



Supply Chain Partnership Guide
Inbound Routing

Revised Effective: April 13, 2009

“Be Always kind and True”

William G Allyn

Welch Allyn, Inc
4341 State Street Rd.
Skaneateles Falls, NY 13153

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Who We Are: A Complete Solution

We are a leading global manufacturer of medical diagnostic equipment and a complete range of digital and connected solutions. With nearly 2,400 employees working in 17 different countries, we are the only company that focuses on the "frontline of care" – customers include physician's offices, community clinics, skilled nursing facilities and emergency departments—where 95 percent of patients first seek medical treatment.

With every new product, every day, we work to give frontline care providers the ability to assess, diagnose, treat, and manage a wide variety of illnesses and diseases, focus on more patients, perform more procedures, and provide better care.

What We Do: A Near Century of Innovation

We pride ourselves on developing products and technologies that are advanced enough for astronauts to use on the International Space Station and reliable enough to use in the White House, yet user-friendly and affordable enough to be utilized by physicians.

Products

- Ear and Eye Care
- Blood Pressure Management
- Medical Lighting
- Digital Solutions
 - Patient Monitoring
 - Automated Vitals
 - Cardiopulmonary
 - Thermometry
- Women's Health
- Stethoscopes
- Endoscopy

The Connectivity Solution

We have a portfolio of diagnostic devices that capture both vital signs and cardiopulmonary information and transmit it to many leading Electronic Health Record systems (EHR) directly or through Welch Allyn software. Physicians and hospitals can count on patient-friendly devices to produce accurate clinical information for use in electronic databases.

Markets Served

- Family Medicine
- Internal Medicine
- Pediatric/Hospital/Acute and Emergency Care
- Emergency Medical Services
- Military

With operations in North America, Latin America, Europe, the Middle East, Africa and Asia, the balance of our core devices and high-tech digital and connectivity solutions has become central to the success of Welch Allyn as it looks to sustain profitable growth and strive to find the next technology, product or innovation to help save lives around the world.

How We Do It: A Company That Cares

Core Values

- Customer Focus
 - Integrity and Respect
 - Innovation and Change
 - Profitable Growth
 - Accountability
-
- We embrace the core values of its founders and four generations of the Allyn family who have contributed greatly to the company's success. These core values inspire the company vision, articulate its purpose, and relate directly to the company's financial success in the global marketplace.
-
- **Diverse - from the top to bottom**
Welch Allyn is proud to have one of only five medical device companies in the U.S to have a female CEO.

Welch Allyn is a global company – representing 50 countries and a myriad of different cultures. Much of the company's success comes from the blending of people of different backgrounds, cultures and perspectives
-
- **Pride in what we do**
The Company's sense of pride stems from knowing that the Welch Allyn brand can be found in almost any healthcare setting and that almost every patient-doctor encounter starts with some type of Welch Allyn device.

Where We Are Going: A Vision for the Future

Today, virtually every hospital department, office, or clinic around the world has Welch Allyn instruments in their facility.

As the healthcare industry world-wide continues to experience robust growth year on year, our opportunity to achieve growth is larger than ever. The company's future vision capitalizes on its rich history of innovation and positions it to deliver the kinds of leading-edge solutions our customers are demanding.

We recently realigned the company around global customer segments as part of a new strategic plan that focuses on addressing the changing needs of physicians, nurses, allied professionals and their patients. The plan calls for:

- Development of a new architecture for medical devices
- Increasing our focus on lower-acuity care settings
- Increasing our global presence

Led by a fourth generation of family members who continue the commitment of prior generations to solid, steady, long-term growth, the Allyn family has put us in a position that does not focus on quarterly reports and the stock price of the day, but rather long-term success, innovation, and the technologies that will advance frontline care into tomorrow.

Medical Design Excellence Awards

Each year, these awards honor visionary design and contribution to the advancement of patient care including innovative use of materials, user-related function, enhanced patient benefit, and groundbreaking design and engineering

- PanOptic Ophthalmoscope (2002)
- DuraShock technology (2002)
- SureSight Vision Screener (2002)

Frost & Sullivan

Each year, Frost & Sullivan present awards for outstanding product differentiation and innovation in the marketplace.

- The Propaq LT (2005)
 - Recognized for its rugged, lightweight, and compact patient monitoring capabilities
- Micropaq (2002)
 - Recognized as an improvement over conventional telemetry monitoring systems by putting the power of continuous bedside monitoring in a smaller, more portable package than ever before.

