

## LG Sourcing Glossary

Term	Definition
Actual Landed Cost	When the actual costs are received on the purchase order the ELCs (estimated landed costs) are actualized to ALC values
Actual Time of Arrival (ATA)	Actual Time of Arrival (ATA) – The specific time that a vessel (and the associated containers and Purchase Orders) physically arrives at the domestic (U.S.) port.
Address 1	Address line 1
Address 2	Address line 2
Advanced Shipping Notice (ASN)	Advanced Shipping Notice (ASN) – means shipping instructions from Lowe’s to Contractor or from Contractor to Lowe’s. The Lowe’s ASN provides specific information to Contractor on the Property in each inbound Container, including, but not limited to, the Purchase Order Number(s), the Item Number(s), and the Item Quantity(ies). The Contractor’s ASN provides specific information to Lowe’s on the Property located in each outbound Trailer, including, but not limited to, the Tracking Number(s); the Item Number(s), the Item Quantity(ies) and the Lowe’s Facility number. Shipping instructions will be delivered via EDI. If for any reason EDI is not functioning, fax, email or other method of documented communication may be used provided it is sent in accordance with SOP’s.
Advising Bank	Also known as a notifying bank; the Advising Bank advises the beneficiary that a financial instrument has been opened by an issuing bank. Normally used only for Letter of Credit vendors.
Available and Ready	Available and Ready – is the status of an import Container where the Contractor has all necessary information from Lowe’s to process the Container and that the Container can be moved from the domestic port to the Contractor’s Facility. To be considered “Available and Ready”, both parties agree that the following must apply: a) The Contractor has successfully received Lowe’s EDI 862 Allocation and EDI 856 ASN for the Container and its associated Purchase Order and items, and both the EDI 862 and 856 are complete and accurate; b) The Container has cleared Customs, and there are no other governmental, port, ocean Carrier, or customer holds on the Container; The Container is not in a closed area of the port; The Container does not have a seal discrepancy; The ocean Carrier has enough chassis to mount the Container; The Container and its chassis are safe for transport, and do not require maintenance and repair (“M & R”);The ocean terminal has no gate, computer, safety, congestion, stop work, or other problems that prevent the Contractor from picking up the Container at the ocean terminal; and The Container has no other holds placed on it after it has been pulled from the ocean terminal;
Beneficiary	The individual or entity receiving the funds transfer.
Bill of Lading (BOL)	Bill of Lading (BOL) – A document issued by a carrier to a shipper, signed by the captain, agent, or owner of a vessel, furnishing written evidence regarding receipt of the goods (cargo), the conditions on which transportation is made (contract of carriage), and the engagement to deliver goods at the prescribed port of destination to the lawful holder of the bill of lading.
Blended Load	Blended Load – means a combination of palletized freight and cartonized freight and/or heavyweight freight and lightweight freight on the same outbound domestic trailer to optimize the trailer cube and weight utilization.
Breakbulk Point	Breakbulk Point – means the first time the Container seal is broken, other than by a government official, and the Container is opened, and packaged cargo is unloaded from a Container for distribution.
Business Day	Business Day – means any of Monday, Tuesday, Wednesday, Thursday Friday, Saturday or Sunday excluding Thanksgiving Day and Christmas Day.
Calculation of Claims Value for Shortage and Damage Claims	Calculation of Claims Value for Shortage and Damage Claims – means the monetary loss of Shortage and Damage claims will be calculated at Total Landed Cost of Goods.
CAP	Corrective Action Plan - vendor creates this plan to address issues found during the Factory Certification process.
Carrier	Carrier – is term used for either (i) the steam ship line(s) that transports import Containers from a foreign port to a final domestic destination (port, Lowe’s Facility, etc.), or (ii) a domestic trucking company that transports domestic, over the road trailers from an origin location to a destination location (example: from Contractor’s Facility to a Lowe’s Regional Distribution Center).
Chinese Address	In Chinese characters, the place where a person or organization can be found or communicated with .
Chinese Name	In Chinese characters, the company name of where a person or the organization can be found or communicated with .
CIF or Cost Insurance Freight	The vendor has taken care of the costs of merchandise, insurance to cover any potential losses and freight to a named point. Customs clearance in the country of import is a point that must be negotiated between the two parties. Currently, Lowe’s does not have any vendors that ship under these terms because of a lack of control and visibility to the merchandise.
City	A large and densely populated urban area.
COA	Confidentiality & Ownership Agreement
Container	Container – means a reusable, rigid exterior “box” in which Property is transported by air, vessel, truck or rail and the chassis on which it sets.

