



NOM AND LASE (ENERGY CONSUMPTION) COMPLIANCE GUIDE

All products need to comply with Mexican Regulations on packaging and product information guidelines. To achieve this, vendors must work with Mexican agencies to certify products for commercialization in Mexico. There are two main regulations enforced by the government of Mexico:

- a) NOM (*Norma Oficial Mexicana*, Official Mexican Standard).
- b) LASE (Ley para el Aprovechamiento Sustentable de la Energía, Law on Sustainable Energy Use)

NOM

All products imported, stored, transported, commercialized, sold or used in Mexico must comply with specific NOM Standards, which apply depending on the nature of the product. NOM requirements could be divided into two main categories: commercial information requirements (packaging) and safety requirements (certification through lab testing).

(1) Commercial Information Requirements (Packaging and in-package Information)

The products that Lowe's will import and commercialize within Mexico need to fully comply with product information NOM's and existing laws. These requirements include, but are not limited to, information such as Importer of record, net content, country of origin, electrical ratings (if applicable), materials, instructions manual, and warranty applicable and executable in Mexico, among others. All the information must be in Spanish, regardless of other languages being included.

(2) Product Safety Requirements

Some products, due to their nature, are required by law to obtain Safety NOM Certification. The most common types of products that need to obtain certification include, but are not limited to: **electrical and electronic products, gas-operated products (for example, grills and heaters), water-use product such as showers and toilets.**

To obtain NOM Certification, **laboratory testing is required** through any of the authorized and Lowe's approved agencies in Mexico: either INTERTEK (ITS) or ANCE. These agencies may also have overseas offices that may support you to obtain certification. This process is required for each new product (falling into this category) and certification is to be renewed every year for as long as the product remains active at Lowe's Mexico.

Some Safety NOM standards allow for family grouping. In the case of electrical items for example, it means that if two or more items or model numbers have the same electrical diagram, ratings and similar features, they may be grouped in one single family and you would be allowed to submit only one representative model for testing while achieving NOM certification for all the models in the group. **This reduces NOM Certification costs.**

Lowe's Mexico can support vendors by providing further information on how to achieve Safety NOM Certification and commercial information compliance. Also, you may contact the Lowe's Mexico Supply Chain Team to determine which NOM Standard your products must comply with.

Next table shows common NOM standards that apply to Lowe's Mexico products:

NOM Standard	Types of products covered by the standard	NOM establishes requirements on	Testing required
NOM-003-SSAI-1993	Paints, inks, varnishes, lacquers and enamels	Commercial, safety and health information to be displayed.	No
NOM-004-SCFI-2006	Textiles	Commercial information to be displayed on textiles	No
NOM-024-SCFI-1998	Appliances, electrical and electronic products	Commercial information and ratings to be displayed on products	No
NOM-050-SCFI-2004	General products	Commercial information to be displayed on products	No
NOM-001-SCFI-1993	Specific appliances and electronic products	Safety NOM Certification and product ratings information.	Yes
NOM-003-SCFI-2000	General electrical and electronic products	Safety NOM Certification and product ratings information.	Yes
NOM-064-SCFI-2000	Outdoor and Indoor lamps (fluorescent, halogen, etc)	Safety NOM Certification and product ratings information.	Yes
NOM-008-CNA-1998	Showerheads	Safety NOM Certification and product specifications information.	Yes
NOM-009-CNA-2001	Toilets	Safety NOM Certification and product specifications information.	Yes
NOM-010-CNA-2010	Fill and flush valves	Safety NOM Certification and product specifications information.	Yes
NOM-012-SESH-2010	Gas heaters	Safety NOM Certification and product specifications information.	Yes

This table does not include all of the NOM standards that currently exist in Mexico. However, they are the most common for Lowe's Mexico items. You can also find many of these standards available in the Internet in Spanish by entering the standard name in the search field.

NOM Standards that apply to your items are determined with the input of two parties:

- Product classification by the **customs broker (tariff or HTS code)**.
- Technical review of the product and its specifications by **authorized certified partners, such as INTERTEK or ANCE**.

SUMMARY OF MAIN NOM STANDARDS

Please identify the type of information that your product should comply with in.

The following is a brief guide of the most common NOM's that apply to Lowe's Mexico products.

NOM-050-SCFI-2004 (Generic Products)

Objective: To establish the commercial information requirements to be displayed on the selling unit packaging of products offered to consumers in Mexico.

