



October 31, 2006

RE: Product Content Management (PCM) Program

Dear Lowe's Supplier:

To achieve our vision of being our customer's first choice in home improvement and providing valued solutions, we must collect, maintain and distribute complete and accurate product information. As you are aware, one of Lowe's key corporate initiatives has been to implement a data synchronization solution (Product Content Management, or PCM) designed to help us do just that. This initiative has been mentioned at this forum and in other communications for several years now, along with our expectations concerning compliance.

We have now been in production with PCM since late 2005 and have been moving vendors forward with their implementations throughout 2006. Quite frankly, we were disappointed by vendor participation in the beginning, but have seen much improvement recently. However, if you happen to be one of our trading partners still not in compliance, we need to reiterate the following to you:

- This initiative is the foundational piece required before moving on to many of the efficiency gains and improved selling solutions we all talk about;
- Participation in this initiative is still not optional;
- Compliance is reported at the highest levels of our organization;
- Not complying will impact our ability to add your new products as early as the latter part of 2006 and certainly in 2007 forward;
- There is no back door or alternative way; PCM is our near-term and long-term path for product data.

If you have any questions about this program or our expectations, please email us at pcm@lowes.com. We firmly believe that all of us will benefit from our investment in automated product data collection and synchronization.

Sincerely,

A handwritten signature in black ink that reads "Marshall Croom".

Marshall Croom
Senior Vice President
Merchandising & Store Support

A handwritten signature in black ink that reads "Joey Boley".

Joey Boley
Vice President
Merchandising Sales & Support



October 31, 2006

RE: Merchandising and Marketing Data Initiative

Dear Lowe's Supplier:

As you are aware, one of Lowe's key corporate initiatives has been to implement our Product Content Management (PCM) program. You should be well underway with your PCM efforts, so we are now moving forward with the next step in consolidated data collection at Lowe's. We are kicking off our Merchandising and Marketing Data efforts, incorporating the rich product marketing content necessary to promote and sell your products online, in store and in print.

Today you submit selling data to Lowe's multiple times. The requested format varies depending on the use – one format for Lowes.com, another for advertising, and often other formats for other uses. Our goal is to simplify the process and allow you to provide the necessary marketing data and standard images once.

Unfortunately the global data standards do not yet support the data required to meet our selling tools and advertising needs. Until all selling data can flow through the GDSN (Global Data Synchronization Network), we will be implementing an alternative to make doing business with Lowe's easier for you.

In the coming weeks you will hear more about this approach through the Merchandising and Marketing Data Initiative. This program will include product attributes (e.g., number of handles for a faucet, number of volts for a cordless drill), marketing copy and standard images. You will immediately see benefits through:

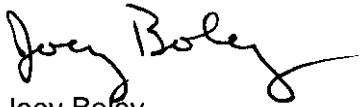
- Fewer requests from Lowe's for marketing and selling data.
- Increased opportunities to have your product included in Lowe's selling tools – both online and in the store.

In order to achieve our objectives, we must have your support. This is a required effort for doing business with Lowe's, and we will be initiating an aggressive schedule that moves swiftly through each Merchandising Division. As you receive additional communications, please review them carefully and take the steps outlined in each.

If you have any questions about this program or our expectations, please email Lowe's at marketingdata@lowes.com. We look forward to a successful implementation and tangible benefits for all!

Sincerely,


Marshall Croom
Senior Vice President
Merchandising & Store Support


Joey Boley
Vice President
Merchandising Sales & Support