## LG Sourcing Glossary

Term	Definition
Damage Allowance	Damage Allowance – means the total monetary value of Claims for Property which is not delivered as a complete new product and for which the Contractor will not be charged. Contractor shall be fully liable and shall reimburse Lowe’s for the total monetary value (which shall be at Lowe’s Landed Cost) of all Claims over the designated Damage Allowance.
Damage Claim	Damage Claim – means the monetary loss associated with Property that is not delivered, complete and intact and cannot be offered for sale to a consumer at Landed Cost.
Demurrage	Demurrage – means a charge for the failure to remove Containers/cargo from a terminal, rail or port, within the free time allowed by contract.
DIRECT VENDOR	Direct Import Vendor, generally where a Lowe’s Global Sourcing (LGS) Office supports import processes.
Diversion	Diversion – Method used by Lowe’s to alter a container’s final destination. Usually occurs any time from when the Purchase Order is in a "shipped" import status until the container is received.
Documentation Contact	The individual responsible for preparing the documents for customs clearance and presentation to the bank for payment. The bank emails the financial instruments to this contact and any requests for missing documents, etc... would be directed to this individual. Documentation Contacts are stored in the TSS Ship From Party Information screen > Associations > Address Information.
Drayage	Drayage – means the trucking of ocean Containers from either a port, terminal or rail head by a contracted third party to the Transload facility.
Drayman	Drayman – The name given to the driver a truck hauling laden or empty import containers from a port/rail terminal to an inland facility or vice versa.
Effective Date	Effective Date – means the date the applicable document is signed by Lowe’s.
Electronic Data Interchange (EDI)	Electronic Data Interchange (EDI) – means the electronic communication of business transactions and the supporting data, such as orders, confirmations and invoices, between the Contractor and Lowe’s, the Contractor and any third party, or Lowe’s and any third party.
Email	Electronic mail
Estimated Landed Cost (ELC)	Cost components that make up the item's final cost on the purchase order
Estimated Time of Arrival (ETA)	Estimated Time of Arrival (ETA) – The anticipated time that a vessel (and the associated containers and Purchase Orders) is predicted to physically arrive at the domestic (U.S.) port.
EXW or EX-WORKS	This can be loaded or unloaded merchandise at the factory door so this must be negotiated between the parties. Otherwise, the buyer arranges for transportation for merchandise to be picked up at the factory and for foreign customs to be cleared. Currently, only 1 vendor fits in this scenario.
Factory	Location of manufacturing. Factory Primary id is the master Party record that will update other associated Factory Party ids (could be the same location as the Primary Factory, but different id associated with it to make a unique home office to factory party relation). Primary Factory Party is where "Primary Factory?" = Yes. This TSS Party Id controls updates of other Factories Party Ids where it is listed as the "Related Primary Factory ID." A "Primary Factory" can only be associated with 1 Home Office Party Id.
FID (Factory Id)	A unique Lowe’s-specific factory identification id used by LGS QA.
Fiscal Year	Fiscal Year – means the financial year, as may be defined or changed by Lowe’s from time to time. Currently, Lowe’s Fiscal Year runs from February 1 to January 31.
Flip Flopped Container	Flip Flopped Container – Term used to refer to a container that has merchandise on the purchase order which matches the contents of another container.
Fumigant	Fumigant – a product (usually methyl bromide) used by a vendor exporting product which, when activated, kills pests which have been resident in the Lowe’s property prior to loading. This does not include product fumigated prior to loading (ex. Rugs made of organic material)
General Order	General Order - Act taken by the U.S. Government to seize goods that have been held in U.S. Customs greater than 15 days.
Global Exchange Services (GXS)	Global Exchange Services (GXS) – A third-party systems application and service provider Lowe’s uses to track inbound import visibility and process import information such as ASN’s, Ocean Carrier information, etc.
Heavy Weight Containers	Heavy Weight Containers – Containers shipped by a Lowe’s Import Vendor to the Transload Distribution Center(s) that contain property whose weight, when combined with the weight of the transportation equipment, exceeds the legal over-the-road weight limit for standard over the road equipment (container and chassis) classification in that Transload Distribution Center’s local legal jurisdiction. A heavy weight container can be legally transported using special equipment maintained and operated by, and special permitting obtained by, the Transload 3PL Provider.
Home Office	Home Office or HO .generally the main office where factory and ship from locations report to. In the Vendor System, a Home Office VBU acts as a parent to children Ship From, Remit To VBUs.
Import Status	The state or condition of the product movement on the purchase order, which is system-updated based on user-defined status update rules. Examples of import status include the following: 1. Inspection Scheduled2. Inspection Passed/Failed3. LC/OA Issued4. Ingate to shipping terminal5. Delivery to consolidator6. Pre-Advice received7. PO Shipped8. ASN issued9. Customs Cleared10. Port arrival11. Dispatched-Drayman12. Dispatched-Dray to Trucker13. Ingate to final destination14. Landed15. Outgate from final destination16. Ingate at port