Scope: This standard is applicable to all products commercialized in Mexico, unless a more specific standard exists for your products. In other words, if you cannot find a specific NOM for your product category, this standard will apply.

Products not sold to the public (i.e. store use products, displays, fixtures, etc), are not required to comply with this standard. Also, **this standard does not apply** to:

- a) Products that are subject to comply with commercial information contained in other more specific NOM standards or in any other current regulations.
- b) Products sold loose (bulk.)
- c) Live animals.
- d) Books, magazines, brochures, and the periodical publications in whatever presentation including in declarative formats and not limited, magnetic and compact disks, tapes, and analogous articles, music albums, software, phonograms, video-grams, audiocassettes, and videocassettes, among others.
- e) The replacement parts and components that are acquired through catalogues and identified with a part or code number, with attention to their mark and model, designated only for living service or repairing products.
- f) All other products determined by the appropriate authority, in conformity with their authority.

Products falling under this NOM must include the following information in **SPANISH, which must be legible under normal lighting conditions and must be at least 1.5 mm (millimeters) in height.**

- **Product name or generic description when not identifiable at first glance by the consumer.** A product is identifiable at first glance if it is contained in a package that allows to see the content, or if the package presents a graphic representation of the product, along with notes on items not included in the packaging but used only for packaging appeal purposes.
- Mexican **manufacturer or importer name and address.**
TAX ID and **Phone number** are optional but highly recommended.
- **Country of origin in Spanish.** For example, "Hecho en ...", "Fabricado en ...".
In the case of **product made in the USA**, information should read "Hecho en EUA".
- **Content (quantity)**, if it is not visible or easily identifiable at first glance. The word "Contenido" or "Cont." (content) must be placed before the quantity. Also metric system units of measure must be used in case it is necessary.
- **Instructions manual** in Spanish, as well as a notice to read the instructions before use.
- **Warranty** is not mandatory, but in case it is offered, it must be in Spanish, valid and effective in Mexico.
- **Warnings of risks in case of hazardous materials.**

NOM-003-SCFI-2000 (Appliances, Electrical and Electronic Products)

Objective: To establish the **safety specifications** for electrical devices, electronic appliances and products, with the purpose of preventing and eliminating risk of physical damage to consumers and their goods.

Scope: Electrical and electronic devices and products that use alternate current and/or direct current.

This NOM standard does not regulate products covered by another specific standard and products that operate at or below 24 volts. Such products are exempt of this NOM standard.

EXAMPLES: Lamps, Chandeliers, Lighting fixtures, Ceiling fans, Electrical tools, Bath fans, Vacuum cleaner, Range hoods, Christmas lights, Blenders, Irons, Toasters, Heaters, etc.

This standard requires the product, the packaging AND the instructions manual to include the following information:

- **Brand name** (exactly the same brand name **as shown in the NOM Certificate**).
- **Model number** (exactly the same model number **as shown in the NOM certificate**).
- Mexican **manufacturer or importer name and address**.
TAX ID and **Phone number** are optional but highly recommended.
- **Country of origin in Spanish**. For example, "Hecho en ...", "Fabricado en ...". In the case of **product made in the USA**, information should read "Hecho en EUA".
- **NOM seal**, from the certifying party.
- **Electrical ratings**, with the following units and characters:

a) Voltage	V~	Capital V and the ~ mark after it (AC), with no period at the end.
b) Power	W	Capital W , with no period at the end.
c) Frequency	Hz	Capital H and lowercase z , with no period at the end.
d) Current	A	Capital A , with no period at the end.
- **Instructions manual in Spanish, as well as a notice to read it before use**.
- **Warranty**. It must be in Spanish, valid and effective in Mexico.

NOM-003 label example:

<p>VENTILADOR DE TECHO Marca: HARBOR BREEZE Modelo: 123456 120 V~ 60 Hz 120 W 0,3 A</p> <p style="font-size: small;">Importador: BAJO IMPORTS & EXPORTS S DE RL DE CV Gómez Morín 955 Sur, Lotes 104 y 106, Col. Monte Bello, San Pedro Garza García, Nuevo León C.P. 66279. México Tel. 81-82157800 RFC: BIA090603HB7</p> <p style="font-size: x-small; color: blue;">Garantía impresa en el empaque NO válida para México. Consulte la garantía incluida en el empaque.</p> <p style="font-size: x-small; color: blue; text-align: center;">CONSULTE LAS INSTRUCCIONES DE OPERACIÓN ANTES DE USAR ESTE PRODUCTO</p> <p style="font-size: x-small; color: blue;">CONT. 3 PIEZAS Hecho en EUA</p>	
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NOM-003 label is also compliant with NOM-024.