Company Heritage

For nearly 25 years, William G. Allyn guided Welch Allyn through exponential growth. His mark on the development of the company and its position in key markets has largely stuck with the company to this day. But perhaps his most remarkable imprint on the business is that of the company culture. *"Be Always Kind and True."*

– William G. Allyn

FORWARD

Welch Allyn, Inc. has chosen BridgeNet Solutions as our Transportation Management Consultants. BridgeNet Solutions will help our company in establishing policies and procedures relating to our transportation requirements. Inquiries can be directed as follows:

**BRIDGENET SOLUTIONS
233 S. WACKER DRIVE
SUITE 5430
CHICAGO, IL 60606**

E-mail: welchallyninitiative@bridgenetsolutions.com

TEL: 312 492-7500 x618

FAX: 312 275-7803

AARON SAMUELS- PROJECT MANAGER

This Routing Guide should be used for inbound shipments to the Welch Allyn facilities listed herein.

LEGAL & REGULATORY

- A - OSHA Statement** – The OSHA Hazard Communication Standard requires Manufacturers, Importers, and Suppliers to label containers of toxic substances or hazardous chemicals with the chemical name and hazard warning. Material Safety Data Sheets (MSD's) for these substances for all shipments are required.

- B - HAZARDOUS MATERIALS** – Items that are hazardous need to meet the regulated companies (i.e. – Department of Transportation (DOT), International Air Transport Association (IATA), etc) of hazardous materials. The purchased parts that are classified hazardous must be packaged, marked, labeled, classified, and shipped according to the regulated companies rules and regulations.

DOMESTIC INBOUND SHIPPING & ROUTING INSTRUCTIONS

Effective Date: May 9, 2005

The following instructions apply to **ALL** merchandise shipped to Welch Allyn, Inc. Compliance with these instructions is **MANDATORY**. Failure to follow these instructions shall be an agreement to pay all excess transportation charges, plus an administrative fee.

- I Purchase Orders/Procurement Card Orders** – All purchase orders and procurement card orders specify the “Ship to” location to which orders are to be shipped. Merchandise **MUST** be shipped exactly as ordered.
- II Packaging Requirements** – Packaging **MUST** conform to the freight carrier’s requirements to withstand normal transportation hazards. Claims that develop due to improper packaging will be charged back to the shipper.
- III Marking Requirements** – Every article of freight **MUST** be fully identified with the following information, in addition to the packing slip requirements specified in our **Supplier Compliance Policy**, attached hereto.
 - A – Supplier’s name and complete shipping address.**
 - B – Our complete “Ship to” address.**
 - C – If ordered on our procurement card, complete Welch Allyn procurement Reference number, and name of the Welch Allyn’s employee authorizing the shipment.**
 - D – If ordered on our purchase order form – our complete purchase order Number.**
 - E – Item number and quantity in each carton.**
 - F – On lot number (eg 1 of 2, 2 of 2).**
 - G – Purchase Order number and authorization number on air bills for air Express shipments – ONLY IF AUTHORIZED BY WELCH ALLYN, INC.**
- IV Shipping Instructions** - All shipments up to 250 pounds are to be routed via **FEDEX – BILL RECIPIENT**, where package size and weight limitations are within the standards set out by **FEDEX**. Where possible, band two or more packages together to gain the benefit of lower freight costs. **Contact the purchasing agent at the ship to address for the FEDEX Account Number.**

LTL (LESS-THAN-TRUCKLOAD) SHIPMENTS 250 POUNDS TO 10,000 POUNDS OR WHERE SHIPMENTS OCCUPY 750 FEET OR LESS OF CARRIER’S EQUIPMENT – Ship via the carriers listed on pages 18 through 24 of this guide from your origin state.

SHIPMENTS OF 10,000 POUNDS OR MORE, OR SHIPMENTS THAT WILL OCCUPY 750 CUBIC FEET OF SPACE OR MORE – You must contact Betty Ryan at Welch Allyn for routing instructions at:

Betty Ryan
Global Logistics
Welch Allyn
Tel: 315-685-3633
Fax: 315-685-7889
ryanb@welchallyn.com

ATTENTION CARRIER:

For payment, submit an electronic invoice file of each shipment to the following email address:

welchallyninitiative@bridgenetsolutions.com

or you may request an FTP site where the file can be uploaded.

Electronic file should be in Excel, .csv or EDI and should be transmitted weekly. If electronic invoicing is not available, you must submit the original freight bill with copy of bill of lading and receipted copy of delivery receipt to:

**AARON SAMUELS
BRIDGENET SOLUTIONS
233 S. WACKER DRIVE
SUITE 5430
CHICAGO, IL 60606**

INTERNATIONAL SHIPMENTS (US IMPORTS)

FILLING OUT IMPORT DOCUMENTATION:

Please fill out the commercial invoice when shipping into Welch Allyn US locations with the following information.

