

ELI LILLY AND COMPANY DOMESTIC INBOUND SHIPMENTS GUIDE

Introduction

Eli Lilly and Company strives to build and maintain relationships with suppliers who provide quality materials and on-time services. Communication and continual improvement is the key to building long-term, successful partnerships.

Key Requirements

This guide is to be used when Lilly will bear the cost of freight. In such cases, the commercial term (INCOTERM) should be FCA Shipping Point. This trade term is equivalent to FOB Origin, Freight Collect (UCC). Lilly is self-insured and will not pay for additional insurance. Hazardous Material must ship in accordance with the United States Code of Federal Regulations, Title 49, Part 173, Section 173.1.

Inbound Transportation Services

UNITED PARCEL SERVICE (UPS) is the preferred carrier for domestic PARCEL shipments.

1. When to use UPS:

- a. Air shipments (60 lbs or less)
- b. Ground shipments (200 lbs or less)
- c. Hazardous materials (60 lbs or less)

2. How to ship UPS:

- a. Use the shipper account number designated to your area / department. Please ensure to include your respective cost center information in the reference field of the UPS shipping document.

LILLY FREIGHT MANAGEMENT (Langham Logistics) will handle all shipments that do not meet the requirements of UPS section above.

1. When to use Lilly Freight Management:

- a. Air shipments over 60 lbs
- b. Less than truckload (LTL) shipments (200 lbs or more)
- c. Truckload shipments (at least 24 hour advance notice is required)
- d. Special handling service (e.g. high value electronics, lab equipment, data tapes, etc.)

2. How to ship via Lilly Freight Management

- a. Contact Lilly Freight Management at 1-888-926-6247.
- b. Send freight bills to CTSI at the following "bill to" address:

Eli Lilly and Company
c/o CTSI-GLOBAL (Client Code 3600)
5100 Poplar Ave
Suite 1750
Memphis, TN 38137