## LG Sourcing Glossary

Term	Definition
INDIRECT VENDOR	Indirect Import Vendor, generally where a Lowe's Global Sourcing (LGS) Office DOES NOT support import processes (except for Factory processes).
IOS	Internationally Office Supported Vendor
Lowe's	Lowe's – means L G Sourcing, Inc. and its parent company, its parent company's subsidiaries and divisions, its Affiliates and the respective officers, directors, employees, agents, contractors, subcontractors, assigns and successors of the respective companies.
MSBA	Master Standard Buying Agreement
MID	Manufacturer Identification assigned by the Import Administrator for the US customs to identify the manufacturers.
Mini-landbridge	Mini-landbridge – Rail intermodal transportation of a container from a domestic port to a rail head in close proximity to a Transload Distribution Center or other Lowe's Facility.
NIOS	Non-International Office Supported Vendor
NOT APPLICABLE	In TSS as a Party Id Type, it generally indicates a domestic vendor (because TSS is integrated with all Vendor System records, Domestic, Direct Import Vendor, or Indirect Import Vendor.
Notice of Claims	Notice of Claims – means the written notice of damage or shortage of Property. The written notice may be made by (a) mail, facsimile, EDI transmission or Internet E-mail and/or; (b) Contractor's receipt and/or sale of damaged or rejected goods with knowledge of facts sufficient to identify the shipment and the Claim.
Other Government Agency (OGA) Hold	Other Government Agency (OGA) Hold – This is a hold put on a container in route to a Transload facility by any U.S. government agency other than US Customs and Border Patrol.
Overage, Shortage and Damage (OS&D)	Overage, Shortage and Damage (OS&D) – is the term used when the Container contents do not match the amounts shown on the shipping documents. If the Container contents exceed the amount of the shipping documents, an overage occurs. If the Container contents are less than the amount shown on the shipping documents, a shortage occurs. If the Property does not arrive complete and intact suitable for sale to consumers at full retail value, the Property is considered damaged.
Overweight	Overweight – Federal, state and local laws establish the maximum over-the-road gross vehicular or axle weights for Containers travelling over specific roads. If a Container travels on a road and exceeds the maximum weight established for the road on which it is travelling, the Container will be overweight.
Parties	TSS application term. Used to identify external groups, i.e. vendor, bank,, that interact or have some relationship or bearing on TSS transactions
Party ID	A unique alpha-numeric identifier in TradeStone Software; most commonly to a Home Office, Ship From, or a Factory Party Type. Vendor Buying Unit (VBU) numbers are associated with Home Office and Ship From Party Id types.
Per Diem	Per Diem – means a charge for failure to return a Container/trailer to a terminal (rail or port) within the free time allowed by contract.
Phone, Company	Phone number for general inquiries to the company.
Phone, Contact (Primary)	Phone number for the TradeStone Software primary contact information user name.
PIP	Performance Improvement Plan - created by the vendor in response to a failed Supply Chain Security Audit
Postal Code	Zip code.
Property	Property - means the cargo and any Container, pallet, or case, carton, merchandise or other item that Contractor retrieves at the port of entry for Lowe's and delivers to Contractor's Facility for deconsolidation, consolidation and distribution to a Lowe's Facility.
Purchase Order	A merchandising sales contract between Lowe's and a seller detailing the exact merchandise to be rendered from a single vendor. It specifies payment terms, delivery dates, item identification, quantities, shipping terms and all other obligations and conditions
Purchase Order Status	The PO status represents the state or condition of the purchase order contract. which is system-updated based on user-defined status update rules. Examples of PO status include the following: Work Order, Collaborate, Approved, Rejected, Cancelled, Received, Closed, 'LRS Released', Holding
Purchase Order Type	The PO Type represents the specific characteristic of the purchase order contract. The PO type is user defined and enables which data fields are available for PO creation. Examples of PO type include the following:1. OXD: Opportunistic Cross Dock, 2. VPXD: Vendor Prepared Cross Dock, 3. 1XD: 100% cross dock4. Store Direct: Order delivered directly from vendor to store

