

Lowe's New Item Setup

Vendor Training Guide

PCM Vision

Product Information

- Core Attributes / Item Set-Up Information
- Product-Specific Selling Attributes
- Standard Images
- Logos
- User Guides (Energy Star, Installation, etc.)
- Advertising Images
- POG Images
- Costs
- Hazmat Information
- Wood Sourcing Information
- Tax Codes
- Source Tagging Information
- Market Specificity Information
- Etc.



PCM
(Repository for
All Product
Content; Portal
for All Review
and Approval)

End Users

- Planogramming
- Advertising
- Lowes.com
- In-Store Selling Tools
- Accounting / Finance
- Quality Assurance
- In-Store Displays
- On-Demand Signage
- Supply Chain
- Loss Prevention
- Store Training
- Etc.

PCM will be much more than just item set-up and selling attributes. PCM will help multiple groups within Lowe's better meet their product information needs, saving both money and time for Lowe's and our vendor partners.

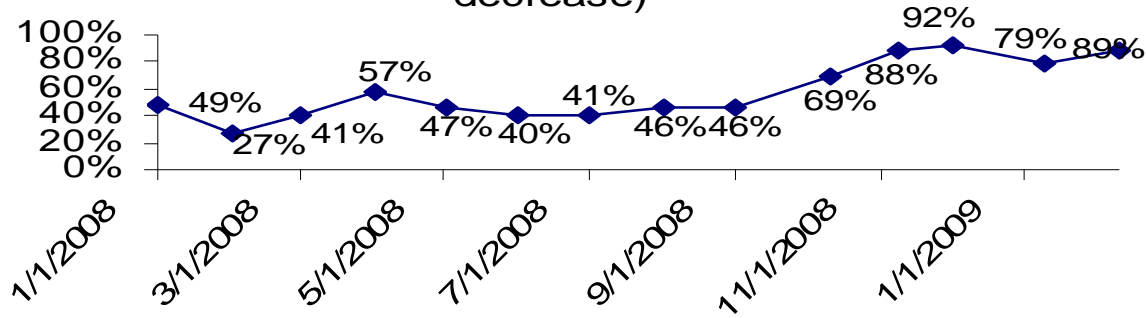
2008 Results.....

PCMC Final Performance 2008		1st Quarter Performance			2nd Quarter Performance			3rd Quarter Performance			4th Quarter Performance			% YTD Per Division		
Division Number	Division Name	% 1st QTR <7 Days	% 1st QTR <14 Days	Total 1st Quarter	% 2nd QTR <7 Days	% 2nd QTR <14 Days	Total 2nd Quarter	% 3rd QTR <7 Days	% 3rd QTR <14 Days	Total 3rd Quarter	% 4th QTR <7 Days	% 4th QTR <14 Days	Total 4th Quarter	% < 7 Days YTD	% < 14 Days YTD	# Total Publications YTD
20	MILLWORK	64.29%	67.86%	112	19.43%	90.81%	283	71.14%	83.89%	149	88.98%	91.73%	254	57.52%	86.59%	798
21	TOOLS	41.23%	62.28%	228	50.74%	69.06%	404	75.08%	85.25%	305	57.14%	82.86%	105	56.43%	73.70%	1042
22	ROUGH PLUMBING	36.56%	57.71%	681	58.01%	75.09%	281	62.06%	84.45%	688	87.73%	92.16%	587	60.53%	77.16%	2237
23	PAINT	46.58%	67.08%	322	32.88%	67.65%	371	55.50%	79.46%	409	78.05%	94.77%	287	52.05%	76.60%	1389
24	WINDOWS & WALLS						32	66.75%	88.22%	382	98.38%	99.41%	681	84.47%	92.60%	1095
25	NURSERY	50.08%	69.92%	665	39.98%	72.89%	863	59.14%	80.41%	536	64.69%	93.37%	2113	56.55%	83.74%	4177
26	SEASONAL LIVING	16.01%	80.97%	431	28.30%	44.03%	318	25.68%	36.07%	366	88.79%	96.78%	2488	68.33%	84.07%	3603
27	LUMBER	26.89%	43.31%	792	53.55%	72.59%	394	56.86%	76.80%	306	86.83%	97.75%	843	56.93%	72.26%	2336
28	FASHION PLUMBING	49.43%	62.84%	261	44.64%	61.61%	112	62.47%	87.89%	834	98.91%	99.66%	5592	91.65%	96.18%	6799
29	LIGHTING	32.04%	48.06%	774	24.70%	65.67%	903	75.14%	85.58%	527	93.04%	95.22%	690	50.65%	69.62%	2979
30	BUILDING MATERIALS	45.83%	52.86%	611	11.13%	82.11%	710	42.54%	93.28%	134	85.29%	99.40%	999	51.67%	82.48%	2454
31	CABINETS & COUNTERTOPS			5		27.59%	29	74.81%	93.28%	655	77.55%	90.31%	196	72.54%	89.94%	885
99	COMPANY TOTAL	39.23%	58.96%	5792	34.53%	69.20%	5598	60.97%	80.96%	7090	86.91%	96.42%	18516	66.41%	83.28%	37110