****It is vital this information is filled out completely in order to clear US Customs and US Food Drug Administration (FDA) release (when applicable).**

Sample invoice is on pg. 11

Information needed:

- 1. Welch Allyn's Purchase order number (on all international documentation).**
- 2. Complete and clear description of the item being shipped.**
- 3. Harmonized Tariff code supplied by Welch Allyn's Procurement Team.**
- 4. Country of Origin**
- 5. The declared value will be the price Welch Allyn will be paying you for the goods supplied.**
- 6. Samples that are being shipped must include the commercial value of the parts for U.S. Customs purpose.**
- 7. All documents supplied must be in English.**
- 8. Medical Device Listing Number.**
- 9. FDA Product Code.**
- 10. 510K (if applicable)**
- 11. Country of Origin.**
- 12. Full name and address of the manufacturer.**
- 13. Shipper and Consignee's contact name and telephone number just in case questions arise.**

If you have questions regarding the data needed on the commercial invoice please reach out to the Commodity Manager or Procurement Analyst.

WELCH ALLYN IMPORT SHIPPING MATRIX:

| Transportation Mode | Select Carrier | Customs Broker | Required Documents |
|--|---|---------------------------------|--|
| Air Express, Small Parcel (under 150 lbs.) | FedEx – bill recipient **Contact Procurement Analyst at Welch Allyn for the FedEx Account# | FedEx | Commercial Invoice |
| Air Freight (150 lbs. or more) | Expeditors International **Contact Welch Allyn Commodity Manager, or Procurement Analyst for approval. | Expeditors International | Invoice, packing list, airway bill or bill of lading: |
| Ocean Freight – Less than Container Load (LCL) or Full Container Load (FCL) | Expeditors International **Contact Welch Allyn Commodity Manager, or Procurement Analyst for approval. | Expeditors International | Invoice, packing list, airway bill or bill of lading: |

Contact Information:

Expeditors International
245 Roger Avenue
Inwood, NY 11696
Phone# 1-516-371-3330
Fax# 1-516-371-2979

Sachiko Kobayashi
Email address: sachiko.kobayashi@expeditors.com



| |
|---------------------------|
| Commercial Invoice |
|---------------------------|

Supplier's Name: _____

Address: _____

Contact: _____

Telephone# _____

Ship To:

Welch Allyn, Inc.

Carrier: _____

Invoice# _____

Currency _____

Contact name: _____

Telephone# _____

Welch Allyn's Purchase order number: _____

| Number of Pkgs. | Quantity | Description of Goods | Weight | Unit Price | Total |
|-----------------|----------|--|--------|------------|-------|
| | | <p><i>Must be a clear description of the goods being imported in the United States.</i></p> <p><i>Please refer to pg. 9 for details on what information is needed on the commercial invoice and note that the FDA, Country of Origin, HTS, and where the goods were manufactured needs to be under each part being shipped to Welch Allyn.</i></p> <p style="text-align: center; font-size: 2em; opacity: 0.5;">SAMPLE</p> | | | |

**PLEASE READ COMPLETE INSTRUCTIONS ON PAGES
12 AND 13 IF SHIPPING TO WELCH ALLYN DE MEXICO
C/O CASAS INTERNATIONAL BROKERAGE, INC.**

Shipping Instructions to: Welch Allyn de Mexico

NOTE: Welch Allyn will utilize a Third Party Warehouse for this location and the ship to address for all items shipping to Mexico, regardless as to ship method is:

**Welch Allyn de Mexico c/o
Casas International Brokerage Inc.
9355 Air Way Road, Suite 4
San Diego, CA 92154**

Acceptance of the shipments by Casas will be conditional, subject to Welch Allyn physical verification of the goods when they arrive in Mexico.

Your product will be crossing through US and Mexican Customs. This will include inspection of the product before being delivered to Welch Allyn de Mexico. It is imperative that the counts as well as Packing slip information be accurate.

