points.

13. Rolled collars: Must cover the neckline seam.

14. Waistbands: Must be finished by either turning under the raw edge and topstitching close to the band seamline or by binding the raw edge with seam tape and topstitching to secure band.

15. Lining: Jackets must have a minimum ease of 3/8" doubled in body length and sleeve length. Bottom linings should be cut with an additional 1" of ease over the body hip measurement. Skirt and pant lining hems must be clean finished.

16. Belt loops: Must be sewn into waist seam and bartacked at top unless style dictates otherwise. Loops must be free of raw edge fraying. Tech Pack will list required FUNCTIONAL opening measurement. Loop excess on inside must be trimmed to 1/4” maximum.

17. Interlining: Must be compatible for shrinkage and care performance of garment. Color must not show through to face of garment. Fusibles must be compatible for hand feel and finish. Must not bleed through to garment face. Must not delaminate when washed or dry cleaned.

18. Plaid and stripe match: At center front and center back, stripes must match horizontally and match each other side-to-side. Sideseams must match horizontally. On sleeves, cuffs, and facings plaid and stripes must match each other. On jackets, sleeves are to match body. Collars must be balanced at the points. Pockets must match vertically and horizontally to body fabric.

19. Factory must cast off at least 3/4” before fully fashioning the armhole, which applies to both the body panel and the sleeve panel.

20. Elastic tape must be added to the shoulder seams of all sweaters and knits to prevent the shoulders from stretching.

### Sewing

<table>
<thead>
<tr>
<th>Type</th>
<th>Minimum Stitches per Inch</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lock Stitch</td>
<td>12-14</td>
</tr>
<tr>
<td>Chain Stitch</td>
<td>12-14</td>
</tr>
<tr>
<td>Overlock</td>
<td>12-14</td>
</tr>
<tr>
<td>Safety Serge</td>
<td>10-12</td>
</tr>
<tr>
<td>Mock Safety</td>
<td>10-12</td>
</tr>
<tr>
<td>Blind Stitch</td>
<td>4-5</td>
</tr>
<tr>
<td>Coverstitch</td>
<td>10-12</td>
</tr>
<tr>
<td>Linking</td>
<td>compatible with gauge and yarn size</td>
</tr>
</tbody>
</table>
Pressing

1. Garments are to be crisply pressed, with no pressed-in wrinkles.
2. Care is to be taken so overpress or seam impressions do not occur, particularly at lapel points, flap corners, etc.
3. Pantleg creases must be firmly pressed on a straight grain. Center on front and back legs from bottom to knee, with crease ending in first pleat on pleated styles.
4. Linings must be pressed without wrinkles, shine, or watermarks.
5. Rib trim is to be steam relaxed to natural knitted width.
6. Knit garments are to be fully steamed, framed or flat.
7. Sweaters must be pressed and blocked for the size as knitted, and must not be stretched into a larger size during pressing.

General Appearance and Packaging

1. Merchandise must be clean, with no stains, soilage, holes, or damages.
2. No excess threads inside or outside the garment.
3. Must be packaged according to standard. See Packaging section.

Inspection

All incoming shipments are subject to a random sampling inspection at ORVIS in Roanoke, VA, based on our quality standards and specifications. This inspection is not designed to take the place of inspection procedures needed during production by the supplier.

NOTE: NO DEVIATIONS FROM THE MINIMUM CONSTRUCTION STANDARDS ARE PERMISSIBLE UNLESS AUTHORIZED BY THE TECHNICAL DESIGNER AND SPECIFIED IN THE PRODUCT SPECIFICATIONS.

Fabric Overbuys and Information

1. At the beginning of each season, fabric minimums are requested by Sourcing and put in our Product Information Sheets.
2. Control Buyers should be cutting purchase orders to use most of the fabric.
3. If there is a significant fabric overbuy (100 yards or over), suppliers must get the approval from Orvis to overbuy the fabric.
   The only people who can approve a fabric overbuy are Ron Smith, Cindy Dunican and Barbara Lettenberger.
4. Sourcing is maintaining a log of approved fabric liabilities.
5. Ron Smith will request a list of Orvis approved fabric liabilities twice a year.
6. If in order for goods to be considered Orvis’ liability it must be on the Sourcing approved fabric liabilities, or you must have an e-mail from Kathy Gauthier, Cindy Dunican or Barbara Lettenberger with their approval.
7. Fabrics will then be utilized in the following season or cut up for Outlet.

Orvis also requires swatchcard information on all items. This is a requirement for ALL vendors.
The object of asking for this information is two fold:
1. Orvis will approve and track factories making Orvis products. In the near future we will be implementing, along with QAD, a factory inspection report, that will be completed for each facility producing Orvis products. In order for a factory to be used, Orvis will need to visit and approve the factory for production. We will let you know when we expect to roll this program out. We also want to make sure that if you change factories for one reason or another that Orvis has been advised and that we approve. You need to ensure that Orvis is seeing a first sample from that factory and that the sewing and quality is approved by us. Once the initial sample is approved, only then can you proceed with production and TOP submittal.
2. Fabric mills making our fabric must be tracked. We are to be notified when there is a change in the mill supplying fabric.
to you for Orvis product. Approval samples must be sent to Sourcing for review with Technical Design and Merchandising. Sourcing will approve the new fabric resource. Orvis is making it mandatory that with all new products a swatch and a swatch card (see swatchcard below) be filled out and sent in to Liz Frederick for our fabric library. If an item repeats a second year we will take the information from this swatch card to update our main database. As always for repeat fabrics we will need new colors sent in for our library.

<table>
<thead>
<tr>
<th>Orvis Fabric Information</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Orvis Item Numbers:</strong></td>
</tr>
<tr>
<td>Orvis Fabric name:</td>
</tr>
<tr>
<td>Fabric Mill:</td>
</tr>
<tr>
<td>Mill Contact name:</td>
</tr>
<tr>
<td>Email and/or phone:</td>
</tr>
<tr>
<td>Fabric quality/style number:</td>
</tr>
<tr>
<td>Fabric cost per yard:</td>
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<tr>
<td>Fabric content:</td>
</tr>
<tr>
<td>Fabric construction:</td>
</tr>
<tr>
<td>Fabric width:</td>
</tr>
<tr>
<td>Fabric weight:</td>
</tr>
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</table>
Performance Standards
Soft Goods | Section 3

PERFORMANCE STANDARDS REQUIREMENTS
Outlined in this section are our general requirements for performance standards.

Failure to comply will result in chargebacks.
### Performance Standards for Knits

<table>
<thead>
<tr>
<th>TEST</th>
<th>TEST METHOD</th>
<th>CRITERIA</th>
<th>MIN. STANDARD</th>
</tr>
</thead>
<tbody>
<tr>
<td>COLORFASTNESS PROPERTIES</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>To Washing</td>
<td>AATCC 61-2A</td>
<td>Color Staining</td>
<td>Class 4.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Color Change</td>
<td>Class 3.0</td>
</tr>
<tr>
<td>To Dry Cleaning</td>
<td>Comm. Dry Clean</td>
<td>Color Change</td>
<td>Class 4.0</td>
</tr>
<tr>
<td>To Crocking</td>
<td>AATCC8/116</td>
<td>Dry</td>
<td>Class 4.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Wet</td>
<td>Class 3.0</td>
</tr>
<tr>
<td>DIMENSIONAL STABILITY</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machine Washing-3MW</td>
<td>AATCC 135</td>
<td>Length</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>Width</td>
<td>6.0%</td>
</tr>
<tr>
<td>Dry Cleaning</td>
<td>AATCC 158</td>
<td>Length</td>
<td>3.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Width</td>
<td>3.0%</td>
</tr>
<tr>
<td>Hand Washing</td>
<td>1 Hand Wash</td>
<td>Length</td>
<td>3.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Width</td>
<td>3.0%</td>
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<tr>
<td>COMPOSITION REQUIREMENTS</td>
<td></td>
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<td></td>
</tr>
<tr>
<td></td>
<td>Single Fiber</td>
<td>Must be 100% - No foreign fiber</td>
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</tr>
<tr>
<td></td>
<td>Multi Fiber</td>
<td>3% of stated fiber content</td>
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</tr>
<tr>
<td>BURSTING STRENGTH (GENERAL KNITS)</td>
<td>ASTM D3786</td>
<td>40 psi</td>
<td>&lt;3.4 oz/sq.yd</td>
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<tr>
<td></td>
<td></td>
<td>55 psi</td>
<td>&gt;3.5 oz/sq.yd</td>
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<tr>
<td>PILLING RESISTANCE (GENERAL KNITS)</td>
<td>ASTM D3512</td>
<td>Class 4.0</td>
<td>@ 30 min.</td>
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</table>

### Performance Standards for Sweaters

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<th>TEST METHOD</th>
<th>CRITERIA</th>
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<td>COLORFASTNESS PROPERTIES</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>To Washing</td>
<td>AATCC 61-2A</td>
<td>Color Staining</td>
<td>Class 4.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Color Change</td>
<td>Class 3.0</td>
</tr>
<tr>
<td>To Dry Cleaning</td>
<td>Comm. Dry Clean</td>
<td>Color Change</td>
<td>Class 4.0</td>
</tr>
<tr>
<td>To Crocking</td>
<td>AATCC8/116</td>
<td>Dry</td>
<td>Class 4.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Wet</td>
<td>Class 3.0</td>
</tr>
<tr>
<td>DIMENSIONAL STABILITY</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machine Washing-3MW</td>
<td>AATCC 135</td>
<td>Length</td>
<td>6.0%</td>
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<tr>
<td></td>
<td></td>
<td>Width</td>
<td>6.0%</td>
</tr>
<tr>
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<td>AATCC 158</td>
<td>Length</td>
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<tr>
<td></td>
<td></td>
<td>Width</td>
<td>3.0%</td>
</tr>
<tr>
<td>Hand Washing</td>
<td>1 Hand Wash</td>
<td>Length</td>
<td>3.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Width</td>
<td>3.0%</td>
</tr>
<tr>
<td>COMPOSITION REQUIREMENTS</td>
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<td></td>
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<td></td>
<td>Single Fiber</td>
<td>Must be 100% - No foreign fiber</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Multi Fiber</td>
<td>3% of stated fiber content</td>
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</tr>
<tr>
<td>Seam Performance Properties</td>
<td>ASTM D1683 (Mod.)</td>
<td>30% elongation or 6 lbs tension</td>
<td></td>
</tr>
<tr>
<td>Pilling Resistance (General Sweaters)</td>
<td>ASTM D3512</td>
<td>Class 4.0</td>
<td>@ 30 min.</td>
</tr>
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</table>
## Performance Standards for Wovens

<table>
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<tr>
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<th>TEST METHOD</th>
<th>CRITERIA</th>
<th>MIN. STANDARD</th>
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<tbody>
<tr>
<td>To Washing</td>
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<td>Color Staining</td>
<td>Class 4.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Color Change</td>
<td>Class 3.0</td>
</tr>
<tr>
<td>To Dry Cleaning</td>
<td>Comm. Dry Clean</td>
<td>Color Change</td>
<td>Class 4.0</td>
</tr>
<tr>
<td>To Crocking</td>
<td>AATCC8/116</td>
<td>Dry</td>
<td>Class 4.0</td>
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<tr>
<td></td>
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### Dimensional Stability