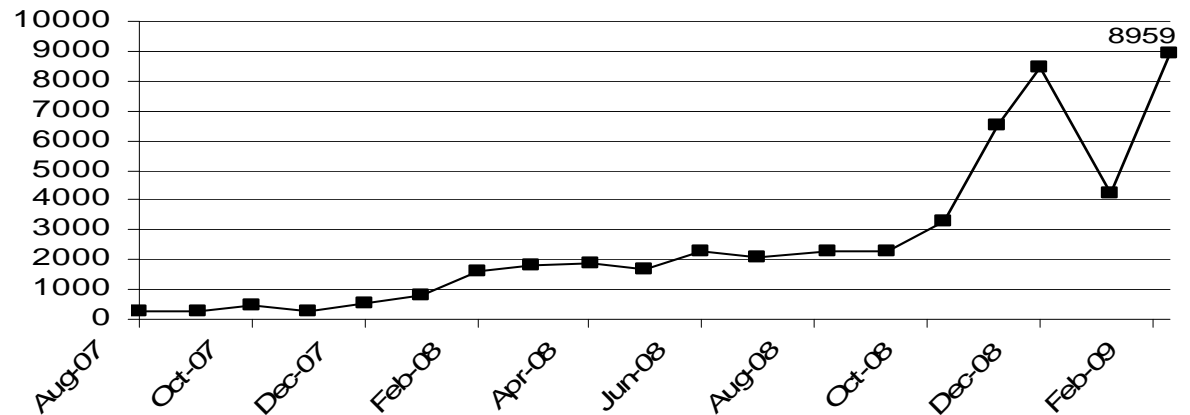
2008 Results.....

PCM - % Items Published <=7 Days (by month)

(note: as old items are cleaned up, % may decrease)



PCM - # New Item Publications (by month)
(500 / month a year ago, 4000 - 9000 / month now)



Current Publishing Trends.....

PCM - Avg Days to Publish in Calendar Days (as of 3/9)			
Merch Division	Publish (last 30)	Publish (last 60)	Publish (last 90)
FLOORING	0.18	1.09	1.25
HOME ORGANIZATION	0.28	1.92	2.60
WINDOWS & WALLS	0.38	0.41	0.43
LIGHTING	0.85	2.81	2.77
FASHION PLUMBING	0.88	1.96	2.41
TOOLS	0.91	5.81	6.84
LUMBER	0.95	4.61	4.69
NURSERY	1.25	3.63	4.13
PAINT	1.32	2.63	3.91
SEASONAL LIVING	1.67	1.74	1.03
HOME ENVIRONMENT	1.73	1.00	2.53
LAWN & LANDSCAPE PR	2.00	4.88	7.66
ROUGH PLUMBING	2.13	3.76	10.11
BUILDING MATERIALS	2.37	0.58	0.84
OUTDOOR POWER EQU	2.93	3.79	4.16
MILLWORK	4.06	4.02	3.83
CABINETS & COUNTERT	4.33	4.52	7.01
HARDWARE	4.49	5.05	5.47
APPLIANCES	5.00	3.91	3.86
ROUGH ELECTRICAL	7.60	7.25	6.98
COMPANY TOTAL	1.43	2.51	2.92

New Item Setup Process

Problem Statement: New item set up is delayed because MAs are not receiving data within the desired timeframe (within 2 days of subscription initiation).

