



1000 Lowe's Blvd
 Mooresville, NC. 28117
 Phone: 704-758-1000
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July 5, 2010

RE: Proprietary Brand "After Sales Customer Support (ASCS)" Replacement Part Shipment Protocol

Dear Lowe's Private Label Product Supplier:

Please be advised of the following changes to the shipment of replacement parts direct to MSG and/or Archway, Lowe's third party ASCS Providers:

Vendor Import Shipment Protocol (Vendor *without* a US Presence)

- a. Vendors **without** a US Presence must first be confirmed as such by the LGS International Logistics Specialist prior to proceeding with the incoterms DDU/Deliver Duty Unpaid.
- b. The LGS International Logistics Specialist will contact the vendor with the details regarding parts orders and provide vendor with the PO.
- c. The LGS International Logistics Specialist will inform the vendor that **UPS is required as the Forwarder / Consolidator for the parts shipments and notify UPS-SCS of pending PO's.**
- d. **Lowe's has special rates set up with UPS-SCS for ASCS moves. Vendor shipping without a US presence are allowed to use Lowe's special rates. It is the responsibility of the vendor to inform UPS-SCS that the shipment should move at Lowe's ASCS rates.**
- e. **UPS-SCS (Supply Chain Solutions) will contact each product vendor to arrange proper forwarding and 10+2 submission services. Once these arrangements have been made, the vendor will contact UPS-SCS for every spare parts shipment in order to ship product. UPS (as Forwarder) will file the ISF.**
- f. **LG Sourcing, Inc. will be the consignee and UPS-SCS Savannah as the "Notify Party" with the ASCS provider as the "Deliver To." The IOR and Notify Party will be listed on the paperwork.**
- g. **Product vendor is responsible for paying all freight and delivery charges to ship from the manufacturing plant to the consignee's door.**
 - i. **LG Sourcing would be the Importer of Record (IOR).**
 - ii. **UPS would manage and file the ISF 10+2 paperwork**
 - iii. **Shipments will be delivered directly to ASCS provider once cleared through customs.**
- h. The LGS International Logistics Specialist will notify all parties of shipment timing, status, and coordination.

We thank you in advance for your support of Lowe's ASCS initiative for private branded products. If you have any questions, please contact the Lowe's International Logistics Specialist at the LGSourcing offices.

Sincerely,

Michael G. Eagal
Product Development and Global Sourcing
Lowe's Companies, Inc.