<table>
<thead>
<tr>
<th>Process</th>
<th>Method</th>
<th>CRITERIA</th>
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<tr>
<td>Machine Washing-3MW</td>
<td>AATCC 135</td>
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<td>Width</td>
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</tr>
<tr>
<td>Dry Cleaning</td>
<td>AATCC 158</td>
<td>Length</td>
<td>3.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Width</td>
<td>3.0%</td>
</tr>
<tr>
<td>Hand Washing</td>
<td>1 Hand Wash</td>
<td>Length</td>
<td>3.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Width</td>
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### Tensile Strength (General Wovens)

<table>
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<tr>
<th>Method</th>
<th>Criteria</th>
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<tbody>
<tr>
<td>ASTM D5034</td>
<td>20 lbs/in</td>
<td>&lt;3.4oz/sq.yd</td>
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<tr>
<td></td>
<td>30 lbs/in</td>
<td>3.5 - 5.0 oz/sq.yd</td>
</tr>
<tr>
<td></td>
<td>40 lbs/in</td>
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### Tear Strength (General Wovens)

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<th>Criteria</th>
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</tr>
</thead>
<tbody>
<tr>
<td>ASTM D1424</td>
<td>1.5 lbs</td>
<td>&lt;3.4oz/sq.yd</td>
</tr>
<tr>
<td></td>
<td>2 lbs</td>
<td>3.5 - 5.0 oz/sq.yd</td>
</tr>
<tr>
<td></td>
<td>3 lbs</td>
<td>&gt;5.0 oz/sq.yd</td>
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### Yarn Slippage (General Wovens)

<table>
<thead>
<tr>
<th>Method</th>
<th>Criteria</th>
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</tr>
</thead>
<tbody>
<tr>
<td>ASTM D434</td>
<td>15 lbs @ ¼&quot;</td>
<td>&lt;3.4oz/sq.yd</td>
</tr>
<tr>
<td></td>
<td>20 lbs @ ¼&quot;</td>
<td>3.5 - 5.0 oz/sq.yd</td>
</tr>
<tr>
<td></td>
<td>25 lbs @ ¼&quot;</td>
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### Pilling Resistance (General Wovens)

<table>
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<tr>
<th>Method</th>
<th>Criteria</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASTM D3514</td>
<td>Class 4.0 @ 300cycles</td>
</tr>
</tbody>
</table>
Terminology

Abrasion- The wearing away of any part of the fabric by rubbing against another surface.

Abrasion Resistance- A consistent measure of a fabric's ability to resist surface wear using set abrasives, testing conditions, procedures, and methods of evaluation.

Blend- A yarn obtained when two or more types of staple fibers are joined in the textile operation for producing spun yarns.

Breaking Load (strength)- The minimum force required to rupture a fiber (expressed in grams or pounds).

Bursting Strength- The amount of pressure required to rupture a knit fabric.

Colorfastness- The resistance of fabrics to color change.

Colorfastness to Bleach- The resistance of color of fabrics to the action of bleach baths (chlorine and non-chlorine).

Colorfastness to Crocking- The color transfer from one colored textile material to another by rubbing.

Colorfastness to Dry Cleaning- The resistance of the color of textiles to dry cleaning. The solvents used in the dry cleaning process can cause loss of transfer of dye.

Colorfastness to Laundering- The ability of a fabric to withstand the effects of laundering. Includes evaluation of shade change and staining.

Colorfastness to Perspiration- The ability of a fabric to withstand the effects of contact with artificial perspiration.

Colorfastness to Water- Refers to the resistance to color change when dyed, printed or otherwise colored yarns and fabrics are exposed to water.

Courses- The horizontal rows in a knit fabric.

Dimensional Stability- The increase or decrease in the length or width of a fabric. An increase in the dimensional stability is called “growth” and a decrease is called “shrinkage.”

Elastic Recovery- The ability of a fiber, yarn, or fabric to return to its original length after the tension that produced elongation has been reduced.

Fabric Type- The specific name of the weave or knit of the fabric (jersey, tricot, pique).

Fabric Weight- The weight of a fabric expressed as a mass unit such as ounces per square yard. May be a measure of fabric quality and is helpful in comparing two similar fabrics.

Fiber- A unit, either natural or man-made, which forms the basic element or “building block” of fabrics and other textile structures.

Filling (Filler) or Weft - The horizontal threads in a woven fabric.

Flammability- A fabric's burning characteristics.

Knit Fabric- A fabric structure made by interlooping yarns.

Piece Goods- Fabric before it is made into garments.

Pilling Resistance- A measure of the resistance to the formation of pills on a fabric.

Pills- Bunches or balls of tangled fibers on the surface of a fabric that are held to the surface by one or more fibers.

Seam Slippage- The amount or degree a fabric pulls away at the seam.

Seam Strength- Relates to the force required to break the stitching thread at the line of stitching.

Seam Type- The specific name of the seam used (plain, over edge, flat-felled).

Size Verification- A measure of a garment to assure that it meets the correct measurements for its size.


Stitch Count- The number of stitches per inch in a seam or line of stitching.

Stretch and Recovery- The ability of a fabric to return to its original size after being stretched and held with a load.

Tear Resistance- A measure of a fabric's ability to resist tearing.

Tearing Strength- The force required either to start or continue a tear in a fabric under specified conditions (expressed in either pounds or grams).

Tensile Strength- The force required to break a fabric when it is under tension.

Thread Count- The number of ends (warp) or picks (filling) per inch for woven fabrics, or the number of wales (length) or courses (width) per inch for knit fabrics.

Wales- The vertical rows in a knit fabric.

Warp- The vertical threads in a woven fabric.

Woven Fabric- Fabric composed of at least two sets of yarns, one warp (longitudinal) and one filling (crosswise), interlaced at right angles to each other.

Yarn Size- The thickness of a thread of yarn. May be helpful in comparing two similar fabrics or preproduction to production fabrics.
Labeling
Soft Goods | Section 4

LABELING REQUIREMENTS
Consistent labeling is a mandatory part of the procedures for making garments for The ORVIS Company.

These pages have been put together to diagram which labels to use, where to put them, and what they should say. Please refer to these pages when ordering any label. Neckband labels must be woven and dyed to match the Orvis label.

Orvis Main Labels are to be sewn in with top thread color matching label and bobbin color matching garment.

Orvis label suppliers are Avery Denison and SML Bell. Contact information for Domestic and Overseas vendors is supplied in this section.

Every item must display a country of origin indication on the innermost or outermost packaging

FAILURE TO COMPLY WILL RESULT IN CHARGEBACKS.

DISCLAIMER: THESE INSTRUCTIONS ARE TO BE USED AS A GUIDE ONLY. ALWAYS REFER TO THE TECH PACKAGE FOR STYLE SPECIFICS.
Labels

1. ORVIS label is to be correct size and type, and positioned as specified by the buyer or Technical Design department. (please also see Section 4 “Labeling Requirements”)
2. Garments must have appropriate fiber content and care labels permanently sewn in, in accordance with federal requirements and Technical Design specifications.
3. Multi-piece items are to have ORVIS and fiber content and care labels on each piece. All pieces must have the Orvis item # label. Placement to be designated in the tech pack.
4. ORVIS item # and color code are to be on the barcoded bag sticker.
5. All labels are to be sewn in cleanly and flat. No wording may be sewn off or obscured.

LOGO LABELS

CFO SIZE/CARE LOOP

CFO 63

CFO SHIRT CARE

CFO 62 D

CFO ORVIS 1856

CFO NECKBAND

CFO PANT CARE

CFO FLY TAPE UP

CFO FLY TAPE RIGHT

CFO FLY RIGHT

CFO FLY LEFT

CFO SIZE
One of our best just got even better. For 15 years, pure cotton Zambezi® Cloth has been one of our most popular, versatile fabrics. 25% more substantial than typical chino cloth, it is built for the way you travel. Anywhere on earth.

On October 2, 1975, Orvis CEO Perk Perkins and his college roommate drove off in a Jeep CJ5 on a journey that would last 20 months, generate 2,000 pages of journal entries and letters home to family and friends, cross five oceans and seas, explore 35 countries, and ultimately cover enough miles to circumnavigate the earth two times.

Make every trip an adventure. Yours begins today.
Content/Country of Origin/Care Labels

Content label MUST list a complete breakdown of all cloth fibers in the garment. For example, a garment with a full lining, must list separately, the shell fibers, lining fibers and any fill/batting fibers. Please refer to Tech Pack for specifics. When fabric content contains a registered trademark fiber, the ® symbol must be included, for example, 100% Tencel®. If a garment ONLY has pocket bag with a separate fiber content from the shell fabric, it is NOT necessary to list the pocketing content on the garment label. If fabric content contains Rayon, Tencel®, Spandex, Lycra® or Micromodal, content label MUST list the corresponding UK fiber equivalent (see tech pack for details). Care instructions MUST be listed in this order: wash, bleach, dry, iron, professional care. All care instructions MUST have the corresponding international symbols after the written instructions, following this same order. The Country of Origin label must be a sewn in label. If the item of clothing contains the Orvis logo label, it MUST list the Orvis registered RN #70534.

Nightwear Safety Regulations

Orvis requirements include the labeling of nightwear for flammability.

1. Nightwear (Safety) Regulations 1985 apply to nightwear including garments which are commonly worn as nightwear.
2. The Regulations apply to all persons who supply nightwear and garments used for a similar purpose.
3. Children's nightwear: ie garments for children over 3 months and under 13 years of age.
   - Nightdresses, dressing gowns and other similar garments commonly worn as nightwear must satisfy the flammability performance requirements specified in Clauses 3.1.1 and 3.2.1 of British Standard 5722.
   - Pajamas and cotton terry towelling bath robes do not have to comply with the flammability standard. However, they must carry a permanent label showing whether or not they meet the flammability standard.
4. Adults' nightwear
   - Adults’ nightwear and garments commonly worn as nightwear must carry a permanent label showing whether or not they meet the flammability standard.

For example:
- bath robes
- negligees
- snuggle wraps.
- Nightwear which has been treated with flame retardant chemicals must carry the appropriate warning label about washing and suitability of the washing agent.

Labeling Requirements,
Flammability Performance

1. Nightwear which does not meet flammability performance requirements must carry a label with the words: ‘KEEP AWAY FROM FIRE’ (in red letters).
2. Nightwear which meets the flammability performance requirements must carry a label with the following words: ‘KEEP AWAY FROM FIRE’ (in red letters).
3. All words must be in medium 10 point upper case.
4. You should note that children’s nightdresses and dressing gowns which must meet the flammability performance requirements, still must carry a KEEP AWAY FROM FIRE label.

Washing Instructions

1. Any nightwear which is treated with flame retardant chemicals must carry a label with the words: ‘DO NOT WASH AT MORE THAN 50ºC. CHECK SUITABILITY OF WASHING AGENT (in black letters).
2. The words must be medium letters of 6 point in upper case.

Position of the Labels

1. Labels showing flammability performance and washing instructions must be permanent and securely sewn into the garment.
2. The words may appear in a variety of positions providing that the information is not obscured by any other label or part of the garment. They may appear on:
   - a separate label on the inside of the neck of the garment; or
   - any label giving size details of the garment, in which case the wording must appear immediately below that information; or
   - a label immediately beside any other permanent label giving size details of the garment.
3. If both flammability performance information and washing instructions are required and are to appear on the same label the washing instruction warning must appear immediately below the flammability performance information.
4. The words must be in durable print and must appear on a label of sufficient - color contrast to enable them to be clearly seen.
5. You should note that:
   - If a loop label is used, we recommend that the flammability performance information should be given on the front of the label.
   - For pajamas, we recommend that the flammability performance information and any washing instruction warning should be given at least on the jacket of the garment.
SIZE LABELS: The above labels may include the size, or you may choose to use a separate size label. We prefer woven, looped labels to match the ORVIS main label, although printed labels are acceptable for small orders. Petite sizes must have the letter “P” after the size. Women’s sizes must have the letter “W” after the size. For men’s garments, use “T” for Tall or “L” for long. Example: 10 12P SP 18W 44L XLT

NECKBAND LABELS: Whenever listed on the Labels & Packaging page of the Tech Pack, please include a neckband label. This must be woven and must include the content, country of origin, size, and ORVIS RN# on the side.

