



March 21, 2013

### **Vendor Communication - CONSIGNMENT**

Technology has created a shift in consumer behavior and expectations. Our business today has been fueled by the rapid increase in on-line, mobile selling and omnichannel leverage of our inventory. Our future growth is dependent upon the ability to meet our customers' expectations and create a seamless integrated shopping experience across channels.

To facilitate the leveraging of inventory across channels, Macy's is moving to a common item identifier (PID/Color/UPC) for the identical product across .COM and Stores Channels effective August 2013.

To ensure the product can be found that she wants, when she wants it, we need to align our items in all areas, including our Consignment Program. In order to have a common item to satisfy the customer's demand, if the item is consigned in one channel, and both channels intend to offer that identical item to its customers, it must be consigned in both channels ( or consigned in Stores and set up as V2C in .COM).

Collaboration with your Macy's merchants will facilitate your development of a common consignment strategy. We ask that you:

- Work with your Macy's stores and .com merchants; and
- Visit macysnet and click on omnichannel to review the Vendor Collaboration document and additional vendor communication.

Once the Consignment Program is aligned with the omnichannel strategy, you will be provided a one-page amendment to your consignment agreement. Please direct any questions to the Consignment Department in Accounts Payable at 513-782-1853.

Thank you for your support as we continue to develop and refine our practices and procedures to grow sales across all channels by working together.