Special Considerations

- Marking can be applied with a piece of metal or label on the product.
- If a label is applied, this label must be legible and indelible paper and it shall be attached to **on the product** itself
- The marking must not be erased when it is rubbed lightly with a piece of cloth or cotton impregnated with white gasoline or water. This means, this label must resist water and gasoline, because it is the way it is tested and the information must not be easily erased.
- The information must be located preferably on the exterior of the product excluding the base. Please locate marking on a place that cannot cause good looking problems to the product.

Ground Wire Labeling

All products with ground wiring need to have **a label placed on the Green Wire or Green Screw**. Next is an example of this label:



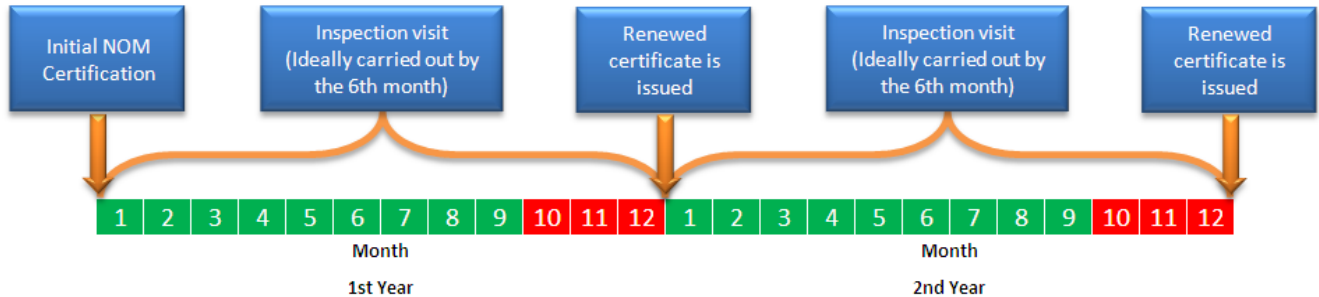
NOTES ON NOM STANDARDS

The information above does NOT include all and every single point covered by the NOM standard. It is intended to serve as a general guideline and to provide essential understanding for the use of Lowe's Mexico vendors.

If you would like to obtain more information and have further detail on how to achieve NOM compliance, please contact directly INTERTEK or ANCE to request service information, or get in touch with the Lowe's Mexico Supply Chain team.

SAFETY NOM COMPLIANCE PROCESS OVERVIEW

The Safety NOM Certification and inspection process consists of **three stages which are carried out during a 12-month (1 year) period** in order to maintain the validity of the NOM Certificate and to eventually renew it:



Overview of the NOM Certification Process

1. **Initial NOM Certification:** the certifying partner submits a **service quote** to the vendor partner based on the product information: **product ratings, specifications, wiring diagrams and instructions manuals. Vendors must submit this information** to the certifying partner for a quote to be accurately issued.

The **service quote is to be signed of accepted** and submitted back (via e-mail) for a work order to be opened. In addition to this, vendor will receive instructions on model samples and quantities to ship.

Once this is done, the project is started and tests are conducted. If tests are passed, **Intertek or Ance will issue the NOM Certificate and compliance/labeling instructions**. The certificate is **valid for one year or until any changes are made to the product**, whichever happens first.

2. **Inspection visit and renewal:** Lowe's certifying partner submits a new quote that covers these concepts. This quote must be signed and **submitted back within 5 days to avoid certificate cancellation** and inability to import and commercialize the product. Once the quote has been accepted, the inspection is carried out: NOM inspectors take random samples from the Lowe's Mexico stores to conduct the laboratory tests that apply. The inspection visit is scheduled in accordance with applicable government regulations and is a requirement to 1) maintain the validity of the NOM Certificate, 2) obtain the **Letter of Compliance** and 3) eventually obtain the renewed NOM Certificate.
3. **Issuance of renewed certificate:** if results of the tests conducted in the previous stage were satisfactory, the renewed certificate will be issued and sent to you. At this point no additional quote is issued.