<table>
<thead>
<tr>
<th>Content</th>
<th>Country of Origin</th>
<th>Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>RN 70534</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

ITEM# LABEL: On a pellon label, put the Orvis item # and Orvis Purchase Order #. When multiple purchase orders are cut at the same time, only the first PO number is necessary to list on the item number label, in order to conserve space. The vendor ID # as shown below is optional. Placement of label to be indicated in the Tech Pack.

<table>
<thead>
<tr>
<th>Orvis Item #</th>
<th>PO #</th>
<th>Vendor ID #</th>
</tr>
</thead>
</table>

WOMEN’S SWIMWEAR LABELS: All women’s swimsuits must contain a hygenic liner—SML Bell prints these labels for Orvis and our vendors. The liner must state: NO REFUND IF HYGIENIC LINER IS REMOVED
HYGIENIC LINER FOR FITTING PURPOSES | REMOVE FOR GENERAL USE AFTER FINAL PURCHASE

JOKER TICKET: Joker tickets are to be supplied by the vendor exactly as the example shows. They are to be 1½" x 2½" and placed as indicated on the Tech Package. Joker tickets must include the following and have exact placement on the ticket as shown in the example. Joker tickets must never be hand-written. Orvis item number must be listed as the (4) digit root number. Do NOT use the full (8) digit number.

<table>
<thead>
<tr>
<th>ORVIS (4) Digit Item #</th>
<th>Pant name</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content</td>
<td>Size</td>
</tr>
<tr>
<td>Country of origin</td>
<td></td>
</tr>
</tbody>
</table>
**ORVIS LABEL SUPPLIERS**

Refer to technical design package for specific label and placement for each item.

| Domestic Vendors | Kevin English  
|                 | Global Account Executive  
|                 | Avery Dennison  
|                 | Information and Brand Management  
| Woven Orvis logo garment labels | Division  
|                 | 2025 16th Street  
|                 | Greensboro, NC 27405  
|                 | 336-856-8246 (Desk)  
|                 | 336-547-0031 (Fax)  
|                 | Kevin.English@AveryDennison.com  
| Domestic Vendors | SBell Label - Domestic Corp. Headquarters  
| Orvis Labels | SML Bell  
|                 | 777 Main Street  
|                 | Lewiston, ME 04240  
| Woven Orvis logo garment labels | Ph: 207-784-2961  
|                 | Fx: 207-784-9838  
|                 | Contact: Angela Le ext. 234  
|                 | E-mail: angelale@sml.com  
| International Vendors | Terry Cheng  
| Orvis Labels | Business Unit 8  
|                 | 32/F Skyline Tower  
|                 | 39 Wang Kwong Road, Kowloon Bay  
| Woven Orvis logo garment labels | Ph: 852-2400-4655  
|                 | Fx: 852-2995-0566  
|                 | E-mail: terry.cheng@ap.averydennison.com  

**SOFT GOODS | SECTION 4 | PAGE 30**
Packaging

Soft Goods | Section 5

PACKAGING REQUIREMENTS

Continuity in packaging is a focus for ORVIS. This section will outline the specifics that we are requiring our vendors to follow. As always, we prefer to work with you and the parameters that your facility can produce.

For specific packaging problems, please contact Sourcing and/or Product Development.

ORVIS provides catalog fulfillment to our customer, retail stores, and dealers. Merchandise is picked directly from stock and shipped to our customer. With this in mind, vendors are to deliver merchandise in prepackaged units exactly as they are to be shipped to the customer. All items require that packaging be sufficient for receiving, stocking, picking, handling, and shipping. You should discuss with your buyer such issues as having the ORVIS logo on boxing and packaging.

Each ORVIS item must also have the following:

1. Barcode type 128, subset B, no dashes between digits
2. Country of origin must be displayed on the outermost or innermost packaging of each individual item.
3. Child Warning labeling on all bags.
4. All poly bags MUST be securely taped or sealed shut to prevent garments from falling out.
5. The Orvis logo should appear on the FRONT of all poly bags, horizontally in relationship to the garment.

FAILURE TO COMPLY WILL RESULT IN CHARGEBACKS.
Carton Specifications

Flat pack items (i.e. Shirts, sweaters, pants) will be received in cartons with the following specs:
21.5"L x 18.5" w x 11.5" H (inside dimensions) OR 21.5" L x 18.5" W x 6" H for smaller quantities.
Carton to weigh no more than 40 lbs.

Hanging garments that are more prone to wrinkles should be placed in an appropriate sized carton to assure proper presentation. If you have any questions, please contact Susan Smith at smiths@orvis.com.

All cartons to be plain 2 ply corrugated card board.

Carton Labeling Examples

Carton labels are to be placed on the smaller end of the carton in bottom right corner. Scannable 8-digit barcodes/product labels are required on the exterior of all cartons.

Carton Number 1

Every PO is required to have a lead carton #1. A packing list must be included inside of carton #1 and affixed on the exterior of the carton. The top of lead carton #1 must be clearly marked “packing list enclosed.” The packing list must have:
1. PO number.
2. Total number of cartons on the PO.
3. Orvis 8-digit style number listed for each carton.
4. Break down and summary by color and size SKU.
5. Total number of units in each carton.
6. Total number of units under each PO.
7. If Fast Track shipment, MUST be marked as such.

Each carton in shipment is to have carton label and product code displayed on front end of carton in bottom right corner.
Shipping

Shipments within the USA must be neatly boxed, stacked on a standard 48" X 40", good quality pallets which are stacked no higher than 6 feet including the pallet, and shrink-wrapped with three layers of stretch wrap when LTL (less than truckload).

For larger, multiple PO shipments ship 1 (one) PO. per pallet.
No straps or wire are to be used to secure cases or materials.
Only 1 (one) SKU per carton (solid color, solid size)
Only one mixed carton will be allowed per shipment. Each mixed carton must be marked "mixed" and have Orvis barcode and quantity of mixed items marked on outside of carton.

Case Label Format

SAMPLE OF ACCEPTABLE UCC-128 CASE LABEL. Laser Size: 3½"x5", Thermal Size: 4"x6".

<table>
<thead>
<tr>
<th>FROM:</th>
<th></th>
<th>TO:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Test Vendor 111 Test, VT 11111</td>
<td></td>
<td>Orvis Company, Inc. 1709 Blue Hills Drive Roanoke, VA 24012</td>
</tr>
</tbody>
</table>

| Zone 3 | Zone 4 |
| Ship to Postal Code | Carrier Info: |
| (420) 24012 | BOL: |

| Zone 5 | Zone 6 |
| Purchase Order #: SAMPLE01 | SSCC # |
| Orvis Item #: 1234-5678 | (00) 0 0 12345 0000000021 2 |
| Vendor Item #: 8765-4321 | |
| Vendor Desc: SAMPLE ITEM DESCRIPTION | |
| Quantity: 25 | |
| Carton 1 of 2 | |

CASE LABEL REQUIREMENTS:
• Zone 1: Ship From (Company name & address)
• Zone 2: Ship To (Distribution center name & address)
• Zone 3: Ship to Post Code
• Zone 4: Carrier Name & Bill of Lading Number
(If not available, leave blank)
• Zone 5:
  • Orvis Purchase Order Number
  • Orvis Item Number
  • Vendor Item Number
  • Vendor Description
  • Item Quantity
  • Carton Number
• Zone 6: SSCC Barcode
The Serial Shipping Container Code or the SSCC is used throughout the supply chain as an entity identifier for item tracing and internal control.
• Vendor Company prefix must be on SSCC#.
Product Label Format

SAMPLE OF ACCEPTABLE ½” X 1¾” PRODUCT LABEL AND PRODUCT CASE LABEL REQUIREMENTS:

- Element 1: Orvis Item Color (If not available, leave blank)
- Element 2: Orvis Item Number Encoded (UCC 128)
- Element 3: Orvis Item Number (no dashes between digits)
- Element 4: Orvis Item Size (If not available, leave blank)

Bill of Lading

Bill of lading supplied to the carrier must include all purchase order numbers and the proper description as per National Motor Freight Classification (NMFC). When shipping multiple POs on the same day they must be combined on one Bill of Lading, broken out individually.

EXAMPLE of Bill of Lading:

<table>
<thead>
<tr>
<th># of Cartons</th>
<th>PO#</th>
<th>Weight</th>
</tr>
</thead>
<tbody>
<tr>
<td>5</td>
<td>00-0001</td>
<td>250 lbs.</td>
</tr>
<tr>
<td>4</td>
<td>00-0002</td>
<td>200 lbs.</td>
</tr>
<tr>
<td>6</td>
<td>00-0003</td>
<td>300 lbs.</td>
</tr>
</tbody>
</table>

15 750 lbs. TOTALS

Poly Bags

Vendors will provide polybags for all Orvis products. All polybags are to be 2.0 Mil polyethylene (unless otherwise stated) and be imprinted with approved Orvis logo. All bags are to be self-sealing. See branding section for logo specifications.

The following Polybags are approved for vendor use:

1. Strip n’ Peel 9¾” x 14½”
2. Strip n’ Peel 12” x 16½” (30 cm x 42cm)
3. Strip n’ Peel 15” x 17” (38cm x 43cm)
4. Strip n’ Peel 17” x 19” (43cm x 48 cm)
5. Strip n’ Peel 25” x 19” (63 cm x 48 cm)
6. Garment bags: 21” x 4” x 72” 1 Mil- 250/roll and 21” x 4” x 54” 1 Mil 313/roll and 21” x 4” x 36 1 Mil 500/roll.

No garment bags are to be heat sealed. The garment bag excess from the bottom of the garment to the bottom of the bag should not be less than 4” or more than 6”.

SAGE 58T86118 S
Child Warning Labels

We require that all plastic bags protecting the merchandise you send to ORVIS meet labeling requirements for child suffocation
warnings. Though the USA/OUUS regulations vary from state to state, in order to ensure safe handling of plastic bags by our
customers, and to protect your interest and ours, we require that the appropriate warning be displayed on every every poly bag that
is less than two millimeters thick and has an opening of five inches or more.

Please use the following or similar statement:
WARNING: KEEP THIS BAG AWAY FROM BABIES AND CHILDREN. DO NOT USE IN CRIBS, BEDS,
CARRIAGES OR PLAYPENS. THE THIN FILM MAY CLING TO NOSE AND MOUTH AND PREVENT
BREATHING.

The size of the printing of the warning on the plastic bag must adhere to the chart listed below.

<table>
<thead>
<tr>
<th>Total length and width of bag</th>
<th>Type size of warning</th>
</tr>
</thead>
<tbody>
<tr>
<td>60 inches or more</td>
<td>24 point</td>
</tr>
<tr>
<td>40 to 59 inches</td>
<td>18 point</td>
</tr>
<tr>
<td>30 to 39 inches</td>
<td>14 point</td>
</tr>
<tr>
<td>25 to 29 inches</td>
<td>10 point</td>
</tr>
</tbody>
</table>

Orvis does not supply these warning labels.