Reason: Some vendors are not submitting published data which delays merchandising with item setup.

Values of the New Process:

- Subscribe and get data within 2 hours
- Prove the supplier has completed item setup work
- Upload multiple item subscriptions directly into PCM

Pilot Results

- Pilot was conducted during the 4th quarter of 2008 with Lighting, Flooring and Paint
- 8 Vendors participated including Valspar, DAP, WM Barr & Co., General Electric (Lighting), Johnson, S.C. and Son, Surfaces (Carpet), Bel-Air, Shakespeare Company
- 88 items were published
- 0.83 Average days from Subscription to Publication vs. 16.38 days previously

New Item Setup Process

1. Vendor publishes items to be presented by Sales Rep
2. Vendor runs publication report
3. Vendor uploads publication report into enhanced Lowes New Item Set Up Form and sends completed form to MA
4. MA subscribes to GTIN's, ONLY IF all items in Published field are marked 'yes'. MA sends email to vendor that a subscription has been created
5. Data should be received by Lowes within 1 to 2 hours
 - Vendor should check "Review" messages for status of item, as this would indicate a failure notification in PCM
 - If data not received by Lowes, error handling escalation process initiated

Open Subscriptions as of 3/13

Outstanding Subscription Report 3/13/2009

**This report does not include subscriptions from registration				Outstanding Subscription Report			
Division Number	Division Name	Sub-Division Number	SDV Name	Total Outstanding Subscriptions	Outstanding Subscriptions 2 Calendar Days or Less	Outstanding Subscriptions between 3 and 7 Calendar days	Outstanding Subscriptions > 7 Calendar days
23	PAINT	110	SPECIALTIES/APPLICATORS	4	4		
23	PAINT	117	PAINT	1		1	
23	PAINT	127	CHEMICALS/CLEANING	10	4		6
23	PAINT	133	CAULK/ADHESIVES/REPAIR	17			17
23	PAINT	168	SUNDRIES/SPRAYERS	2			2
23	PAINT	999	TOTAL	34	8	1	25
26	SEASONAL LIVING	109	PATIO & POOL	15			15
26	SEASONAL LIVING	119	GRILLS & GRILL ACCESSORIES	3			3
26	SEASONAL LIVING	138	HEAT/FANS/EVAPS	9		1	8
26	SEASONAL LIVING	157	HOLIDAY/BIRD	9			9
26	SEASONAL LIVING	999	TOTAL	36		1	35
33	HARDWARE	126	BUILDERS HARDWARE	19		18	1
33	HARDWARE	132	HOME SECURITY	13			13
33	HARDWARE	145	GENERAL HARDWARE	19	4	2	13
33	HARDWARE	191	FASHION HARDWARE	602			602
33	HARDWARE	999	TOTAL	653	4	20	629
36	OUTDOOR POWER EQUIPMENT	146	RIDERS/PUSH/TILLERS	3			3
36	OUTDOOR POWER EQUIPMENT	165	CLEANUP	5			5
36	OUTDOOR POWER EQUIPMENT	999	TOTAL	8			8
99	TOTALS	9999	GRAND TOTALS	731	12	22	697

Open sub report:

<http://www.loweslink.com/llmain/pubdocuments/pcmVendorSummarybyDescription.pdf>

Changes to Item Setup

- Inserted new PCM upload sheet - Page 1 of new item setup
- A “Published” column has been added to Page 2 description-pricing page and all items must be marked “Yes”
- A GDSN publication report must be added to Page 7 before a subscription can take place

SOS or STOCK Upload Template

Microsoft Excel - Copy of Revised Item Set-Up Sheet for Upload_Revised_1.8.09.xls

