

To: Lowe's Vendor Partners

February 23, 2015

We are preparing for our second store opening of 2015. Store opening dates and merchandise arrival dates are now firm and we require you to be ready for the successful execution of your purchase orders to fill the new store. It is critical that these orders are shipped complete and on time for a successful entry into each new market.

Purchase Order Release: Direct to store purchase orders will start releasing the week of March 23rd, 2015. Product must arrive at the store on the specific date outlined on your purchase order. (Note: Stock product that arrives prior to 4/20/2015 will be rejected by the store and returned to the vendor)

New Store Vendor Compliance: Due to the strategic importance of New Store orders, Lowe's requires a **100% quantity fill rate and 100 % on time** compliance on all new store orders. Failure to do so will result in a fine equal to 10% of the invoice value of the product not shipped or late, minimum \$2,500.00 dollar fine per purchase order.

Store Details:

Store	Address
Store 3276 LOWE'S OF SAULT STE. MARIE Ontario	248 Northern Avenue Sault Ste. Marie, Ontario P6B 4H6

Please check with your team and ensure that there are no anticipated issues that will delay shipping. **If you foresee any issues please contact your Supply Chain Analyst directly for assistance.** We are ready and able to help your organization proactively resolve issues that may arise.

Sincerely,

Tony Tutolo
Head of Finance & Supply Chain

Igor Halencak
Head of Merchandising & Marketing