Barcode, Retail Tags, and Placement

All merchandise must be individually barcoded with a scannable 128, subset B eight digit barcode. If item is not bagged, then
barcode must be on the outer individual carton/packaging. Each unit of merchandise must have an identifying pressure sensitive
label, showing the Orvis 8-character (no dashes) SKU number on each individually packaged unit.

**Retail Labeling Versus Barcode Labeling** Some Orvis items are for retail stores only. Use the following instructions if
you receive Retail Tickets.

**INSTRUCTIONS FOR ATTACHING ORVIS STORE TAGS TO MERCHANDISE**
Use an attach-it gun for the section which has the hole. The plastic fastener should pass through this hole and into the appropriate
label, loop, etc. The other part has adhesive on the back. Place this part where you would normally place the barcode.

All retail tickets must be visible through the packaging.
For self-contained items, place the sticky retail ticket on the outside of the carton. For items in a poly bag, place the sticky retail
ticket at the bottom right hand corner of the bag.
For soft goods in a poly bag and the item has a care/content label, attach the retail hangtag with an attach-it gun through the label,
then place the sticky part of the label on the outside.

**Blouses, sport coats, sweaters, vests, sweatshirts, turtlenecks, skirts, outerwear, hats, scarves, mittens and gloves:**
Attach the hang tag through the care/size label or the Orvis label, then place the sticky part of the label on the outside of
the polybags where you would normally place the barcode. Pants should have the retail ticket attached at the side seam or
on the belt loop so that it shows through the poly bag.

**Belts:** Use a securatach or tachit loop and attach the label through the buckle.

**Handbags:** Use a securatach or tachit loop around the strap.

**Leather gloves/mittens:** Lay entire ticket face-up inside

Barcode is to be fixed on the upper right corner of the bag for hanging garments and on the lower right of the bag for
folded garments.
Barcode format is to be 1½” x ¾” with Orvis 8(eight) character SKU in code 128, subset B, alphanumeric form (no dashes). Every item must be received in our Distribution Center with a barcode or retail tag in place. If you have not received your barcodes 2 weeks prior to shipping, contact your Control Buyer immediately. Chargebacks will be issued for each piece not barcoded. See below for directions on how to determine barcode from Purchase Order.

**HOW TO DETERMINE BARCODE:**
From Purchase Order:
#1 - Orvis style number
#2 - Code number (which determines color).
#3 - Size
Combine these 3 items in the order listed above to compose barcode number, and please do not include dashes.

**Folding and Packaging**
Every item must be accurately and legibly identified with the following:
Orvis’ product SKU number (see Purchase Order)
A description of the product as it appears on the Purchase Order when applicable.
Size as it appears on the Purchase Order.
Color as it appears on the Purchase Order.
An alphanumeric barcode 128, subset B of the Orvis product number on the outside of the item.
Every item must be in Orvis approved logo bag or package with the Orvis logo horizontal across the poly bag. They are to
be folded to spec and have a barcode or retail tag and a child warning label on the bag.

**PACKAGING WOMEN’S ITEMS**

**Women’s Hanger Items.** Items that Product Development designates to be hung must be hung on ORVIS-approved hangers. (No wire hangers allowed.) These garments are to be flat packed with hangers attached to the inside of the carton to prevent shifting and wrinkling during transportation. Barcodes are to be placed on the upper right corner of the hanger bag. Garments that are hung in sets must be placed in the same bag and the hangers must be clipped together (no rubber bands) as designated on the Tech Package.

Note: Sets that are flat packed must be folded separately and bagged in the same bag together.

**Women’s Shirts and Blouses.** Shirts and blouses to be shirt folded. Spec package will designate stand up by packaging materials. Barcodes are to be on the lower right hand corner of the polybag.

**Women’s Vests.** Vests are to be half folded or shirt folded. Barcodes are to be on the lower right hand corner of the polybag. Suede and leather vest can never be folded.

**Women’s Pants, Shorts and Skorts.** Pants will be book folded or crease folded. Barcode to be on lower right corner of polybag.

**Women’s Polos, T-Shirts.** These items will be shirt folded. Barcode to be on lower right corner of polybag.

**Women’s Sweaters.** Heavier gauge sweaters, 0 GG thru 5 GG are to be half folded with the sleeves to the back. Finer gauge sweaters and sweatshirts are to be shirt folded. Barcode to be on lower right corner of the polybag.

**Women’s Jacket’s (non-hanging).** Non-hanging jackets are to be half folded. Barcode to be on lower right corner of polybag.
PACKAGING MEN’S ITEMS

**Men’s Shirts.** Men’s shirts are to be shirt folded or or half folded with the sleeves to the back. Spec pack will designate stand up by packaging materials. Barcode to be on lower right corner of polybag.

**Men’s Sweaters.** Heavier gauge sweaters, 0 GG thru 5 GG are to be half folded with the sleeves to the back. Finer gauge sweaters and sweatshirts are to be shirt folded. Barcodes to be on lower right corner of the polybags.

**Men’s Pants and Shorts**
Pants and shorts will be crease folded or book folded with the joker ticket face up. (see labeling section of this guide for information listed on joker ticket.). Triple fold the leg up (for pants) and half fold if leg length allows (for shorts) towards the waistband to fit the bag. All men’s bottoms should have the waistband left open and zipper unzipped to allow the alligator clip placement at the crease/grainline to secure. Barcode to be on the lower right hand side of the polybag.

Men’s Polos, T-Shirts, Knits, and Sweatshirts
These items are to be shirt or half folded with sleeves to the back. Barcode to be on lower right hand corner of polybag.

**Men’s Hanger Items.** Men’s sportcoats/blazers are to be on Orvis approved wooden hangers. (No wire hangers allowed.) These items are to be in Orvis approved hangerbags and flat packed. Hangers are to be attached to inside of carton to prevent shifting and wrinkling during transport. Barcode to be on upper right hand corner of hanger bag.

**LEATHER AND SUEDE ITEMS**

Leather and Suede (men’s and women’s) items are to be on Orvis approved wooden hangers unless otherwise stated in the Tech Package. These garments are to be sealed in Orvis approved garment hanger bags. Flat packed items must be laid flat and smooth in the appropriate sized bag with the sleeves toward the back. Buttons, button backings, zippers, and all other accessories on the garments, or anything that could possibly leave an impression/imprint on the garment must be covered, usually with tissue paper or cardboard. Any imprints/impressions will result in chargebacks or RTV’s. Barcodes to be placed on upper right hand corner of the bag.

**DOMESTIC VENDORS** (products manufactured in the United States of America) will be required to purchase the above items from the respective vendors. This insures consistency with all product packaging materials and costs. Any deviations from the above specifications will result in vendor chargebacks (ie. time for repack, cost of repackaging products, etc).

**NON DOMESTIC VENDORS** (products manufactured other than in the United States of America) can source these items through their own channels in the country of origin. The packaging products will strictly adhere to the above specifications. Any deviations will require prior approval or result in vendor chargebacks (ie. time for repack, cost of repackaging products, etc).
### Packaging Materials and Vendors

**VENDORS**

**Po Kong Offset Printing Co.**  
Mr. Fung  
Unit K, 20/F, Blk. 2, Golden Dragon Ind. Center,  
162-170 Tai Lin Pai Rd., Kwai Chung, N.T., HK.  
Tel: 852-2728 8928  
Fax: 852-2387 0936  
pokongoffset@incnets.com

**Tarheel Paper Company**  
Billy Pinnix  
455 Hollie Drive  
Martinsville, VA 24113  
888-393-9353

**National Hanger Co.**  
Nancy Pogue  
276 Water Street  
North Bennington, VT 05257  
800-445-7519  
nancyp@nahanco.com

**Source4**  
Skip Taliaferro  
4721 Starkey Road  
Roanoke, VA 24014  
540-989-6848

**Poly-Pak**  
Adam Kugler  
125 Spagnoli Road  
Melville, NY 11747-3501  
800-969-1995  
domestic and Non-Domestic  
akugler@poly-pak.com

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#### Item | Item Specs | Vendor Contact Info.
---|---|---
Wooden Shirt/Dress Hangers | 17” Flat Hanger ½” thick  
Walnut Lacquer finish  
Polished brass swivel hook  
“Orvis” logo, Pad print, gold | National Hanger

Wooden Flat Skirt Hanger | 14” flat skirt hanger ½” thick  
Walnut Lacquer finish  
Polished brass swivel hook  
“Orvis” logo, Pad print, gold | National Hanger

Wooden Contour (concave) Hanger | 17” Contour (concave) hanger ½” thick  
Walnut Lacquer finish  
Polished brass swivel hook  
“Orvis” logo, Pad print, gold | National Hanger

Plastic Shirt Hanger | 17” Plastic shirt hanger  
Clear  
Heavy duty notched shoulders  
“Anti-stain” clear protective cushions  
Polished steel swivel hook | National Hanger

Plastic Pant Hanger | 14” Plastic pant hanger  
Heavy duty polished steel clips  
“Anti-stain” clear protective cushions  
Polished steel swivel hook | National Hanger

Wooden Contour (concave) Hanger | 17” Contour (concave) hanger 1” thick  
Walnut Lacquer finish  
Polished brass swivel hook  
“Orvis” logo, Pad print, gold | National Hanger
CONTACT NATIONAL HANGERS FOR WOODEN AND PLASTIC HANGERS. YOU NEED TO ALLOW UP TO FOUR MONTHS LEAD TIME FOR WOODEN HANGERS.

Contact National Hangers for wooden and plastic hangers. You need to allow up to four months lead time for wooden hangers.

