

To: Lowe's Vendor Partners
Re: New Store Opening Dates & Requirements

November 7, 2011

The next new store opening for 2011 has arrived. Store opening dates and merchandise arrival dates are now locked in and we expect you to begin preparing for successful execution of your new store purchase orders. It is critical that these new store orders are shipped complete and on time for a successful entry into each of these new markets.

New Store Vendor Compliance: Due to the strategic importance of New Store orders, a 100% quantity fill rate and 100 % on time is essential and required. 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

Purchase Order Release:

Store 3066, Lowe's of Sarnia: Your purchase orders for the next new store of 2011 will be issued the week of November 15th.

Store 3092, Lowe's of Niagara Falls: Your purchase orders for the next new store of 2011 will be issued the week of November 22nd.

RDC 1469 DELIVERY:

Product Arrival Requirements: Product must arrive at our **RDC 1469** on the specific date outlined on your purchase order.

The next new store opening for 2011 is:

Store Location	Address
Store 3066 LOWE'S OF SARNIA, ON	1390 QUINN DRIVE SARNIA, ON N7S 6M8
Lowe's 3092 LOWE'S OF NIAGARA FALLS, ON	7959 MCLEOD TRAIL NIAGARA FALLS, ON L2H 0G5

DIRECT TO STORE DELIVERY:

Product Arrival Requirements: Product must arrive at store on the specific date outlined on your purchase order. In order to assist with planning, the dates are outlined in the attached product arrival schedule. These dates range from November 29th to December 19th for Store 3066, Lowe's of Sarnia and December 6th to January 3rd for Store 3092, Lowe's of Niagara Falls.

Specific dates by department are outlined in the attached arrival calendar and are dependent on the store department.

Direct to Store Delivery: Initial POs for new stores will be issued to you as store direct POs regardless of how your existing or replenishment orders are created. This requirement will ensure effective freight flow and stocking at the store. These orders may not meet your minimum order quantity, but we ask that an exception be made due to their importance.

The next new store opening for 2011 is:

Store Location	Address	Mass Receiving Starts
Store 3066 LOWE'S OF SARNIA, ON	1390 QUINN DRIVE SARNIA, ON N7S 6M8	November 29 th , 2011
Lowe's 3092 LOWE'S OF NIAGARA FALLS, ON	7959 MCLEOD TRAIL NIAGARA FALLS, ON L2H 0G5	December 6 th , 2011

Please check with your team with vigorous intensity and ensure that there are no issues that will delay shipping. **If there are issues, or if you have any uncertainty whatsoever, please contact your Supply Chain Analyst directly for assistance.** We are ready and able to help your organization resolve any issues that may arise. We can assist only if we know what obstacles you may be encountering.

We have only one chance to have a successful grand opening, and as a team, we can make it happen!

Sincerely,

Cliff Pike
VP, Supply Chain

Bob Sherwood
VP, Merchandising

	Store: 3066 Sarnia, ON	
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Vendor Direct Product Arrival Schedule			10/28/2011
Category Type	Category #	Category Description	Arrival Date
MDV	39	FASHION ELECTRICAL	Tuesday, November 29, 2011
MDV	23	PAINT	Tuesday, November 29, 2011
MDV	34	FLOORING	Tuesday, November 29, 2011
MDV	24	HOME FASHIONS, STORAGE & CLEANING	Tuesday, November 29, 2011
MDV	28	FASHION PLUMBING	Tuesday, November 29, 2011
MDV	21	TOOLS	Wednesday, November 30, 2011
MDV	20	MILLWORK	Wednesday, November 30, 2011
MDV	22	ROUGH PLUMBING	Wednesday, November 30, 2011
MDV	27	LUMBER	Wednesday, November 30, 2011
MDV	30	BUILDING MATERIALS	Wednesday, November 30, 2011

