

Eli Lilly and Company

2005 INBOUND ROUTING GUIDE

DOMESTIC SHIPMENTS

GENERAL INSTRUCTIONS

Freight Collect

If terms are F.O.B. Origin and Eli Lilly and Company will bear the cost of freight, ship 'Freight Collect'. Ship at the value, which will produce the lowest transportation cost via Lilly Freight Management. Please indicate on the Bill of Lading: Bill to:

Eli Lilly and Company
c/o Software Solutions Inc.
10250 SW Greenburg Road
Suite 300
Portland, Oregon 97223

Insurance

Do not purchase or sign for additional insurance or declare a value on collect shipments beyond the carrier's normal liability. Eli Lilly is self-insured and will not pay for the additional insurance.

Processing Multiple Orders and/or Pieces

- Consolidate multiple orders shipping on the same day, to the same address on one Air Bill or Bill of Lading and include each Lilly purchase order number on the Air Bill or Bill of Lading.
- Label each multiple piece/bundle with the destination and number, 1 of 3, 2 of 3, and 3 of 3, etc. The numbering must appear on the label or in close proximity to the shipping label.

Hazardous Material

You *must* ship in accordance with the United States Code of Federal Regulations, Title 49, Part 173, Section 173.1.

INBOUND ROUTING INSTRUCTIONS

Parcel Shipments (UPS or FedEx)

If Lilly has provided you with a Lilly UPS or FedEx shipper number you are to use that designated account number, otherwise, you may use the respective freight collect shipper numbers provided below:

- Ground Shipments (total agg. wgt. of 200 lbs or less): UPS, freight collect, using Lilly's UPS shipper number E41445.
- Air Shipments (60 lbs or less): UPS, freight collect, using Lilly's UPS shipper number E41445.
- Hazardous Materials (60 lbs or less): FedEx, freight collect, using Lilly's FedEx shipper number 260152726.

Please be sure to include Lilly's internal cost center information (7 characters, includes prefix 100A___) in the "Reference" field of the Air Bill. If you do not know the respective cost center, please contact your Lilly representative.

Lilly Freight Management, (800) 727-3962, Ext. 5124

Lilly Freight Management will handle all shipments other than UPS or FedEx. Please contact Lilly Freight Management for any of the following shipping needs:

- Air shipments (60 lbs or more)
- Less Than Truckload shipments (200 lbs or more)
- Truckload shipments (**24 hour advance notice is required)
- Bulk (dry or liquid) shipments (**24 hour advance notice is required)

USPS (US Mail)

USPS must be prepaid. USPS charges can be billed to Eli Lilly and Company on a vendor invoice.

Vendor Delivery

Mark invoices "VENDOR DELIVERY" when identifying these charges on the invoice.

Courier Service (Indiana Area)

If Lilly will bear the cost of transportation, please call Special Dispatch at 317-787-0608 and identify it as a Lilly shipment.

3rd PARTY ROUTING INSTRUCTIONS

If a Lilly supplier utilizes a 3rd party to fulfill and ship Lilly orders, and Lilly will bear the cost of freight, it is the supplier's responsibility to provide the 3rd party with a copy of this Routing Guide to assist them with the correct procedures for shipping inbound to Lilly facilities, or to 3rd parties on behalf of Eli Lilly and Company.

- Inbound shipments: please adhere to Lilly's inbound routing instructions mentioned above.
- Non-inbound shipments: if shipment is not inbound to a Lilly facility and Lilly is responsible for the freight charges, you must ship **PREPAID** and include the following verbiage in the body of the Bill of Lading: Bill Third Party to:

Eli Lilly and Company
C/O Software Solutions, Inc.
10250 SW Greenburg Road
Suite 300
Portland, Oregon 97223.

Eli Lilly and Company

**2005 INBOUND ROUTING GUIDE
(continued)**

INTERNATIONAL SHIPMENTS

GENERAL INSTRUCTIONS

Insurance

Do not purchase or sign for additional insurance or declare a value beyond the carrier's normal liability. Eli Lilly and Company is self-insured and will not pay for the additional insurance.

Processing Multiple Orders and/or Pieces

- Consolidate multiple orders shipping on the same day, to the same address on one Air Bill or Bill of Lading and include each Lilly purchase order number on the Air Bill or Bill of Lading.
- Label each multiple piece/bundle with the destination and number, 1 of 3, 2 of 3, and 3 of 3, etc. The numbering must appear on the label or in close proximity to the shipping label.

Hazardous Material

You *must* ship in accordance with the United States Code of Federal Regulations, IATA and IMCO regulations.

INBOUND ROUTING INSTRUCTIONS

Parcel Shipments (DHL)

- Parcel shipments 70 lbs (32 kgs.) or less

Danzas – toll free 1-866-861-9493 (USA)

Danzas will handle all shipments other than DHL. Please contact Danzas at 1-866-861-9493 in the U.S. or your local Danzas office in country of origin for any of the following shipping needs:

- Air shipments -- 70 lbs (32 kgs.) or more
- Ocean shipments – please contact Danzas in the U.S. at 1-866-861-9493 or your local Danzas office in country of origin

Documentation

- Suppliers/shippers must fax documentation and advance shipping advice to Rich Gallman, Sr. Traffic Representative, at (317) 277-6329

3rd PARTY ROUTING INSTRUCTIONS

If a Lilly supplier utilizes a 3rd party to fulfill and ship Lilly orders, and Lilly will bear the cost of freight, it is the supplier's responsibility to provide the 3rd party with a copy of this Routing Guide to assist them with the correct procedures for shipping inbound to Lilly facilities, or to 3rd parties on behalf of Eli Lilly and Company.

- Inbound shipments: please adhere to Lilly's inbound routing instructions mentioned above.