100 per case
Clear Plastic, 14” Long
Top Hanger

100 per case
Clear Plastic, 14” Long
Plant Hanger

1 Per Case
Over 8017
Womn’s Shirts
Useage: 17” Long - Wood

1 Per Case
Orvis Wood Necktie Hanger

1 Per Case
Orvis Wood Necktie Hanger
<table>
<thead>
<tr>
<th>Item</th>
<th>Illustration</th>
<th>Item Specs</th>
<th>Vendor Contact Info.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Women’s Plastic Collar Stay</td>
<td>![Image]</td>
<td>17 7/8&quot; x 1 3/8&quot; - 11 slots XDM134B/Clear .010 Mil</td>
<td></td>
</tr>
<tr>
<td>Women’s Butterfly</td>
<td>![Image]</td>
<td>3 3/4&quot; x 1&quot; XDMB1/Clear .010 Mil</td>
<td></td>
</tr>
<tr>
<td>Women’s Cardboard Collarboard</td>
<td>![Image]</td>
<td>1&quot; x 16&quot; 8 perforations 1/2&quot; apart .022 Mil White/gray</td>
<td></td>
</tr>
<tr>
<td>Women’s Shirtboard</td>
<td>![Image]</td>
<td>8 3/4&quot; x 13 3/8&quot; Collar- 22 3/8” x 1 1/8&quot;</td>
<td></td>
</tr>
<tr>
<td>Women’s Rounded Chipboard</td>
<td>![Image]</td>
<td>9 3/8&quot; x 11&quot; .022 Mil White/gray</td>
<td>Xpedx</td>
</tr>
<tr>
<td>Men’s Plastic Collar Stay</td>
<td>![Image]</td>
<td>18 1/8&quot; x 1 3/4&quot;, 11 1/8&quot; x 13 1/32&quot; #075 -.012 Mil 13 slots</td>
<td></td>
</tr>
<tr>
<td>Men’s Butterfly</td>
<td>![Image]</td>
<td>3 3/4&quot; x 1&quot; #042/Clear .010 Mil</td>
<td></td>
</tr>
<tr>
<td>Men’s Cardboard Collarband</td>
<td>![Image]</td>
<td>1 1/2&quot; x 18&quot; 7 perforations 1/2&quot; apart .022 Mil White/gray</td>
<td></td>
</tr>
<tr>
<td>Men’s Shirtboard</td>
<td>![Image]</td>
<td>11 1/8&quot; x 14 3/4&quot; Collar- 4 3/8” x 1 3/4&quot; .025 Mil White/gray</td>
<td></td>
</tr>
<tr>
<td>Men’s Rounded Chipboard</td>
<td>![Image]</td>
<td>11 1/4&quot; x 13&quot; .022 Mil White/gray</td>
<td>Xpedx</td>
</tr>
<tr>
<td>Orvis Logo Tissue Paper Art #3</td>
<td>![Image]</td>
<td>SIZES AVAILABLE: 15&quot; X 20&quot; 20&quot; X 30&quot;</td>
<td>Po Kong Offset Printing Company Xpedx</td>
</tr>
<tr>
<td>Embossed Orvis Logo Paper</td>
<td>![Image]</td>
<td>15&quot; wide x 20&quot; long or 9.5&quot; X 14.2&quot;</td>
<td>Po Kong Offset Printing Company</td>
</tr>
<tr>
<td>Item</td>
<td>Item Specs</td>
<td>Vendor Contact Info.</td>
<td></td>
</tr>
<tr>
<td>----------------------</td>
<td>------------------------------------------------</td>
<td>----------------------</td>
<td></td>
</tr>
<tr>
<td>Alligator Clips</td>
<td>SPR-C 1.5” Clear</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Straight Pins</td>
<td>XPD 7865&lt;br&gt;1” Silver Ball Stick Pins&lt;br&gt;5M/CL</td>
<td>Tarheel Paper Company</td>
<td></td>
</tr>
<tr>
<td>Joker Tags- Plain</td>
<td>2½” x 1½” 100# tag with notches on a roll; no perforations between tags 4 color face.</td>
<td>Source 4&lt;br&gt;Avery Dennison</td>
<td></td>
</tr>
<tr>
<td>9½” x 14½” Polybags</td>
<td>9¾” x 14¾” strip n’ peel self adhesive&lt;br&gt;2.0 Mil&lt;br&gt;Polyethylene with child warning&lt;br&gt;Bottom closure&lt;br&gt;Recycle #4</td>
<td>Poly-Pak</td>
<td></td>
</tr>
<tr>
<td>12” x 16½” Polybags</td>
<td>12” x 16½” strip n’ peel self adhesive&lt;br&gt;2.0 Mil&lt;br&gt;Polyethylene with child warning&lt;br&gt;Bottom closure&lt;br&gt;Recycle #4</td>
<td>Poly-Pak</td>
<td></td>
</tr>
<tr>
<td>15” x 17” Polybags</td>
<td>15” x 17” strip n’ peel self adhesive&lt;br&gt;2.0 Mil&lt;br&gt;Polyethylene with child warning&lt;br&gt;Top closure&lt;br&gt;Bottom closure - used by Orvis&lt;br&gt;Returns and what Poly-Pak stocks.&lt;br&gt;Recycle #4</td>
<td>Poly-Pak</td>
<td></td>
</tr>
<tr>
<td>17” x 19” Polybags</td>
<td>17” x 19” strip n’ peel self adhesive&lt;br&gt;2.0 Mil&lt;br&gt;Polyethylene with child warning&lt;br&gt;Top closure&lt;br&gt;Bottom closure - used by Orvis&lt;br&gt;Returns and what Poly-Pak stocks.&lt;br&gt;Recycle #4</td>
<td>Poly-Pak</td>
<td></td>
</tr>
<tr>
<td>25” X 19” Polybags</td>
<td>24” X 16” strip n’ peel self adhesive&lt;br&gt;2.0 Mil&lt;br&gt;Polyethylene with warning&lt;br&gt;Top closure&lt;br&gt;Recycle #4</td>
<td>Poly-Pak</td>
<td></td>
</tr>
<tr>
<td>21” x 4” x 72” Garment Bag</td>
<td>21” x 4” x 72”&lt;br&gt;Polyethylene with child warning&lt;br&gt;1 Mil, 250/roll&lt;br&gt;21” x 4 x 36”, 500/roll&lt;br&gt;Recycle #4</td>
<td>Poly-Pak</td>
<td></td>
</tr>
<tr>
<td>21” x 4” x 54” Garment Bags</td>
<td>21” x 4” x 54”&lt;br&gt;Polyethylene with child warning&lt;br&gt;1 Mil&lt;br&gt;333/roll 1500 feet/roll&lt;br&gt;Recycle #4</td>
<td>Poly-Pak</td>
<td></td>
</tr>
</tbody>
</table>
How to get the file for printing:

TISSUE FILE INFO
Photoshop eps file, ready to print at 100%.
Please use white tissue stock, with
Pantone 575u ink.

FTP INSTRUCTIONS FOR DOWNLOADING FILES
1. Please locate the files you need by going to our ftp site. Using ftp linking software, either Fetch or Transmit, type this information in the fields window (type exactly what you see here because these are case sensitive):

   ADDRESS: 12.33.242.18
   USERNAME: orvis\ftpuser1
   PASSWORD: 8972Vis

2. Locate the directories OUTGOING -
   Orvis Tissue Printer f Sea.hqx
   The folder contains compressed files to be opened w/ Stuffit Expander or compatible software. Click to open, or drag onto your desktop.

If you need to download any of the software noted here, you can do so at no cost by going to:
FETCH  http://fetchsoftworks.com/
TRANSMIT  http://www.panic.com/transmit/
STUFFIT EXPANDER  http://www.aladdinsys.com/

COLOR PROOFS MUST BE SENT TO THE ATTENTION OF BRYAN KNIGHTS:
The Orvis Company, Inc.
Advertising Department Sunderland
178 Conservation Way
Sunderland, VT 05250-4465
TEL 802-362-3622
knightsb@orvis.com
**CFO TISSUE FILE**

CFO tissue paper is ONLY used for items that utilize the CFO logo labels (green ground with cream letters) and not the regular Orvis cream w/green.

Photoshop eps file, ready to print at 100%.

Please use white tissue stock, with Pantone 5535u ink.

See above for FTP downloading information.
Care Label
Soft Goods | Section 6

CARE LABEL TERMINOLOGY
This section provides acceptable care labeling terms and the ASTM guide to care symbols.

Failure to comply will result in chargebacks.
Terminology

**WASHING, MACHINE METHODS**

**Machine Wash** - A process by which soil may be removed from products or specimens through the use of water, detergent or soap, agitation, and a machine designed for this purpose. When no temperature is given, e.g., “warm” or “cold”, hot water up to 120°F can be regularly used.

**Warm** - Initial water temperature setting 105°F +/- 5°F (hand comfortable).

**Cold** - Initial water temperature setting 80° +/- 5°F (29°C).

**Do Not Have Commercially Laundered** - Do not employ a laundry which uses special formulations, sour rinses, extremely large loads or extremely high temperatures, or which otherwise is employed for commercial, industrial, or institutional use. Employ laundering methods designed for residential use or use in a self-service establishment.

**Small Load** - Smaller than normal washing load.

**Delicate Cycle or Gentle Cycle** - Slow agitation and reduced time.

**Durable Press Cycle or Permanent Press Cycle** - Cool down rinse or cold rinse before reduced spinning.

**Separately** - Alone.

**With Like Colors** - With colors of similar hue and intensity.

**Wash Inside Out** - Turn product inside out to protect face of fabric.

**Warm Rinse** - Initial water temperature setting 105°F +/- 5°F.

**Cold Rinse** - Initial water temperature setting 80° +/- 5°F (29°C).

**Rinse Thoroughly** - Rinse several times to remove detergent, soap, and bleach.

**No Spin or Do Not Spin** - Remove material at start of final spin cycle.

**No Wring or Do Not Wring** - Do not use roller wringer, nor wring by hand.

**DRYING, ALL METHODS**

**Tumble Dry** - Use machine dryer. When no temperature setting is given, machine drying at a hot setting may be regularly used.

**Medium** - Set dryer at low heat.

**Low** - Set dryer at low heat.

**Durable Press or Permanent Press** - Set dryer at permanent press setting.

**No Heat** - Set dryer to operate without heat.

**Remove Promptly** - When items are dry, remove immediately to prevent wrinkling.

**Drip Dry** - Hang dripping wet with or without hand shaping and smoothing.

**Line Dry** - Hang damp from line or bar in or out of doors.

**Line Dry in Shade** - Dry away from sun.

**Line Dry Away From Heat** - Dry away from heat.

**Dry Flat** - Lay out horizontally for drying.

**Block to Dry** - Reshape to original dimensions while drying.

**Smooth by Hand** - By hand, while wet, remove wrinkles, straighten seams and facings.

**IRONING AND PRESSING**

**Iron** - Ironing is needed. When no temperature is given, iron at the highest temperature setting may be used.

**Warm Iron** - Medium temperature setting.

**Cool Iron** - Lowest temperature setting.

**Do Not Iron** - Item not to be smoothed or finished with an iron.

**Iron Wrong Side Only** - Article turned inside out for ironing or pressing.

**Steam Only** - Steaming without contact pressure.

**Steam Press or Steam Iron** - Use iron at steam setting.

**Iron Damp** - Articles to be ironed should feel moist.

**Use Press Cloth** - Use a dry or damp cloth between iron and fabric.

**DRY CLEANING**

**Dry Clean** - A process by which soil may be removed from products in a machine which uses any common organic solvent (for example, petroleum) located in any commercial establishment. The process may include moisture addition to solvent up to 75% relative humidity, hot tumble-drying up to 160°F (71°C) and restoration by steam press or steam-air finishing.

**Professionally Dry Clean** - Use the dry cleaning process, but modified to ensure optimum results either by a dry cleaning attendant or through the use of a dry cleaning machine, which permits such modifications, or both. Such modifications or special warnings must be included in the care instruction.

**Petroleum, Fluorocarbon, or Perchloroethylene** - Employ solvent(s) specified to dry clean an item.

**Short Cycle** - Reduced or minimum cleaning time, depending upon solvent used.

**Minimum Extraction** - Least possible extraction time.

**Reduced Moisture or Low Moisture** - Decreased relative humidity.

**No Tumble or Do Not Tumble** - Do not tumble dry.

**Tumble Warm** - Tumble dry up to 120°F (49°C).

**Tumble Cool** - Tumble dry at room temperature.

**Cabinet Dry Warm** - Cabinet dry at room temperature.

**Steam Only** - Employ no contact pressure when steaming.

**No Steam or Do Not Steam** - Do not use steam in pressing, finishing, steam cabinets, or wands.
**BLEACHING**

- **Bleach When Needed**: All bleaches may be used.
- **No Bleach or Do Not Bleach**: No bleaches may be used.
- **Only Non-Chlorine Bleach**: Use only non-chlorine bleach. Chlorine bleach may not be used.

**LEATHER AND SUEDE CLEANING**

- **Leather Clean**: Have cleaned only by a professional cleaner who uses special leather or suede care methods.
INTRODUCTION TO SAMPLING

PROCEDURES

The Orvis Company has established processes and procedures to facilitate a smooth and timely flow of communication, specs, and samples. It is Orvis’ desire to keep the sample requirements to a minimum, and wherever possible use the same sample for multiple purposes – approval sample, fit sample, photo sample.