MDV	32	MILLWORK SHOPS	Wednesday, November 30, 2011
MDV	33	HARDWARE	Wednesday, November 30, 2011
SDV	135	WINDOWS , PATIO DOORS, SKYLIGHTS	Thursday, December 01, 2011
SDV	128	ENTRY & INTERIOR DOORS	Thursday, December 01, 2011
SDV	122	MOULDING/SPEC. MLWK/WALL PANELS	Monday, December 05, 2011
MDV	42	LAWN & LANDSCAPE PRODUCTS	Tuesday, December 06, 2011
MDV	26	SEASONAL LIVING	Tuesday, December 06, 2011
MDV	31	CABINETS & COUNTERTOPS	Tuesday, December 06, 2011
PGRP	31000	CARPET	Tuesday, December 06, 2011
SDV	140	FENCING	Tuesday, December 06, 2011
SDV	162	TREATED LUMBER	Tuesday, December 06, 2011
SDV	178	OUTDOOR FASHIONS	Tuesday, December 06, 2011
MDV	37	APPLIANCES	Wednesday, December 07, 2011
SDV	147	CEMENT/SP METALS/ASPHALT COATINGS	Thursday, December 08, 2011
SDV	102	GYPSUM AND CEILINGS	Thursday, December 08, 2011
PGRP	510320	INSULATION	Friday, December 09, 2011
SDV	103	ROOFING/INSULATION/VENTILATORS	Friday, December 09, 2011
ASRT	26859	MAPS	Monday, December 12, 2011
ASRT	16457	LOWES BOOKS	Monday, December 12, 2011
ASRT	16456	PAY ON SCAN MAGAZINES	Monday, December 12, 2011
ASRT	16430	PAINT & DECORATING BOOKS	Monday, December 12, 2011
ASRT	26887	READING GLASSES	Monday, December 12, 2011
ASRT	16428	MAGAZINES	Monday, December 12, 2011
MDV	25	NURSERY	Thursday, December 15, 2011
ASRT	28164	COLD/SINGLE SERVE CARBONATED DRINKS	Monday, December 19, 2011

The above information is used for all Direct Shipments to the store. If items on a suggested or manual order are in more than one of the categories, use the merchandise arrival date for the earliest category.



Store: 3092 Niagara Falls, ON



Vendor Direct Product Arrival Schedule			10/10/2011
Category Type	Category #	Category Description	Arrival Date
MDV	39	ROUGH ELECTRICAL	Tuesday, December 06, 2011
MDV	23	PAINT	Tuesday, December 06, 2011
MDV	34	FLOORING	Tuesday, December 06, 2011
MDV	24	HOME FASHIONS, STORAGE & CLEANING	Tuesday, December 06, 2011
MDV	28	FASHION PLUMBING	Tuesday, December 06, 2011
MDV	29	LIGHTING	Tuesday, December 06, 2011
MDV	21	TOOLS	Wednesday, December 07, 2011
MDV	20	MILLWORK	Wednesday, December 07, 2011
MDV	22	ROUGH PLUMBING	Wednesday, December 07, 2011
MDV	27	LUMBER	Wednesday, December 07, 2011
MDV	30	BUILDING MATERIALS	Wednesday, December 07, 2011
MDV	32	MILLWORK SHOPS	Wednesday, December 07, 2011
MDV	33	HARDWARE	Wednesday, December 07, 2011
SDV	135	WINDOWS	Thursday, December 08, 2011
SDV	128	ENTRY & PATIO DOORS	Thursday, December 08, 2011
SDV	122	MOULDING/SPEC. MLWK/WALL PANELS	Monday, December 12, 2011
MDV	42	LAWN & LANDSCAPE PRODUCTS	Tuesday, December 13, 2011
MDV	36	OUTDOOR POWER EQUIPMENT	Tuesday, December 13, 2011
MDV	26	SEASONAL LIVING	Tuesday, December 13, 2011
MDV	31	CABINETS & COUNTERTOPS	Tuesday, December 13, 2011
PGRP	31000	CARPET	Tuesday, December 13, 2011
SDV	140	FENCING	Tuesday, December 13, 2011
SDV	162	TREATED LUMBER	Tuesday, December 13, 2011
SDV	178	OUTDOOR FASHIONS	Tuesday, December 13, 2011
MDV	37	APPLIANCES	Wednesday, December 14, 2011

SDV	147	CEMENT/SP METALS/ASPHALT COATINGS	Thursday, December 15, 2011
SDV	102	GYP SUM AND CEILINGS	Thursday, December 15, 2011
PGRP	510320	INSULATION	Friday, December 16, 2011
SDV	103	ROOFING/INSULATION/VENTILATORS	Friday, December 16, 2011
ASRT	26859	MAPS	Monday, December 19, 2011
ASRT	16457	LOWES BOOKS	Monday, December 19, 2011
ASRT	16456	PAY ON SCAN MAGAZINES	Monday, December 19, 2011
ASRT	16430	PAINT & DECORATING BOOKS	Monday, December 19, 2011
ASRT	26887	LOWE'S CUSTOM DVDS	Monday, December 19, 2011
ASRT	16428	MAGAZINES	Monday, December 19, 2011
MDV	25	NURSERY	Thursday, December 22, 2011
ASRT	28164	COLD/SINGLE SERVE CARBONATED DRINKS	Tuesday, January 03, 2012

The above information is used for all Direct Shipments to the store. If items on a suggested or manual order are in more than one of the categories, use the merchandise arrival date for the earliest category.