

To: Lowe's Vendor Partners

October 26, 2015

We are preparing for opening two stores by beginning of 2016. 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 November 17<sup>th</sup>, 2015. Product must arrive at the store on the specific date outlined on your purchase order; please ensure you plan accordingly for any Christmas Holiday closures as we cannot have any direct to store purchase orders arrive at the new store location after Christmas Break. (NOTE: purchase orders must not arrive early; as they will be rejected by the store and returned to the vendor at vendor's expense).

**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.**

**Store Details:**

<b>Store</b>	<b>Address</b>
Store 2971 LOWE'S OF ANCASTER	100 Portia Drive, Ancaster, ON, L9G 0G1
Store 3162 LOWE'S OF CENTRAL MISSISSAUGA	5348 Mavis Road, Mississauga, ON, L5V 0E1

Please check with your team and ensure that there are no anticipated issues that will delay shipping and also plan ahead to work around any holiday closure. **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,

Gregor Stuart  
VP Supply Chain

Igor Halencak  
Head of Merchandising & Marketing