As such, Orvis does not pay for any samples. Samples are considered a cost of doing business. Any exceptions (i.e., very high-cost items) require the approval of the Sourcing Department or will be returned to the vendor.

Failure to comply will result in chargebacks.
Sample Definitions

CONSIDERATION SAMPLES are those samples requested by the buyers as possible products for upcoming Orvis catalog, retail, or dealer purchase.

FIT SAMPLES are to be submitted for all Orvis line garments. These garments must be approved by the Technical Design department before production may begin. Multiple samples may be required to achieve the quality and fit suitable for Orvis standards. The Tech Package will designate the needed samples on a style by style basis.

PHOTOGRAPHY SAMPLES may be the same as the consideration sample. However, in some cases, more than one sample is needed and you may need to submit a separate photography sample. Example: design change or multiple colors/patterns offered.

FINAL APPROVAL SAMPLE is a sample that is completely correct for color, composition, workmanship, and is made under production conditions. Vendor must submit a top of production sample (TOP) as requested by Technical Design. Packaging and labeling must adhere exactly to Orvis standards. If you have any questions about packaging, labeling, or presentation, contact Susan Smith at 540-983-4225 BEFORE you ship. Non-compliance will result in a chargeback. You may not ship stock garments without written approval from Technical Design. Failure to comply with requested sampling deadlines may result in a chargeback due to a hold up in the Quality Inspection area in our warehouse.

Sample Payment Policy

1. All samples used in the creation or development of merchandise for any ORVIS Marketing channel will not be paid for by the ORVIS Company.

2. All samples NOT used in the creation or development of merchandise for any ORVIS marketing channel will be returned within 120 days of sample receipt. ORVIS will pay for all non-marketed samples kept after 120 days.

3. ORVIS will continue to pay for all final line samples used in the marketing of our wholesale product line.

Orvis Invoice Procedures

All invoices must be mailed under separate cover from the shipment to:
The Orvis Company
1711 Blue Hills Drive
Roanoke, VA 24012

Invoices must include the following information:
1. Vendor Name and Address—should match purchase order name and address.
2. Vendor Invoice #.
3. Invoice date.
4. ORVIS PO #.
5. Payment terms.
6. Invoice $ Total.

Invoices that do not contain this information will be returned.
Hazardous Materials
Soft Goods | Section 8

ORVIS INVENTORY AND SHIPPING REQUIREMENTS FOR HAZARDOUS MATERIALS

If the product or part of the product you sell to Orvis is classified as a hazardous material by the DOT or OSHA additional information is required.

The importance of proper identification of hazardous materials and compliance with DOT and OSHA regulations regarding the shipment of products classified as hazardous cannot be stressed strongly enough. Our ability to ship your products to our customers depends on you providing us a Material Safety Data Sheet (MSDS) for each product that falls within the DOT and OSHA guidelines. Without this sheet, we can't ship products containing hazardous materials.

Failure to comply will result in chargebacks.
What is a Material Safety Data Sheet?

All manufacturers and importers are required by DOT and OSHA to obtain or develop a Material Safety Data Sheet for each hazardous chemical they produce or import. It must be written in English and contain information that identifies the product, its composition, dangers, first aid, fire fighters methods, accidental spillage, handling and storage, exposure controls and personal protection, physical and chemical properties, stability and reactivity, toxicological information, ecological information, disposal, transport and statutory information.

How Do I Get an MSDS Completed?

If you need assistance developing an MSDS, help is available through the below listed sources.

| US Dept of Transportation                      | USDOT Transportation Safety Institute               |
| Research and Special Programs Administration   | Hazardous Materials and Transportation Safety Division, |
| Office of Hazardous Materials                  | DTI-30                                              |
| Initiatives and Training DHM-50                 | 4400 Will Rogers Parkway Suite 218                  |
| Washington DC 20590-0001                       | Oklahoma City OK 73108                             |
| Training@rspa.dot.gov                          | HAZMAT@TSI.jccbi.gov                               |
| Fax 202-366-7342                               | Fax 405-946-4345                                   |
| Phone 800-467-4922                             | Phone 405-949-0036 Ext 374                        |

How Do I Provide the MSDS to Orvis?

After thoroughly filling out all parts of the MSDS that apply, fax it to your Orvis Control Buyer at their fax number. Your Orvis Control Buyer is the name of the person who is mentioned on your purchase orders. If you don't know your Control Buyer's fax number, call 802-362-3622 and ask for it. A copy of the completed MSDS should be included with each Shipment Documentation.
Routing Guide
Soft Goods | Section 9

Follow these instructions when shipping to Orvis and when freight costs are Orvis’ Responsibility. (Non compliance will be charged back.)

All Packing Lists must be affixed to outside of and inserted in Lead Carton #1.

Failure to comply will result in chargebacks.

All non-Orvis Supplier Zone (OSZ) vendors must e-mail or fax copies of packing lists and Bill of Lading# or Pro# to packinglist@orvis.com or fax# 540-342-9203 for advance ship notice (ASN).
Domestic Shipping Instructions

SMALL PACKAGE ROUTING SECTION
Shipments of 300 Lb Dim Wt and under ship via UPS Ground Freight Collect.
Please use proper shipping # for each shipping destination; Ship Freight Collect to Orvis:
Roanoke, VA #47695X | Manchester, VT #023648 | Tipton, MO #6367E6.
Third Party Orvis via UPS Ground - Use Orvis 3rd Party Acct.#1E048W
When shipping UPS, enter the Orvis Purchase Order Number(s) in the UPS Reference field 1 and/or 2.
Numerals only. Do not note Text or Dashes Example 1: 271851 Example 2: 45691
Observe UPS Size and Weight Restrictions. Questions: Call Orvis Logistics Manager at 540-983-4244

LESS THAN TRUCKLOAD MOTOR CARRIER ROUTING
Shipments of 301 LB to 5,999 LB, less than 750 cubic feet and not more than 8 pallets: Ship Freight Collect to Orvis - See table below for LTL carrier selection. LTL shipments to or from Canada use UPS Freight. Shipments over 750 cubic feet, More than 8 pallets or more than 6,000 LB: Call Orvis Logistics Manager at 540-983-4244.

You do not need an Orvis Account number on LTL shipments.

Please follow the below Matrix for shipping inbound to Orvis DC locations.

<table>
<thead>
<tr>
<th>FROM</th>
<th>Roanoke, VA</th>
<th>Manchester, VT</th>
<th>Tipton, MO</th>
</tr>
</thead>
<tbody>
<tr>
<td>AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX</td>
<td>Averitt</td>
<td>UPS Freight</td>
<td>UPS Freight</td>
</tr>
<tr>
<td>VA</td>
<td>Wilson</td>
<td>UPS Freight</td>
<td>UPS Freight</td>
</tr>
<tr>
<td>AK, AZ, CA, CO, CT, DE, HI, ID, IL, IN, IA, KS, ME, MD, MA, MI, MN, MO, MT, NE, NV, NH, NJ, NM, NY, ND, OH, OR, PA, RI, SC, SD, TN, UT, VT, WA WV, WI, WY</td>
<td>UPS Freight</td>
<td>UPS Freight</td>
<td>UPS Freight</td>
</tr>
</tbody>
</table>
For Orvis Retail Stores and other Drop Ship Commercial locations please follow the below routings. Please note the below routings DO NOT apply to LTL residential deliveries or shipments that require special handling. Please refer to the Orvis Drop Ship Manual for instructions on these.

<table>
<thead>
<tr>
<th>FROM</th>
<th>TO</th>
<th>CARRIER</th>
</tr>
</thead>
<tbody>
<tr>
<td>AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX</td>
<td>AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX</td>
<td>Averitt</td>
</tr>
<tr>
<td>AL, AR, FL, GA, KY, LA, MS, NC, OK, SC, TN, TX</td>
<td>AK, AZ, CA, CO, CT, DE, HI, ID, IL, IN, IA, KS, ME, MD, MA, MI, MN, MO, MT, NE, NV, NH, NJ, NM, NY, ND, OH, OR, PA, RI, SC, SD, TN, UT, VT, WA WV, WI, WY</td>
<td>UPS Freight</td>
</tr>
<tr>
<td>AK, AZ, CA, CO, CT, DE, HI, ID, IL, IN, IA, KS, ME, MD, MA, MI, MN, MO, MT, NE, NV, NH, NJ, NM, NY, ND, OH, OR, PA, RI, SC, SD, TN, UT, VT, WA WV, WI, WY</td>
<td>AK, AZ, CA, CO, CT, DE, HI, ID, IL, IN, IA, KS, ME, MD, MA, MI, MN, MO, MT, NE, NV, NH, NJ, NM, NY, ND, OH, OR, PA, RI, SC, SD, TN, UT, VT, WA WV, WI, WY</td>
<td>UPS Freight</td>
</tr>
</tbody>
</table>

**TRUCKLOAD MOTOR CARRIER ROUTING**

Shipments 6,000 lbs or greater, or more 750 cubic feet or greater than 8 pallets call the Orvis Logistics Manager at 540-983-4244 for routings.
**International Shipping Instructions**

Please find below The Orvis International Routing Instructions for shipments to Orvis in the United States and United Kingdom Facilities. **All shipments are to be shipped via Sea Freight** by DHL Global Forwarding unless otherwise advised due to weight or expedited needs. If you have questions about routing on Third Party Intl Moves or need the address of the DHL Danzas Air & Ocean Office nearest you, contact the Orvis Import Manager. Non compliance is subject to chargeback.

<table>
<thead>
<tr>
<th>SHIPMENTS TO THE UNITED STATES</th>
<th>SHIPMENTS TO THE UNITED KINGDOM</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CONSIGNEE:</strong> The Orvis Co. Inc. 1709 Blue Hills Drive Roanoke, VA. 24012 USA Tel 540-983-4218</td>
<td><strong>CONSIGNEE:</strong> The Orvis Company, Inc 4182 Main St Manchester, VT 05254 USA Tel: 802-366-8235 Ext.6763</td>
</tr>
<tr>
<td><strong>CONSIGNEE:</strong> Orvis Gokey Mfg. 300 Montineau St Tipton, MO. 65081 USA Tel: 660-433-5401</td>
<td><strong>CONSIGNEE:</strong> The Orvis Co., Inc. Clearwater House Unit 28 North Way Andover Hampshire SP10 5RW UK UK Tel: 1264 349500</td>
</tr>
<tr>
<td><strong>BROKER/ NOTIFY PARTY &amp; DESTINATION FOR ALL IMPORT FREIGHT DOCUMENTS:</strong> DHL Global Forwarding 500 Rutherford Ave. Charlestown, MA. 02129 Tel: 617-242-2222 Ref: ORVIS DESTINATION PORT = Norfolk, VA. DESTINATION AIRPORT = Raleigh, NC and/or JFK, NY</td>
<td><strong>BROKER/ NOTIFY PARTY &amp; DESTINATION FOR ALL IMPORT FREIGHT DOCUMENTS:</strong> DHL Global Forwarding 500 Rutherford Ave. Charlestown, MA. 02129 Tel: 617-242-2222 Ref: ORVIS DESTINATION PORT = Boston, MA. DESTINATION AIRPORT = Boston, MA.</td>
</tr>
</tbody>
</table>

*Review Next Page for Orvis Import Documentation Requirements*
Import Documentation Requirements

Please include the following documentation for U.S. & U.K. Import Compliance to ensure the efficient importation of your product(s):

**OCEAN SHIPMENTS:**

☐ Original Commercial Invoice must include:
  • Orvis Purchase order Number(s)
  • Orvis Fed ID# 03-021545900
  • Complete Product Description and Content Breakdown
  • Currency
  • Ship to or Final Destination clearly noted
  • Country of Origin
  • Notation of Any Assist(s), including Quantity, Origin and Estimated Value
  • US Government Regulations require Manufacturer's Name and Address to appear in the body of Commercial Invoice (MID) if not the same as seller

☐ Packing List (Packing Lists must be affixed outside Lead Carton and Inside Lead Carton)

☐ ORIGINAL VISA, if applicable

☐ ORIGINAL Bill of Lading, with complete Product Description

☐ Quota Charge Statement, if applicable

☐ Textile Declaration, if applicable

☐ Certificate of Origin (“An Original” for UK Imports)

☐ Footwear Detail Sheet, if applicable

☐ MSDS Form, if applicable

☐ Wood Product Suppliers Must Complete U.S. Lacey Act Document

☐ Shipper's Declaration confirming all packaging in compliance with IPPC Regulations (ISPM No.15).