Packing slip must include the following information:

Packing List (outside of the box)
Purchase Order Number
Welch Allyn Part number
Number of boxes
Individual box quantities
Description of goods
Gross Weight
Original Manufacturer
Country of Origin

Mexican Customs also requires specific information to be on the **Package Label per below:**

- 1) The information must be presented in Spanish and/or English and be printed at least 1.5 mm high.
- 2) If the package is less than 32 square cm, the text height must be at least 1 mm high.
- 3) The information that is required on the Package Label includes:
 - a) Name or generic name of the product – unless the package allows the product to be seen.
 - b) Quantity – unless obvious – can be seen.
 - c) Country of Origin – “Made in...”, “Manufactured in...”, “Produced in...”
 - d) Box Numbering - Box 1 of 3, 2 of 3, 3 of 3 etc.

NOTE: SAMPLE SHIPPING LABEL BELOW IN ENGLISH AND SPANISH – USE EITHER ENGLISH OR SPANISH VERSION BUT NOT BOTH.

| ETIQUETA DE IDENTIFICACION |
|--------------------------------------|
| Num. de Parte _____ |
| Descripcion _____ |
| Cantidad _____ |
| Hecho en _____ |
| # de Cajas _____ Caja _____ de _____ |
| Fecha de expiracion _____ |
| Notas _____ |

| IDENTIFICATION LABEL |
|--|
| Part Number _____ |
| Description _____ |
| Quantity _____ |
| Origin of Manufacturer _____ |
| Number of Boxes _____ box _____ of _____ |
| Date of Expiration _____ |
| Notes _____ |

Key Note: Improperly identifying materials and/or inaccurate count exposes Welch Allyn to fines, penalties, and even confiscation of product by Mexican customs. Suppliers are responsible for accurate representation of their products; therefore, any costs incurred will be the suppliers’ responsibility.

Key Note: Wooden Pallets:

- 1) Wooden pallets must be Internationally Heat Treated or fumigated with methyl bromide.
- 2) Must have the symbol identifying this printed on the pallet itself.

Key Note: Mexican Customs will not allow any pallets into their county that do not follow this guideline. Any pallets not marked properly will be detained and repackaged. Any additional cost for repackaging will be billed to Suppliers.

****Note:** The use of Plastic pallets is permitted.

Shipping Instructions: Refer to pg.7, reference IV.

SHIPMENT PREPARATION & DELIVERY

Our goal is to build mutually beneficial business relationships with our suppliers by being specific about our needs and promptly paying your invoices.

This **Supplier Compliance Policy** ensures uniformity in shipping and invoicing procedures. This policy will dramatically enhance the excellent relationships we already have. Certainly in choosing new suppliers with whom to do business with, we will look for those who can best meet our requirements.

We hope all of our suppliers can continue to work with Welch Allyn efficiently, profitably and will comply with our successful **standards of excellence**.

I **PACKING SLIPS:** Requirements A-E below pertain to all Welch Allyn locations EXCEPT Welch Allyn de Mexico (reference on pg. 7). Every shipment must be accompanied by a packing slip affixed to the outside of the lead carton. All packing slips must show the following:

- A – Welch Allyn Purchase Order Number, Part Number and Quantity Shipped.
- B – Each Itemized Line on the Purchase Order or Jit Delivery Schedule should represent one itemized line on the packing Slip..
- C – Certificate of Analysis (When Required).
- D – Suppliers Invoice or Packing Slip Number.
- E – Procard Purchases must show Ship to Attention Line and Welch Allyn Reference Number.

II, III, and IV pertain to all non US Welch Allyn sites.

II **INCOMING DELIVERIES:**

- A – Cartons must have consistent case pack per Welch Allyn Purchase Order Unit of Measure. Cartons must not exceed 40 lbs each without prior approval from appropriate Welch Allyn Buyer.
- B – Appropriate Buyer must be notified of over shipments and under shipments Prior to shipping.
- C – Shipments must be delivered within the delivery window -5 to + 0 days of the ETA date.
- D – All shipments must be shipped according to the Welch Allyn, Shipping and Routing Instructions.
- E – Purchase Order Number/Welch Allyn Procard Reference Number must appear on all shipping labels.
- F – Truck Shipments must be palletized, (where applicable).

III **INVOICES:** If required, all Invoices must meet the following requirements:

- A – Only one copy of the invoice is required.
- B – Invoice must clearly state:
 - Correct Purchase Order Number and Welch Allyn Part Number.
 - Correct terms as specified on the Purchase order.
 - Breakdown of quantity by Part Number.

