FORM 8-K
$\qquad$

CURRENT REPORT
PURSUANT TO SECTION 13 OR 15(d) OF THE THE SECURITIES EXCHANGE ACT OF 1934

DATE OF REPORT (DATE OF EARLIEST EVENT REPORTED) February 5, 2004

NORDSTROM, INC.
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

| WASHINGTON | $001-15059$ | $91-0515058$ |
| :---: | :---: | ---: |
| (STATE OR OTHER JURISDICTION | (COMMISSION FILE | (I.R.S. EMPLOYER |
| OF INCORPORATION) | NUMBER) | IDENTIFICATION NO.) |

1617 SIXTH AVENUE, SEATTLE, WASHINGTON 98101 (ADDRESS OF PRINCIPAL EXECUTIVE OFFICES) (ZIP CODE)

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

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

ITEM 7. FINANCIAL STATEMENTS, PROFORMA FINANCIAL INFORMATION AND EXHIBITS
(C) EXHIBITS
99.1 Nordstrom January 2004 Preliminary Sales Release, dated February 5, 2004.

On February 5, 2004, Nordstrom, Inc. issued a press release announcing its preliminary January 2004 sales. A copy of this press release is attached as Exhibit 99.1.

## SIGNATURE

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

NORDSTROM, INC.

By: /s/ Michael G. Koppel

Michael G. Koppel
Executive Vice President and
Chief Financial Officer

SEATTLE - February 5, 2004 - Nordstrom, Inc. (NYSE: JWN) today reported preliminary sales of $\$ 355.3$ million for the four-week period ending January 31, 2004, an increase of 13.5 percent compared to sales of $\$ 313.2$ million for the four-week period ending February 1, 2003. Same-store sales increased 8.7 percent.

January same-store sales in full-line stores increased in all geographic regions and all merchandise categories except Women's Bridge and Kid's apparel.

Preliminary quarter-to-date sales of $\$ 1.9$ billion increased 11.8 percent compared to quarter-to-date 2002 sales of $\$ 1.7$ billion. Quarter-to-date samestore sales increased 8.5 percent.

Preliminary year-to-date sales of $\$ 6.5$ billion increased 8.5 percent compared to year-to-date 2002 sales of $\$ 6.0$ billion. Year-to-date same-store sales increased 4.3 percent.

## SALES RECORDING

To hear Nordstrom's prerecorded January sales message, please dial (402) 220-6036. This recording will be available for one week.

GAAP SALES PERFORMANCE
The additional information provided in this section is to comply with the Securities and Exchange Commission's Regulation G. The Company converted to a 4-5-4 Retail Calendar at the beginning of 2003. This change in the fiscal calendar has resulted in differences in the number of days included in the current period versus the same period in the prior year. Sales performance numbers included in this sales release have been calculated on a comparative 4-5-4 basis. The Company believes that adjusting for these differences provides a more comparable basis (4-5-4 vs. 4-5-4) from which to evaluate sales performance. The following reconciliation bridges 2002 GAAP sales to the 4-5-4 comparable sales.

Dollar \%
Change \%
Change Sales
Reconciliation
(\$M) January
2004 January
2003 Increase
Total Sales
Comp Sales --
--------- -
-----------
---------- -
--------- - -

Number of
Days GAAP 28
31 GAAP Sales $\$ 355.3$ \$345.1
\$10.2 3.0\%
(0.9\%) عـs

Jan. 1-4,
2003 sales -
(\$50.1) Plus
Feb. 1, 2003
sales
\$18.2
Reported-4-5-
4 sales
$\$ 355.3$ \$313.2
$\$ 42.1$ 13.5\%
8. $7 \%$
$=======-=$
5-======-4.
4-Adjusted Bays 2828

