



October, 2008

Dear Vendor Partner,

Over the past few years we have continued to expand our data synchronization initiative, and we want to update you on our progress and commitment to the Global Data Synchronization Network® (GDSN®). We have seen the benefits the grocery industry has achieved, including improved data quality and speed-to-shelf, and we are confident that we can leverage these benefits in the hardlines industry.

While we are at various stages in our data synchronization initiatives, we are all committed to the GDSN and encourage our vendor partners to be in alignment with our goals. You can begin the process by learning about data synchronization in the GDSN and preparing your internal systems and business processes. If you are currently synchronizing your item data with one or more of us, please explore the possibility of syncing with as many of us as possible. This is an easy process involving no extra cost and requiring a minimal amount of work and time. To find out more visit: www.gs1us.org/hardlines.

We hope that you will share our vision of collaboration and a seamless supply chain where accurate, complete, and timely product information is shared to our mutual benefit.

We are planning additional communications with more specific information that will include education opportunities, data accuracy training, and other information vital to our collective success.

Thank you for your continued support of this critical initiative.

Sincerely,

Lowe's Companies, Inc.

Marshall Croom

SVP, Merchandising & Store Support

The Home Depot, Inc.

Mark Veeder

VP, Merchandising

Wal-Mart Stores, Inc.

Jerry Spencer

VP, Replenishment