

## 1. How does the Lowe's Into the Blue India: Lowe's Factory Sourcing Event ("Event") application process work?

Visit [Lowes India](#) to find additional program information and to apply to the event.

Applications are accepted from Friday, November 29, 2024 until Monday, January 6, 2025.

All applications must be completed and received by Monday, January 6, 2025, at 11:59PM IST to be eligible. Incomplete applications will not be considered.

Lowe's will invite selected factories to participate in an in-person event to present their factory information and manufacturing capabilities directly to Lowe's sourcing teams and executives on Thursday, January 23, 2025, in Bangalore, India.

You will be notified of your application status on or around January 6, 2025. If your submission is selected for the in-person event, you'll be notified of status on or around the same time.

## 2. Who is Lowe's?

Lowe's Companies, Inc. (NYSE: LOW) is a FORTUNE® 50 home improvement company serving approximately 16 million customer transactions a week in the United States. With total fiscal year 2023 sales of more than \$86 billion, Lowe's operates over 1,700 home improvement stores and employs approximately 300,000 associates. Based in Mooresville, N.C., Lowe's supports the communities it serves through programs focused on creating safe, affordable housing and helping to develop the next generation of skilled trade experts.

## 3. What is Lowe's looking for?

We are seeking factories with experience in manufacturing home improvement products (home décor, building products, seasonal and hardlines categories) for the U.S. or European markets. Factories with experience in working directly with retailers to produce private brand products will be preferred.

Factories and their products will be considered and evaluated based on their alignment to Lowe's compliance requirements, product merchandising strategies and marketing opportunity to meet Lowe's customers' needs at Lowe's sole and absolute discretion.

## 4. What is the Lowe's Into the Blue: Lowe's Factory Sourcing Event program?

The event invites factory owners and key leadership members from India and Indian Subcontinent to present their factories and manufacturing capabilities directly to Lowe's sourcing teams and executives during an in-person event in **Bengaluru at the Hilton Manyata Bengaluru India on Thursday, January 23, 2025**. The in-person event will also include a supplier fair and educational session to learn more about Lowe's, our retail stores located in the U.S., our customers and Lowe's private brands. Please note participation in the event does not guarantee business.

For more information, please visit [Lowes India](#).

## 5. What are the key dates I should know?

**Friday, November 29 2024** - Event opens - submissions can begin 12:01 a.m. IST.

**Monday, January 6, 2025** - Deadline to submit applications by 11:59 p.m. IST.

**On or around January 6, 2025** – You will be notified of your application status. Invitation to selected factories to attend in-person event will be sent on or around Friday, January 10, 2025

**Monday, January 13, 2025** – If you received an invitation to the in-person event, this is the deadline to accept or decline. If no response is received, it will be assumed as a decline.

**On or around January 15, 2025** – Invited factories will receive in-person event logistics and meeting schedule. Please plan to be at the event for a full day on **Thursday, January 23, 2025** – in-person event.

**Thursday, January 23, 2025** - In-person event in Bengaluru at the Hilton Manyata Bengaluru India

## **6. What is RangeMe?**

RangeMe is an online platform that streamlines factory and product discovery, sampling and sourcing between suppliers and retailers. Lowe's will be able to review all your submitted information via RangeMe.

"If you would like to unsubscribe to RangeMe communications, please contact [intotheblue@rangeme.com](mailto:intotheblue@rangeme.com)"

## **7. How do I know if Lowe's received my submissions?**

You will receive a confirmation message from RangeMe after you submit your application. If you do not see the email after you've submitted, be sure to check your spam or junk folder. You can also go to the submissions tab at the top of your profile and select "My Submissions" to view any submissions you have made.

After submission, please allow 24 hours for your application to be verified/processed by RangeMe.

You will be notified of your application status on or around January 6, 2025. If you are invited to attend in-person event, you will receive the invitation from Lowe's on or around the same time.

## **8. My product is verified/processed by RangeMe, now what?**

Once your application and product have been verified/processed by RangeMe, it will be reviewed by Lowe's. Please note that RangeMe only verifies/processes product information to be published (Published means; the Company's RangeMe profile is ready to be viewed by retailers).. Having your application verified/processed does NOT mean your factory or products have been selected by Lowe's.

You will be notified of your application status on or around January 6, 2025

## **9. What if I want to submit more than one factory / product per category?**

You may submit one application with multiple factories across different product categories.

**10. Are there any categories that Lowe's will not consider?**

We are seeking factories with experience in manufacturing home improvement products in home décor, building products, seasonal and hardlines categories. Factories with prior experience in working with U.S. or European markets and direct with retailer private brands will be preferred. Products must be ready for market. Factories and their products will be considered and evaluated based on their alignment to Lowe's compliance requirements, product merchandising strategies and marketing opportunity to meet Lowe's customers' needs at Lowe's sole and absolute discretion.

**11. If I'm invited to attend the in-person event, should I bring product samples?**

You are welcome to bring a few representative product samples to demonstrate your factory's capability, but it is not required. Note that you should only bring samples that you can easily carry and present in a meeting room environment.