File Edit View Insert Format Tools Data Window Help

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	B	C	D	E	F	G	H	I	J
1	Required fields: GLN, Highest Level GTIN, and Assortment Number.								
2	New product to Lowe's and Marketing Data is required then please provide the Lowest Level GTIN.								
3	Order product please provide the SOS Item Number, Model Number, and Model Description.								
4	Change to a local hard drive!								
5									
6	Highest Level GTIN	Lowest Level GTIN	Assortment Number	SOS Item Number	Model Number	Model Description	TMCC		
7	00034648139129	00034648139129	40351	112686	R473761B	wicker seat pad portofino truffle			
8	00034648139488	00034648139488	40351	112686	R491761B	wicker seat pad elegant damask			
9	00034648139846	00034648139846	40351	112686	S401761B	wicker seat pad mayfair			
10	00034648140200	00034648140200	40351	112686	S424761B	wicker seat pad kuai stripe			
11	00034648140569	00034648140569	40351	112686	V425761B	wicker seat pad polynesia cane texture			
12	00034648140927	00034648140927	40351	112686	V431761B	wicker seat pad breezeway stripe			
13	00034648141283	00034648141283	40351	112686	V438761B	wicker seat pad cambay red			
14	00034648141641	00034648141641	40351	112686	V453761B	wicker seat pad crestwood stripe			
15	00034648142006	00034648142006	40351	112686	V464761B	wicker seat pad marquis			
16	00034648142365	00034648142365	40351	112686	V474761B	wicker seat pad linen texture			
17	00034648142723	00034648142723	40351	112686	V482761B	wicker seat pad cambay moss			
18	00034648143089	00034648143089	40351	112686	V490761B	wicker seat pad joanie butter			
19	00034648143447	00034648143447	40351	112686	V496761B	wicker seat pad carnival stripe			
20	00034648143713	00034648143713	40351	112686	W301761B	wicker seat pad windham stripe			
21	00034648143973	00034648143973	40351	112686	W349761B	wicker seat pad preston stripe			
22	00034648126075	00034648126075	40351	112686	F301763B	deluxe seat pad cactus dot			
23	00034648126433	00034648126433	40351	112686	J401763B	deluxe seat pad carmen tomato			
24									
25									
26									
27									

Publication Report

Microsoft Excel - Copy of PCM Item Setup Sheet multiple items gdsn.xls [Shared]

File Edit View Insert Format Tools Data Window Help

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C9 US

	A	B	C	D	E	F	G	H	I	J
	GTIN #	GTIN Description	TARGET MARKET	PRODUCT TYPE	SUBSCRIBER GLN	SUBSCRIBER NAME	Publication Type	Item Cascade	Create Date	Last Modified Da
1										
2	00028874058026	CORDLESS SAW BLADE 3PK	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
3	00028875207348	12-1/2" THICKNESS PLANER	US	EA	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
4	00028877349046	13" PORTABLE PLANER	US	EA	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
5	10028873001358	STARTER PACK	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
6	10028873001402	14.4V BATTERY	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
7	10028873001457	18V BATTERY PACK	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
8	10028873002126	9.6V BATTERY PACK	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
9	10028873068207	Biscuit, Plate Joiner Kit	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
10	10028874013107	5" POLISHING BONNET	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
11	10028874020457	3IN HOLDER W/RING	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	11-Jun-
12	10028874031064	10IN 60T SAW BLADE	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
13	10028874049458	4-1/2IN RUBBER BACKING PAD	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
14	10028875006214	2 HP PLUNGE ROUTER	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
15	10028875073322	HSS PLANER BLADES	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
16	10028876012009	1/2IN RA DRILL KIT	US	PL	0828439000008	Lowe's Companies Inc.	New	YES	14-Apr-08	14-Apr-
17	10039404007602	A 7.0HP 60G VS OL 1STG 240V	US	PL	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	6-Mar-08	20-May-
18	10617977000123	SOCKET 3 IN 1TRIPLE SOCKET ADA	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
19	10617977000765	1000 WATT INVERTER (ETL APPROV	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
20	10617977024105	POWER INVERTER 400 WATT (SLEEK	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
21	10617977040051	POWER INVERTER 100 WATT W (SVI	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
22	10617977043106	POWER INVERTER 750 WATT (SLEEK	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
23	10617977080002	2 AMP BATTERY CHARGER	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
24	10617977083157	CABLE KIT FOR 1200 WATT INVERT	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
25	10617977087001	AUTO. HIGH FREQ. 12 VOLT BATTE	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
26	10617977108768	SMART 2&6/10 AMP AUTO BATTERY	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	20-May-08	20-May-
27	20028872085004	REPLACEMENT BLADE	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
28	20028873070542	CROWN STOP	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
29	20028874013104	5" POLISHING BONNET	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
30	20028874014507	POLISHING AND SANDING KIT	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
31	20028874031061	10IN 60T SAW BLADE	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
32	20028874045235	4-1/2X11/4X5/8-11 GEN PURP	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-
33	20028874048687	9IN 14TPI DEMOLITION BL-5	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
34	20028874049004	SPINDLE ARBOR ADAPTOR	US	PK	0828439000008	Lowe's Companies Inc.	New	YES	8-May-08	8-May-
35	20028874049158	3IN KNOTTED CUP BRUSH	US	PK	0828439000008	Lowe's Companies Inc.	InitialLoad	YES	12-Feb-08	12-Feb-