☐ Beneficiary Statement, certifying all applicable and negotiable documents above have been sent via courier direct to the notify party listed on page 1.

**AIR SHIPMENTS:** (prior approval needed)

☐ Original Commercial Invoice must include:
  • Orvis Purchase order Number(s)
  • Orvis Fed ID# 03-021545900
  • Complete Product Description and Content Breakdown
  • Currency
  • Ship to or Final Destination clearly noted
  • Country of Origin
  • Notation of Any Assist(s), including Quantity, Origin and Estimated Value
  • US Government Regulations require Manufacturer's Name and Address to appear in the body of Commercial Invoice (MID ) if not the same as seller

☐ Packing List (Packing Lists must be affixed outside Lead Carton and Inside Lead Carton)

☐ ORIGINAL VISA, if applicable

☐ Quota Charge Statement, if applicable

☐ Textile Declaration, if applicable

☐ Certificate of Origin (“An Original” for UK Imports)

☐ Footwear Detail Sheet, if applicable

☐ MSDS Form, if applicable

☐ Wood Product Suppliers Must Complete U.S. Lacey Act Document

☐ Shippers Declaration confirming all packaging in compliance with IPPC Regulations (ISPM No.15).

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1. Original Ocean Shipment Documentation should always be forwarded via courier direct to the appropriate Notify Party as noted on page 1, unless otherwise directed.
2. Original Air Freight Documentation should accompany cargo unless otherwise arranged.
3. Shipment details, at the time of export, to be faxed or emailed to the Control Buyer mentioned on the Purchase Order.
4. Wood Palletized Freight must be in adherence to IPPC Guidelines and Regulatory IPPC Markings.
5. Assist is any item supplied on behalf of Orvis, at no charge to Vendor/Manufacturer, such as packaging or hangtags.
6. All suppliers of wood products must adhere to U.S. Lacey Act regulations
7. U.S. import security filing strictly enforced. Complete accurate ISF 10+2 requirements. No load order in place. The Import/Traffic Manager must authorize all other International Shipping Methods and Modes. Non-compliance subject to chargeback.
**PURCHASE ORDER**

**Vendor:**

ROANOKE F & H DEPT WAREHOUSE
ROANOKE
VA 24022

**Ship To:**

THE ORVIS COMPANY, INC.
1709 BLUE HILLS DRIVE
ROANOKE
VA 24012

**Order Date:** 2005-02-23
**Order Type:** R
**Purchase Order Number:** 05-6150
**Page Number:** 1

**Important Notice:** This order is subject to the terms and conditions on both sides hereof as well as our vendor compliance package.

**Special Instructions:**

- USE BARCODES, APPROPRIATE ORVIS LABEL-DELIVERY RECEIPT, TAPE, BAG, SHUT
- NON-COMPLIANCE TO ORVIS ROUTING GUIDE WILL RESULT IN A CHARGED BACK
- SHIP SKIRTS FLATPACKED ON HANGERS, EXCEPTION: CRINKLE SKIRTS/TUBES
- PLS REFER TO ORVIS COMPLIANCE MANUAL AT: WWW.ORVIS.COM/COMPLIANCE

**Ex Country/Ship Date:**

**Cancel Date:**

**Must Be Received By:**

**Purchasing Agent:**

PHONE / EMAIL:

802-302-8805 / SOMEONE@ORVIS.COM

**Terms:**

**Catalog Code:**

**Ship Date Requirements From Orvis Suppliers:**

**EXCOUNTRY = SAIL DATE OF IF APPROVED, AIR DATE**

**SHIP DATE = F.O.B. USA DATE**

<table>
<thead>
<tr>
<th>Orvis Style No.</th>
<th>Vendor Style No.</th>
<th>Description</th>
<th>Color</th>
<th>Code</th>
<th>Size</th>
<th>Range</th>
<th>Total Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>7019</td>
<td>3/4 LENGTH MICROFIBER COAT</td>
<td>BLACK</td>
<td>10</td>
<td>1.00</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>7019</td>
<td>3/4 LENGTH MICROFIBER COAT</td>
<td>STONE</td>
<td>11</td>
<td>1.00</td>
<td>1</td>
<td>1</td>
<td>1</td>
</tr>
</tbody>
</table>

**Total Units:** 8
**Total Cost:** 68.00

**PLEASE sign second copy promptly. Return it within 10 business days to:**
The Orvis Company, Inc. • Historic Rt. 7A • Manchester, VT 05254-0798
Chargebacks
Soft Goods | Section 10

RETURN TO VENDOR (RTV) AND CHARGEBACKS
This section outlines the parameters in which ORVIS would need to return a shipment to a vendor. Sometimes it is the only option available. We try to work with all of our vendors to avoid this step. However, should it be necessary, we expect our vendors to comply with our needs and work in a timely manner to either correct or replace the returned merchandise.

Invoices will not be paid on a purchase order (P.O.) until the entire shipment has been processed through Quality Assurance inspections. ORVIS expects the vendor to have their own quality procedures in place so as to assure integrity of product and packaging. Discrepancies will result in 100% inspection and will cause a chargeback to the vendor.

After repeat offense there will be a $300.00 fee for repeat offense/not addressed.

Contract and in the Standard Terms and Conditions of Purchase:
When it is justified to Return to Vendor (RTV) a shipment, Orvis will send the shipment back WITHOUT a RA #.

The most common reasons for chargebacks are:
1. No barcodes or barcodes that won’t scan.
2. Country of origin not displayed on innermost or outermost packaging of each item.
4. Inaccurate or missing carton information and count.
5. No child suffocation warnings.

Failure to comply will result in chargebacks.
Return to Vendor

Contract and in the Standard Terms and Conditions of Purchase: When it is justified to Return to Vendor (RTV) a shipment, Orvis will send the shipment back WITHOUT AN RA #.

Products that have failed the Random Sampling and 100% Inspections are subject to Return to Vendor (RTV). RTV shipments will be returned without an RA#. In situations where merchandise does not match ORVIS quality standards and/or specifications, merchandise will be returned to the vendor. In these situations, the vendor will be responsible for all freight costs. Once a problem is found with a shipment, the vendor is notified as soon as possible. Where possible, a sample(s) of the problem merchandise is sent to the vendor for review. These situations must be handled in a timely manner as each day these products are held up in the Quality Assurance Department (QAD), the shipment is not being processed, or products being stocked. Vendor payments are held until Quality Assurance problems are cleared.

**RANDOM SAMPLING AND CHARGEBACKS** – It is to everyone’s benefit to avoid chargebacks, as they will slow down the distribution of products to the ORVIS customer. Our goal is to have a positive experience with the vendors and the customers. Please read this section thoroughly, as it contains valuable information concerning chargebacks. ORVIS requires our vendors to do their quality inspections, in their own facilities, prior to shipment of products to ORVIS. Any shipment of products, which is held up in QAD, due to vendor non-compliance, will result in a vendor chargeback and delay the vendor invoice from being paid.

The ORVIS Quality Auditing Team will inspect each shipment. ORVIS uses the submitted Final Approval sample as the guide by which flaws, damages, color matching, or any other related quality problems that may occur in the production cycle are determined. If more than the acceptable number of items fail the 2nd level of inspection, 100% inspections are automatic. At this point, the vendor is responsible for the cost of the 100% inspection and any materials that may be needed for the inspection. Depending on the flaws found, the products that have failed the 1st and 2nd level of inspection may be sent back to the vendor, at the vendor’s expense, and will not be paid for.

**EARLY/LATE FEE** – Failure to ship on time in accordance to ex country/ship date on purchase order contract will result in an early or late fee. Late fee charged to the shipment will be 15% of the value of the shipment.

<table>
<thead>
<tr>
<th>LOT SIZE OR QUANTITY AUDITED</th>
<th>ACCEPTABLE QUALITY LEVELS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1.5</td>
</tr>
<tr>
<td></td>
<td>INSPECT</td>
</tr>
<tr>
<td>Less than 151</td>
<td>8</td>
</tr>
<tr>
<td>151-280</td>
<td>8</td>
</tr>
<tr>
<td>281-500</td>
<td>32</td>
</tr>
<tr>
<td>501-1200</td>
<td>32</td>
</tr>
<tr>
<td>1201-3200</td>
<td>50</td>
</tr>
</tbody>
</table>

To use THE ORVIS COMPANY sampling plan, follow the procedures below:
1. Locate the appropriate lot/P.O. size on the sampling plan. The lot/P.O. size is the total number of units started with. Read down the “Lot Size” column of The Orvis Company Sampling plan, until the range that includes the number of the items in the lot to be inspected is located. For example, if the PO had 1800 units, the “1201-3200” range will be used to determine the number of units to be inspected.
2. Determine the number of units to inspect. Look in the “Units to Inspect” column corresponding to the lot size to locate the exact number of units that must be inspect. Be sure to select the number corresponding to the correct AQ level.
3. Determine the number of defective units that may be accepted.
100% Inspections

A number of situations could trigger the need for a 100% inspection and verification of the shipment. The reasons for a 100% inspection include, but are not limited to, the following:

- Appearance of vendor labels.
- Missing or poor labeling of country of origin.
- Missing or poor labeling of fabric content.
- Product sample fails to match Orvis specs.
- Product sample fails to meet Orvis quality standards.
- Sample indicates poor packaging and product damage.
- Missing PO information, manifest or shipping papers.
- Missing or poor labeling of cartons.
- Evidence of damage during shipment.
- Evidence of infestation.
- Poor packing of breakable items.
- Mixed PO merchandise in one or more cartons.
- Poor color quality or color fails to match information provided.
- Packing list errors.

FREIGHT CHARGEBACKS

Failure to comply with the Routing Guides outlined in this manual will result in chargeback. All Shipping Chargebacks are figured as actual freight charges minus Orvis freight, plus an administrative fee of $50. Orvis freight is defined as the Orvis designated carrier and method. Chargebacks will be applied to both domestic and international shipments, the minimum is $75 per PO. Some examples of common chargebacks are as follows:

- Vendor used improper shipping methods outlined in the routing guide.
- Vendor did not use Orvis designated carriers.