## LG Sourcing Glossary

Term	Definition
Query	<p>Queries are available on each user's TradeStone dashboard. Queries are on-demand informational requests, updated immediately after data within TradeStone is modified.</p> <p>There are 2 types of Queries within TSS:</p> <p>1) <b>Query Reports will be used:</b></p> <ul style="list-style-type: none"> <li>o Information</li> <li>o Project roll-ups</li> <li>o "Reports" – information from the system for review (projects, number of accepted items, number of rejected items, etc.). This is a Lowe's term</li> </ul> <p>2) <b>Query Tasks is a term to be used for the following:</b></p> <ul style="list-style-type: none"> <li>o User's "To Do" activities</li> <li>o Daily updates that require action</li> <li>o A true list of what is needed from this User in a given time period</li> </ul>
RD	RD – Lowe's Replenishment Director
RM	RM – Lowe's Replenishment Manager
RS/SRS	RS/SRS – Lowe's Replenishment Specialist / Senior Replenishment Specialist - the individual(s) in a product group team responsible for placing orders for product into the TDCs and RDCs.
Sealed Container	Sealed Container – means a Container that arrives from Customs with its fastening mechanism intact or if opened by Customs or other governmental agency, the new documented fastening mechanism intact.
Ship From	Ship From Party Type associated with Home Office and a Primary Shipping Port (additional ports can be listed in Association Doc&Cond Ports). Each Home Office will have at least one Full Container (FC) SF Party Id and possibly a Consolidator SF Party Id.
Shrinkage Allowance	Shrinkage Allowance – means the total monetary value of Claims for stolen, lost or destroyed Property for which the Contractor will not be charged. Contractor shall be fully liable and shall reimburse Lowe's for the total monetary value (which shall be at Lowe's Landed Cost) of all Claims over the designated Shrinkage Allowance.
Shrinkage/Shortage Claim	Shrinkage/Shortage Claim – means the monetary loss associated with Property that is lost, stolen or destroyed.
Skip Lot	<p>After each pre-shipment inspection LGS QA inputs the following data to the database: Vendor, Factory, Inspection Date, Item #, Inspection Sample Qty., Defective Qty., etc.</p> <p>LGS QA analyzes the data once a month and obtain the defective rate by each vendor and category for the past few months history, then select the vendors have low defective rate that can meet the skip lot requirement. QA will prepare a skip lot vendor list every month, the list will have new comers, and some vendors may be removed base on the performance.</p> <p>For the skip lot vendors in the list, LGS QA has the option of no inspection for 3 out of 4 consecutive inspections. Vendors will be informed which inspection are skipped and the goods can be shipped without inspection. In case the skip lot vendor has rejection it will be removed from the list immediately, so the skip lot list will be updated from time to time.</p>