Change \%
Change Sales
Reconciliation
(\$M) QTD 2003
QTD 2002
Increase
Total Sales
Comp Sales --
------ -----
-- --------
----------
Number of
Bays GAAP 91
92 GAAP Sales
\$1,929.-
$\$ 1,750.6$
\$178.4-10. 2\% 7.0\% Less Nov. 1 2, 2002 sales (\$43.7) Plus Feb. 1, 2003 sales \$18.2
Reported 4-5
4 sales
$\$ 1,929.0$
$\$ 1,725.1$
\$203.9-11.8\%
$8.5 \%=====$
$======-4-5$
4 Adjusted
Bays 9191

Dollar \%
Change \%
Change Sales
Reconciliation
(\$M) FYE 2003
FYE 2002
Increase
Total Sales
Comp Sales --
------ ------
---------- -
Number of
Days GAAP 365
365 GAAP sales
\$6,488.3 $\$ 5,975.1$
\$513.2 8.6\% $4.1 \%$ Less
Feb. 1, 2003
(\$18.2)
Less Feb. 1
z, 2002 sales

- (\$30.9)

Plus Feb. 1,
2003 sales
$\$ 18.2$
Reported 4-5
4 sales
\$6,470.1
$\$ 5,962.4$
$\$ 507.7 \quad 8.5 \%$
$4.3 \%=======$
$=======-4-5$
4 Adjusted
Bays 364364
outstanding $8.95 \%$ senior notes scheduled to mature in 2005 . This will be a cash transaction that consists of $\$ 196.8$ million in principal, $\$ 7.3$ million in accrued interest and an estimated redemption cost of $\$ 20$ to $\$ 22$ million. This debt retirement will reduce on-going interest expense by approximately $\$ 17$ million annually and is expected to lower first quarter earnings per share by \$0. 08.

FUTURE REPORTING DATES
Nordstrom's financial release calendar for the next several months is provided in the table below.

| Fourth Quarter Earnings Release | Thurs., February 19, 2004 |
| :--- | :--- |
| February Sales Release | Thurs., March 4, 2004 |

Nordstrom, Inc. is one of the nation's leading fashion specialty retailers, with 148 US stores located in 27 states. Founded in 1901 as a shoe store in Seattle, today Nordstrom operates 92 full-line stores, 49 Nordstrom Racks, five Faconnable boutiques, one free-standing shoe store, and one clearance store. Nordstrom also operates 31 international Faconnable boutiques, primarily in Europe. Additionally, Nordstrom serves customers through its online presence at http://www. nordstrom.com and through its direct mail catalogs.

SALES
SUMMARY
(unaudited;
\$ in
millions)
Jan. Jan.
QTD QTD YTD
YTD 2004
20032003
20022003
2002---- -
-- ---- ----
---- ---
$\$ 355.3$
$\$ 313.2$
\$1,929.0
\$1,725.1
\$6,470.1
$\$ 5,962.4$
fotal sales
percentage
change 13.5\%
$5.3 \% 11.8 \%$
$6.8 \% ~ 8.5 \%$
6.0\% Same-
store sales
percentage
change 8.7\%
$0.8 \%-8.5 \%$
$1.5 \%-4.3 \%$
1.3\% Number
of stores
(as of Jan.
31, 2003)
Full line 92
88-Rack and
other 5655
International
Faconnable
boutiques 31
23
Fotal 179
166 Gross
square
footage
$19,138,000$
18,428,000

Investor Contact:
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Media Contact:
Shasha Richardson, 206-373-3038
information (as defined in the Private Securities Litigation Reform Act of 1995) that involves risks and uncertainties, including anticipated results, store openings and distribution channels, planned capital expenditures, and trends in company operations. Actual future results and trends may differ materially from historical results or current expectations depending upon factors including, but not limited to, the company's ability to predict fashion trends, consumer apparel buying patterns, the company's ability to control costs, weather conditions, hazards of nature such as earthquakes and floods, trends in personal bankruptcies and bad debt write-offs, changes in interest rates, employee relations, the company's ability to continue its expansion plans, and the impact of economic and competitive market forces, including the impact of terrorist activity or the impact of a war on the company, its customers and the retail industry. Our SEC reports may contain other information on these and other factors that could affect our financial results and cause actual results to differ materially from any forward-looking information we may provide.