**12. Where can I find the answers to questions related to the Event?**

Please visit [Lowes India](#).

**13. Where can I find the answers to questions related to the application process?**

Please email RangeMe at: [lowesintotheblue@rangeme.com](mailto:lowesintotheblue@rangeme.com), if you are having trouble submitting your application or have additional questions on the submission form.

**14. Now that I have received the email invitation to attend meetings, how do I confirm my participation?**

Accept or decline invitation by Monday, January 13, 2025. Further details will be included in a separate email on or around January 15, 2025.

**15. Do I have to attend the in-person event in person and participate in additional activities at in-person event if I am invited?**

In person attendance is required for all scheduled events. Detailed event agenda will be shared on or around January 15, 2025.

**16. When and who is making my travel arrangements?**

You are responsible for making your own travel arrangements. Up to two (2) representatives (Factory owner / key leadership team members) will be allowed to attend the in-person event. Both representatives are required to expressly consent to Terms and Conditions of this event, and sign applicable forms and releases required by Lowe's.

Invited factories can book travel once they receive and accept invitation to the In-Person Event on or around January 6, 2025.

### **17. What if I cannot travel, am I disqualified?**

If you were invited to attend the in-person event and you have unforeseen circumstances not allowing you to attend, please reach out to [nikhil.saggi@lowes.com](mailto:nikhil.saggi@lowes.com) no later than Friday, January 17, 2025

### **18. What are the terms and conditions for submitting my product?**

Please read, understand and agree to comply with additional Lowe's Terms and Conditions at [Lowe's India](#) and on RangeMe.

For Lowe's Terms and Conditions on RangeMe, you will need to review and sign indicating your agreement before submitting your application.

Information submitted through RangeMe regarding Into the Blue: Lowe's Factory Sourcing Event will be governed by RangeMe's terms of service and privacy policy (<https://www.rangeme.com/terms> and <https://www.rangeme.com/privacy>).

### **19. How many samples of my product do I need to supply Lowe's?**

If you are selected to attend the in-person event, you are welcome to bring a few samples that represent your manufacturing capabilities, can be presented in a meeting room environment and you can carry with you. Please note that samples are not mandatory to bring along.

Lowe's is not responsible for returning any samples and is not responsible for any cost associated when providing samples to Lowe's.

Factory is responsible for bringing samples if you determine they are needed. If Lowe's wants to keep your sample for further review, you can leave it at the in-person event. If not, you are responsible to take your sample back with you or make arrangements for disposal.

Factory is responsible for keeping up with their product(s) during the in-person event as you participate in additional activities.

### **20. Can I ship my product sample in early? What if my item is too large, can I bring a video that demos the product?**

No, Lowe's will not receive product samples early or store prior to the in-person event.

If your sample is too large to carry with you, please provide a link to a 5 min demo video, preferably as a YouTube video link.

### **21. Do you have any tips on completing my factory submission?**

Make sure to complete the submission form fully and accurately. We highly recommend uploading good quality photos of your factory / and representative product and providing the details of your factory, current customers, annual volumes, factory size, capacity, manufacturing capabilities, factory / product certifications, etc.

We are seeking factories with experience in manufacturing home improvement products in home décor, building products, seasonal and hardlines categories. Factories with prior experience in working with U.S. or European markets and direct with retailer private brands will be preferred. Products must be ready for market. Factories and their products will be considered and evaluated based on their alignment to Lowe's compliance requirements, product merchandising strategies and marketing opportunity to meet Lowe's customers' needs in Lowe's sole and absolute discretion.

## **22. How do I know to which category I should submit my product?**

Please refer to product category information within the Into the Blue: Lowe's Factory Sourcing Event RangeMe submission portal.

## **23. Can I save a partially completed application to edit at a later time?**

Yes, there are options available in RangeMe to save your draft and come back at a later time/date to edit before submitting it. Please note: While you can save a partially completed application, it must be submitted before the deadline in order to be considered. Complete before Monday, January 6, 2025, by 11:59pm IST.

## **24. Can I edit my application after I submit it?**

No. Once your application has been submitted, you cannot make any further edits. Please do not duplicate your application.

## **25. How can I check the status of my product submission?**

Due to the high volume of submissions, neither RangeMe nor Lowe's is able to provide status updates via email or telephone. You will receive an email notifying you whether you are invited to the in-person event on or around January 06<sup>th</sup>, 2025.

## **26. If selected for the in-person event, what will be required of me?**

Lowe's asks that applicants invited to the in-person event prepare a short power point (approximately 5 slides) to be presented to Lowe's that represents your factory and manufacturing capabilities. We highly recommend including good quality photos of your factory / and representative product and providing the details of your factory, current customers, annual volumes, factory size, capacity, manufacturing capabilities, factory / product certifications, etc. You are welcome to bring a few samples that represent your manufacturing capabilities and can be presented in a meeting room environment and you can carry with you, but note that samples are not mandatory to bring along.

By participating in the event, participants agree to the terms and conditions contained at [Lowes India](#).