Page 2 Quantities & Dimensions / Page 3 Pallet & POG Information / Page 4 Logistics Information / Page 5 Display Set-Up Info / Page 6 GDSN Published /

Ready NUM

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Publication Report needs to be placed on TAB 6 of Item Setup Sheet

New Published Column

Microsoft Excel - Copy of Revised Item Set-Up Sheet for Upload_Revised_1.15.09.xls

File Edit View Insert Format Tools Data Window Help

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A14 Lowe's Item Number

	A	B	C	D	E	F	G	H	I	J	K	L
	Lowe's Item Number	Published	GLN (Global Location #) - Please list all GLN's that apply to each GTIN	**Highest Level GTIN (Global Trade Item #) - List Barcode if a Web Vendor	**Lowest Level GTIN (Global Trade Item #) - List Barcode if a Web Vendor	Vendor Model #	Description	New Store Price	DC Collect	DC Prepaid	DC Prepaid Consignment	Store Collect
14												
15		YES	0070145000005	00034648139129	00034648139129	R473761B						
16		YES	0070145000005	00034648139488	00034648139488	R491761B						
17		YES	0070145000005	00034648139846	00034648139846	S401761B						
18		YES	0070145000005	00034648140200	00034648140200	S424761B						
19		YES	0070145000005	00034648140569	00034648140569	V425761B						
20		YES	0070145000005	00034648140927	00034648140927	V431761B						
21		YES	0070145000005	00034648141283	00034648141283	V438761B						
22		YES	0070145000005	00034648141641	00034648141641	V453761B						
23		YES	0070145000005	00034648142006	00034648142006	V464761B						
24		YES	0070145000005	00034648142365	00034648142365	V474761B						
25		YES	0070145000005	00034648142723	00034648142723	V482761B						
26		YES	0070145000005	00034648143089	00034648143089	V490761B						
27		YES	0070145000005	00034648143447	00034648143447	V496761B						
28		YES	0070145000005	00034648143713	00034648143713	W301761B						
29		YES	0070145000005	00034648143973	00034648143973	W349761B						
30		YES	0070145000005	00034648126075	00034648126075	F301763B						
31		YES	0070145000005	00034648126433	00034648126433	J401763B						
32												
33												
34												
35												
36												
37												

Page 2 Description-Pricing / Page 3 Quantities & Dimensions / Page 4 Pallet & POG Information / Page 5 Logistics Information / Page 6 Display Set-Up Info / Page 7 GDS

Ready NUM

Vendor MUST have the entire "PUBLISHED" column all saying "YES" – Page 1

Key Take-Aways!!!!

Mandatory Step:

- VENDORS MUST PUBLISH ITEM DATA PRIOR TO LOWE'S MA SUBSCRIBING.
- MA's will **NOT** SUBSCRIBE TO ANY GTIN WITHOUT HAVING A PUBLICATION REPORT or proof of GTIN publication.

Dates new process goes in effect:

- New process becomes effective on all new items: **Date based on Division**
 - All open subscriptions must be complete within 30 days of the supplier training. We will delete all open subs on **30 days post new process effective date.**
 - No new subscription can be created without publication reports as of this **Date based on Division.**

Reference information

- Loweslink information:
 - All MA's/suppliers must use the new item standard sheet located on MARS and Loweslink.
 - The publication report and PCM upload tool will not work with any existing item setup sheets.
 - Additionally, we have added PDF's from the solution providers on how to pull a publication report
 - PCM contact information can be found on Loweslink