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LOWE'S NAMES 2016 INNOVATION AND VENDOR PARTNERS OF THE YEAR

MOORESVILLE, N.C. – Lowe's Companies Inc. announced it has named Bio-Lab, Kichler and Spartanburg Forest Products as the company's 2016 Vendor Partners of the Year. The companies were selected for their commitment to product quality, innovation and customer service.

After entering into a strategic partnership with Bio-Lab to launch the first major national brand in pool chemicals, Lowe's became the exclusive home-channel retailer of Clorox. The two companies have worked together to solve for the unique challenges that pool chemicals present in packaging, shipping and handling throughout the supply chain.

Kichler offers product across the fashion lighting category and has supported Lowe's by expanding their existing warehouses and opening an additional facility to successfully manage their own supply chain in order to provide customers with a greater selection in a faster timeframe. Kichler also worked closely with Lowe's to expand its digital footprint by offering its entire showroom selection on Lowes.com and developing an in-store app featuring inspiring imagery and how-to videos.

When industry standards changed this year, Spartanburg Forest Products was quick to react, making adjustments while still meeting unusually high demand for treated lumber. Not only did they maintain their high service levels throughout this difficult period, but they were able to ship products outside of their service area to help others as demand grew, minimizing disruption to Lowe's customers.

"Lowe's vendor partners provide the right tools, products and brands to help us meet customer expectations," said Mike McDermott, Lowe's chief merchandising officer. "The vendor partners honored this year have adapted and changed with us and are in lockstep with us in the pursuit of building stronger connections with customers."



American Standard was named a 2016 Innovation Partner of the Year by Lowe's. Representing Lowe's Companies, Inc. at the award presentation were Jocelyn Wong, senior vice president and general merchandising manager, seasonal products; Michael Tummillo, senior vice president and general merchandising manager, building and maintenance; Michael McDermott, chief merchandising officer; Clint Davis, vice president and general merchandising manager, home décor. In the center, accepting the award for American Standard were Mike Walker, vice president of retail sales, Cathleen Maxson, account manager for Lowes, and Lee Ericson, director of retail sales. On the far right are Robert Niblock, chairman, president and chief executive officer, and Michael Jones, chief customer officer, at Lowe's Companies, Inc.

In addition to the overall vendor partners of the year, the following vendor partners were honored for setting the highest bar in innovation:

- **American Standard for the [ActiClean Self-Cleaning Toilet](#)**
- **Char-Broil for [Char-Broil Gas2Coal Grill](#)**
- **Charlotte Pipe and Fittings** for their innovative push to connect fittings and their approach to marketing their innovation
- **Chervon** for [Kobalt 24-Volt Cordless Power Tools](#)
- **Nature's Way** for bringing rare live goods products exclusive to Lowe's
- **Novalis** for collaboration, joint planning, and development of the exclusive STAINMASTER luxury vinyl tile flooring program
- **Samsung** for [Samsung Family Hub Refrigerator](#)
- **Teknor Apex** for [Zero G Kink Free Garden Hose](#)

American Standard [ActiClean is the toilet that cleans itself](#), combining the power of revolutionary VorMax flushing technology — which delivers the cleanest flush ever engineered — with a fully integrated self-cleaning system. The user simply presses a button, walks away, and lets the toilet do the rest. ActiClean eliminates the need for aftermarket add-on cleaning solutions that are unsightly and ineffective. It is a [high efficiency toilet \(HET\)](#) using 1.28 gallons of water per flush (gpf), meeting strict WaterSense-certification for its water-conserving flushing performance, in a comfortable Right Height (16-1/2-inches) elongated bowl configuration.

“We are honored for this recognition for our pioneering ActiClean technology that provides the luxury of a high-style, self-cleaning toilet at a truly affordable price point for homeowners,” said Steven Delarge, chief executive officer and president of LIXIL Water Technology Americas, the division under which American Standard operates. “We are thrilled to be partnering with Lowe's to deliver this revolutionary plumbing product to consumers and trade professionals across the country. This reinforces our company vision of making life healthier, safer and more beautiful at home and in our communities.”

About Lowe's

Lowe's Companies, Inc. (NYSE: LOW) is a FORTUNE® 50 home improvement company serving more than 17 million customers a week in the United States, Canada and Mexico. With fiscal year 2015 sales of \$59.1 billion, Lowe's and its related businesses operate or service more than 2,355 home improvement and hardware stores and employ over 285,000 employees. Founded in 1946 and based in Mooresville, N.C., Lowe's supports the communities it serves through programs that focus on K-12 public education and community improvement projects. For more information, visit [Lowe's.com](#).

ABOUT AMERICAN STANDARD BRANDS

American Standard Brands make life healthier, safer and more beautiful at home, at work, in the community and throughout the world. Offering total project solutions for residential and commercial customers around the world with respected brands such as American Standard®, DXV®, Safety Tubs®, Crane Plumbing®, Eljer®, Fiat® and Decorative Panels International®. American Standard Brands is owned by [LIXIL Corporation](#) (TSE Code 5938), and is part of LIXIL Water Technology business, which operates across 150 countries. The LIXIL Water Technology brands include: LIXIL, INAX, GROHE, American Standard, and JAXSON. Learn more at [www.americanstandard.com](#), or follow us at [twitter.com/AmStandard](#), <https://www.facebook.com/AmericanStandardPlumbing>.

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WaterSense® is a registered trademark of the U.S. Environmental Protection Agency (EPA).