SKU Number	SKU Number – The unique item number Lowe's assigns to an individual vendor item.
Smart Form	Smart Form – A web based form in GXS that allows a Lowe's Import Vendor to enter ASN information to be submitted to GXS and transmitted from GXS to Lowe's via EDI.
Standard Operating Procedures (SOP)	Standard Operating Procedures (SOP) – means the standard operating procedures mutually agreed to by both parties, as may be amended from time to time.
Status	In TradeStone Software, the status indicates the position of the Party, Project, Item, or Offer in the workflow. See the 'Status QRG' for more details.
Town	Generally used by some Chinese Factory Party Ids.
Trans Mode	Transportation Mode of either ocean, land, or air. For land, JDA transportation optimization would be either truck or rail. For this reason, for those import vendors that utilize land, 2 Ship From VBUs should be created in the Vendor System. Trans Mode is updated in TSS.
Type	A Vendor System classification of 1 of 3: 1) NOT APPLICABLE (domestic vendor), 2) DIRECT VENDOR, or 3) INDIRECT VENDOR
Update Date	Date the last change was applied to the record.
Update ID	Unique user id of the individual that made the last update. For internal TSS users, this is their active directory login id. For external TSS users, this id is the user's unique LowesLink® digital certificate id.
VIW	Vendor Information Worksheet - a formerly used data gather tool that has been updated to become part of the LGS Vendor Workbook - see <a href="http://www.loweslink.com/llmain/pubdocuments/lgsVendorWorkbook.xlt">http://www.loweslink.com/llmain/pubdocuments/lgsVendorWorkbook.xlt</a>
VSS	Vendor Setup Sheet - a tab in the LGS Vendor Workbook used to gather Home Office and Ship From information from import vendors. See the URL <a href="http://www.loweslink.com/llmain/pubdocuments/lgsVendorWorkbook.xlt">http://www.loweslink.com/llmain/pubdocuments/lgsVendorWorkbook.xlt</a>
Website	Company world wide web URL or universal resource locator id.
Zone	In India, NORTH or SOUTH. In Asia, a geographic grouping of factories.

## LG Sourcing Glossary

Term	Definition
Z score	A Lowe's logistics rating
<p>Disclaimer: All of the information related to the TradeStone system is proprietary to Lowe's Companies, Inc. and/or one or more of its wholly owned subsidiaries (collectively "Lowe's"). You agree to protect the proprietary information, but in no event, less than a commercially reasonable degree of care. You shall not reproduce, copy, disclose or use the this proprietary information in anyway except for the benefit of Lowe's nor shall you reproduce, copy or disclose the proprietary information to any third party or permit any third party to use the proprietary information. If you become aware of any unauthorized use of this information, you must immediately notify Lowe's in writing. LowesLink® is a registered trademark of LF, LLC. All Rights Reserved.</p>	
<p>Questions? Please email: <a href="mailto:TradeStone@Lowe.com">TradeStone@Lowe.com</a> Version 20101011 SharePoint File Name lgsGlossary.xlsx</p>	