Once the three stages are completed, the cycle is restarted with an inspection visit and renewal for every next year.

NOM Certification is an annual expense.

For additional information, please contact INTERTEK or ANCE representatives. You may also contact the Lowe's Mexico Supply Chain team.

LASE

LASE (*Ley para el Aprovechamiento Sustentable de la Energía*, Law on Sustainable Energy Use) is a law that is being enforced since September 2011. The two ministries in charge of enforcing this law are PROFECO (Ministry for consumer protection in Mexico) and CONUEE (National Commission for Efficient Use of Energy)

It requires all manufacturers and importers in Mexico to declare how much energy a specific product consumes. How much energy a specific product consumes needs to be determined based on the testing criteria established in this law and in the documents that it makes reference to.

LASE is intended to provide data to consumers so that in addition to cost, quality and other information, they can consider energy consumption as a variable to make the best possible purchase with aims to saving energy.

As of today, LASE does not set any energy consumption limits for any products. It only asks to declare the information. However, it may eventually become a certification law that sets energy consumption limits.

There are three main components of this law:

1. **The Law itself (LASE):** It details the **objective** of the law (sustainable energy use), the **authorities** that will observe it and how they will observe it, **penalties** in case of non-compliances and additional components of the law (regulations and catalogue), among others.
2. **Regulations for LASE:** It provides the **objective** of the regulations (to determine how the law will be enforced), the **responsibilities** of each party and the **information** that needs to be displayed on the products, among others.
3. **Product catalogue:** It contains a **list of products** which need to comply with LASE and the **formats to submit the consumption information and files to the authorities**. Some electrical and electronic products found in the catalogue are appliances, tools and lamps. Other types of products included in this catalogue are gas and fuel-operated products. The catalogue is to be revised and updated by the government to include more products every year.

The information that LASE requires to be displayed on products included in the catalogue is:

1. Energy consumption in operation mode.
2. Energy consumption in standby mode, if applicable.
3. Output per unit of energy, if applicable (for example, miles per gallon).

LASE label example:

Consumo de energía por unidad de tiempo en operación: **7,09 Wh**

Consumo de energía en modo de espera por unidad de tiempo: **0,36 Wh**

Cantidad de producto o servicio ofrecida por el equipo, por unidad de energía consumida: **No Aplica**

The information required by LASE **must be on the main surface of the packaging AND on the product**. It is strongly recommended that **packaging templates or printouts are updated**, so as not to impact the appeal of the product and no extra labels, time and cost need to be applied.

Another alternative is to **add color-like labels** to include the information required. The LASE information can be integrated into the NOM label, so as to have only one label.

LASE COMPLIANCE PROCESS OVERVIEW

Unlike NOM Compliance, which is a continuous process, LASE compliance is a one-time process. As long as the product does not change in brand name, model number and operating features, it does not need to be tested again.

Also, whereas NOM allows for family grouping for same feature models, LASE only allows for grouping of items presenting variation in color or finish.

The same partners that offer NOM Compliance testing and services, also offer LASE compliance testing and services.

The LASE Compliance process consists of the following steps:

1. **Determine if the product is required to comply with LASE.** To do this, search into the product catalogue and if the product in question is in the list, then it is required to comply with LASE.
2. If the product does require complying with LASE, please **prepare samples and product information**: ratings, specifications, wiring diagrams and instructions manuals **to submit** to either of Lowe's partners.
3. **Contact Lowe's partners** to ask for instructions on how to submit the samples and the information.
4. The certifying partner will issue a **service quote** for this service, which **vendor is required to accept** for the process to be started.
5. Once samples are at the laboratory, **testing is started****.
6. After testing is finished, the results are sent to vendors along with **labeling information to place on products. At this point the product can start to comply with LASE.**
7. **The product file, including testing report, is submitted by the certifying partners** to the Mexican Authorities for product registration in the national system and final approval.
8. Vendor receives official approval documentation.

****If vendor has product testing laboratories in its facilities, it is possible to perform testing in these laboratories.** This reduces cost and no samples need to be submitted to the certifying partners, only the administrative services will be required from them. **However, the vendor laboratories need to comply with testing and information submission protocols** in place for LASE. If you are interested in this alternative, **please contact ANCE or INTERTEK to obtain more information** on how to proceed.

CERTIFYING PARTNERS CONTACT INFORMATION



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