PRODUCT CHARGEBACKS

Failure to comply with the product guidelines outlined in this manual will result in chargebacks. Repeat offenses over a period of time will result in double chargebacks. All Product Chargebacks are based on $50 per labor hour plus supplies needed to correct the shipment and a $50 administration fee. The minimum charge to correct any shipment is $75 per PO. Some common examples of errors that will be charged back for:

- Cartons did not have proper identification.
- Merchandise was not individually and properly labeled with a scannable barcode, County of Origin, or child suffocation labeling.
- Shipments did not have packing list or proper packing list with the first carton.
- Merchandise was not properly packaged.
- Inaccurate Packaging List.
<table>
<thead>
<tr>
<th>COMPLIANCE ISSUE</th>
<th>CHARGEBACK AMOUNT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PRODUCT CHARGEBACKS</strong></td>
<td></td>
</tr>
<tr>
<td>No final approval sample submitted to Packaging Specialist prior to PO shipment</td>
<td>$200</td>
</tr>
<tr>
<td>Storage while awaiting vendor compliance/resolutions/repairs</td>
<td>$10 per pallet space per week.</td>
</tr>
<tr>
<td>Merchandise not individually barcoded with a scannable barcode or does not have the country of origin on the outermost packaging (if not on innermost packaging)</td>
<td>$50 per hour &amp; supplies + $50 Admin fee</td>
</tr>
<tr>
<td>Merchandise was not free of vendor name, logo, address, web address</td>
<td>$50 per hour &amp; supplies + $50 Admin fee</td>
</tr>
<tr>
<td>Merchandise not properly bagged or bags not secure</td>
<td>$50 per hour &amp; supplies + $50 Admin fee</td>
</tr>
<tr>
<td>All Polybags did not include Child Warning</td>
<td>$50 per hour &amp; supplies + $50 Admin fee</td>
</tr>
<tr>
<td>Merchandise was not packaged to minimize damage</td>
<td>$50 per hour &amp; supplies + $50 Admin fee</td>
</tr>
<tr>
<td>Packaging did not meet UPS and Common Carrier Standards</td>
<td>$50 per hour &amp; supplies + $50 Admin fee</td>
</tr>
<tr>
<td>100% Inspection</td>
<td>$50 per hour &amp; supplies + $50 Admin fee</td>
</tr>
<tr>
<td><strong>SHIPPING CHARGEBACKS</strong></td>
<td></td>
</tr>
<tr>
<td>All cartons did not have proper identification</td>
<td>$10 per carton with minimum of $100</td>
</tr>
<tr>
<td>Maximum of 5% of total PO cost</td>
<td></td>
</tr>
<tr>
<td>All shipments did not have complete and accurate packing lists included with lead carton #1. Fast Track – Failure to identify ALL cartons as Fast Track for a Fast Track PO. Identify carton as Fast Track without Fast Track Approval.</td>
<td>$100 per Purchase Order</td>
</tr>
<tr>
<td>Multiple PO’s shipped on same day but not costs on same Bill of Lading</td>
<td>Actual freight costs minus Orvis freight + $50 Admin fee</td>
</tr>
<tr>
<td>Early/late Merchandise not shipped in time frame according to agreed schedule</td>
<td>15% of invoice</td>
</tr>
<tr>
<td>Orvis approved shipping method/designated costs carrier not used.</td>
<td>Actual freight costs minus Orvis freight + $50 Admin fee</td>
</tr>
<tr>
<td>Shipment information being entered into Orvis Supplier Zone in timely manner (48 hours)</td>
<td>$100 per purchase order</td>
</tr>
</tbody>
</table>
The Orvis name – and our visual identity – is one of our company’s key assets. Consistent use of the Orvis name ensures recognition of our unique brand of products and services worldwide. A strong and consistently applied brand identity system will allow us to be recognized and established in a highly competitive marketplace while at the same time instilling pride of ownership among all our associates. This guide will provide the framework for using the brand identity in a way that consistently projects the Orvis image based on our heritage, tradition and authenticity.

Use of the Orvis logo that is not consistent with the following branding guide will result in chargebacks to the vendor.

Failure to comply will result in chargebacks.
The Orvis logo is based on the tradition and heritage that have served Orvis for over 150 years. It reflects the simple, classic nature that embodied the original store when Charles F. Orvis created the company in 1856. It represents a level of taste that is found in our customers and exudes the quality they have come to trust over time.

The Orvis logo is composed of special lettering and must never be re-created, typed or re-drawn. Reproduce the logo only from authorized printed or electronic reproduction art. You may obtain this art from the Orvis Advertising Department or at our website www.orvis.com/branding.

To maintain its emphasis and presence, the logo must be surrounded by white (empty) space. In all instances, the logo must be positioned with at least the minimum amount of white space surrounding the logo which is equal to the cap height of the ‘V’ in Orvis as illustrated below.
**Logo Colors**

The selection and application of color are important in maintaining a uniform and consistent brand image. The primary color for the logo is Orvis Field Green (Pantone 575U). The drop shadow and tagline are set using Orvis Gray (Pantone Warm Gray 6U). Orvis Field Green is the preferred color when only one-color printing is available. The logo may be printed in black, using the black version of the logo, which includes the shadow and tagline set at 40% screen of black.

2-color logo in Orvis Field Green and Orvis Gray

One-color logo in Orvis Field Green

One-color logo in black
Corporate Colors
There are four colors that make up the Orvis corporate color palette. Orvis Field Green and Orvis Gray have been specified from Pantone PMS uncoated color chips. Orvis Stone and Khaki are custom color chips and will be provided by the Orvis Advertising Department. These chips are based on the closest possible ink match to Dur-O-Tone Newsprint White and Newsprint Aged, respectively, by French Paper Co.

<table>
<thead>
<tr>
<th>Color</th>
<th>White Stock:</th>
<th>White Stock:</th>
<th>Kraft:</th>
</tr>
</thead>
<tbody>
<tr>
<td>One-Color Printing</td>
<td>Orvis Field Green</td>
<td>Orvis Field Green</td>
<td>Orvis Field Green</td>
</tr>
<tr>
<td>Two-Color Printing</td>
<td>Orvis Field Green</td>
<td>Orvis Field Green</td>
<td>Orvis Field Green</td>
</tr>
<tr>
<td></td>
<td>Orvis Gray</td>
<td>Orvis Gray</td>
<td>Orvis Gray</td>
</tr>
<tr>
<td>Three-Color Printing</td>
<td>Orvis Field Green</td>
<td>Orvis Field Green</td>
<td>Orvis Khaki*</td>
</tr>
<tr>
<td></td>
<td>Orvis Gray</td>
<td>Orvis Gray</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Orvis Khaki**</td>
<td>Orvis Khaki*</td>
<td></td>
</tr>
<tr>
<td>Four-Color Printing</td>
<td>Orvis Field Green</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Orvis Gray</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Orvis Khaki</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Orvis Stone</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*When printing three colors on white stock, Orvis Khaki should be printed at 55% screen to match Orvis Stone, thus creating a 4-color effect.

**There is a special custom formulation to render Orvis Khaki color on the Newsprint White Substrate.
Large size usage
When using the Orvis logo in applications that are 1.5 inches and larger, the logo must be set with the drop shadow and “Sporting Traditions Since 1856” tagline. These large use logos are available from the Orvis Advertising Department, or at our website www.orvis.com/branding.

* In one color printing Orvis Field Green is always preferred. In cases where only black ink is available, such as newspaper advertisements, the one-color black version of the logo may be used. Never reverse the logo out of black.

Small size usage
When using the Orvis logo in applications that are between 1.5 and 1-inch widths, a smaller version of the logo must be used. The smaller logo is set without the drop shadow or “Sporting Traditions since 1856” tagline. The minimum use of the smaller logo is one inch in width. The small Orvis logo is a separate piece of art from the large use version and is available from the Orvis Advertising Department or at our website www.orvis.com/branding.

* In one color printing Orvis Field Green is always preferred. In cases where only black ink is available, such as newspaper advertisements, the one-color black version of the logo may be used. Never reverse the logo out of black.
Reversed Logos

The only color in which to reverse out the Orvis logo is Orvis Field Green. In this case, the lettering and the drop shadow must be reversed to white. Do not reverse the logo out of a photograph. In an instance where Orvis Field Green is not available, such as a black and white advertisement, a white band must be designed in which to place the logo with 1X space (with ‘X’ being the height of the ‘V’ in Orvis) above and below the logo and the white band running the width of the page.

The Romans had cheering throngs to welcome them home.
The Vikings, enormous fires.
The Brooklyn Dodgers, ticker tape parades.

We have dogs.
Financials
Soft Goods | Section 12

REFERENCES AND BALANCE SHEET

Failure to comply will result in chargebacks.
# Trade References

<table>
<thead>
<tr>
<th>Product/Service</th>
<th>Company</th>
<th>Tel</th>
<th>Fax</th>
<th>Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td>Catalog Printing</td>
<td>Quad Graphics</td>
<td>414-566-2125</td>
<td>414-566-9415</td>
<td>Mike Vechart</td>
</tr>
<tr>
<td>Clothing Items</td>
<td>Kazu Apparel Group</td>
<td>212-868-8383</td>
<td>212-239-1610</td>
<td>Martin Richter – Vice President</td>
</tr>
<tr>
<td>Clothing Items</td>
<td>Foxcroft Sportswear</td>
<td>212-328-1210</td>
<td>212-328-1230</td>
<td>Walter Bearden</td>
</tr>
<tr>
<td>Fishing/Outdoor</td>
<td>Scott Resources</td>
<td>415-296-7100</td>
<td>415-296-9718</td>
<td>Robert Scott – President</td>
</tr>
<tr>
<td>Gift/Home</td>
<td>Commonwealth Home Fashion</td>
<td>514-384-8290</td>
<td>514-963-8146</td>
<td>Barry Goodman</td>
</tr>
<tr>
<td>Advertising</td>
<td>Albany Times Union</td>
<td>518-454-5513</td>
<td>518-454-5410</td>
<td>Cathy Fleming</td>
</tr>
</tbody>
</table>

**OTHER DATA**

| Bank of America | Tel: 617-434-4647 |
| Credit Inquiries | |
| Account Officer: Michael Palmer | |
| 100 Federal Street | |
| MA 5100-0707 | |
| Boston, MA 02110 | |
| D-U-N-S Number | 00-207-5539 |
| The Orvis Company Inc. Federal I.D. | 03-0215459 |
The Orvis Company, Inc. & Subsidiary
Combined Balance Sheet
at September 28, 2007

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th></th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>$84,728,553</td>
<td>Current Liabilities</td>
<td>$58,167,577</td>
</tr>
<tr>
<td>Fixed Assets</td>
<td>$40,442,725</td>
<td>Long Term Liabilities</td>
<td>$23,097,740</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$1,573,841</td>
<td>Equity</td>
<td>$45,479,802</td>
</tr>
<tr>
<td>Total Assets</td>
<td>$126,745,119</td>
<td>Total Liabilities and Equities</td>
<td>$126,745,119</td>
</tr>
</tbody>
</table>

Net sales for the twelve-month period ending September 28, 2007, were $309,030,663.
REPORT OF INDEPENDENT CERTIFIED PUBLIC ACCOUNTANTS

Board of Directors
The Orvis Company, Inc. and Subsidiary

We have audited the accompanying consolidated balance sheets of The Orvis Company, Inc. and Subsidiary as of September 28, 2007 and September 29, 2006, and the related consolidated statements of earnings, retained earnings, comprehensive income and accumulated other comprehensive income (loss), and cash flows for the years then ended. These financial statements are the responsibility of the Company’s management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America as established by the Auditing Standards Board of the American Institute of Certified Public Accountants. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes consideration of internal control over financial reporting as a basis for designing audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company’s internal control over financial reporting. Accordingly, we express no such opinion. An audit also includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements, assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of The Orvis Company, Inc. and Subsidiary as of September 28, 2007 and September 29, 2006, and the results of their consolidated operations and cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Cleveland, Ohio
December 26, 2007

Grant Thornton LLP