- Total cartons shipped.
- C** – Invoicing must be in the same Unit of Measure as corresponding Purchase Order or JIT Delivery Schedule Report.
- D** – Each itemized line on the invoice must represent one and only one itemized Line from the Purchase Order.
- E** - Invoices must be faxed: (315)685-8953 or mailed to:

Welch Allyn, Inc.
Accounts Payable Dept.
PO Box 220
Skaneateles Falls, NY 13153-0220

FREIGHT CHARGES MAY NOT BE BILLED ON MERCHANDISE INVOICES. NO CHARGES WILL BE PAID WHICH ARE NOT OF THE PURCHASE ORDER. UNDER NO CIRCUMSTANCES IS WELCH ALLYN, INC., TO BE BILLED FOR SERVICE CHARGES, INSURANCE CHARGES, HANDLING CHARGES OR DOCUMENTATION FEES.

IV – MISCELLANEOUS

- A – Payments via EFT – (Electronic Fund Transfers) are preferred.**

SUPPLIER COMPLIANCE POLICY FOR MARKETING & COMMUNICATIONS MATERIALS

This **Supplier Compliance Policy for Marketing and Communication Materials** ensures uniformity in shipping and invoicing procedures for materials going to our Literature Warehouse. This policy will dramatically enhance the excellent relationships we already have. Certainly in choosing new suppliers with whom to do business with, we will look for those who can best meet our requirements.

See I. **PACKING SLIPS:**

(under **SUPPLIER COMPLIANCE POLICY**)

II. **INCOMING DELIVERIES:**

- A. Cartons must have consistent case pack per Welch Allyn Purchase Order Unit of Measure. Cartons must not exceed 40 lbs. each without prior approval from appropriate Welch Allyn Buyer. Preferably 30 lbs. in weight and maximum height of 10” in height.
- B. Appropriate Buyer must be notified of over shipments and under shipments prior to shipping.
- C – Shipments must be delivered within the delivery window -5 to + 0 days of the ETA date.
- D. All shipments must be shipped according to the Welch Allyn Shipping and Routing Instructions.
- E. **All Marketing & Communication Materials must be shrink-wrapped packages of 25 (this includes brochures, sell sheets, flyers, direct mailers, price lists, catalogs...)** Depending on the size of some of the catalogs, you can choose poly-bagging instead of shrink-wrapping.
- F. Purchase Order Number/Welch Allyn Procard Reference Number must appear on all shipping labels. An example label is on the next page. If you can, include bar-coding on the label art provided.
- G. Truck Shipments must be palletized, where applicable.

Return to III. **INVOICES:**

(under **SUPPLIER COMPLIANCE POLICY** for the remaining information that is required for compliance)

Welch Allyn relies on dependable service from our suppliers to help us keep our schedule and satisfy our customers. Thank you for your compliance.

DATE:

PURCHASE ORDER:

FROM:

TO: WELCH ALLYN C/O SALT CITY PRINTING

6163 East Molloy Road
East Syracuse, NY 13057
Tel: 315.437.1139

PART #:

SM

Rev

BOX QUANTITY:

SHRINK-WRAPPED IN _____s

BOX _____ OF _____ TOTAL # OF BOXES

DESCRIPTION AND MC #

EMERGENCY AIR FREIGHT SHIPMENTS

WHEN CHARGES ARE TO BE ABSORBED BY WELCH ALLYN, INC.

In cases of **EXTREME EMERGENCY**, when Welch Allyn, Inc., requires airfreight shipments, a Welch Allyn representative must approve the shipments.

The first service option for airfreight should be **FEDEX – 2ND DAY**. If this service does not meet the ETA requirement, then **FEDEX STANDARD OVERNIGHT** can be utilized.

Welch Allyn's FEDEX account number **MUST** be entered in the appropriate space on the airway bill. In addition, our **Purchase Order Number or Procard Reference Number must be entered on the AIRWAY BILL.**

IMPORTANT NOTE: EMERGENCY AIRFREIGHT SHIPMENTS MUST BE AUTHORIZED PRIOR TO SHIPMENT. PLEASE CONTACT WELCH ALLYN PROCUREMENT STAFF TO OBTAIN FEDEX SHIPPER NUMBER.

UNAUTHORIZED AIR FREIGHT SHIPMENT COSTS WILL BE CHARGED BACK TO THE SUPPLIER.

PROCEDURES - GROUND TRANSPORTATION

All small shipments weighing less than 250 lbs. are to be routed via FedEx Ground where package size and weight limitations are within the standards set out by FedEx.

When Welch Allyn, Inc. is responsible for the payment of freight charges, mark in the body of your bill of lading the following statement:

ATTENTION CARRIER:

For payment, submit an electronic invoice file of each shipment to the following email address:
welchallyninitiative@bridgenetsolutions.com

or you may request an FTP site where the file can be uploaded.

Electronic file should be in Excel, .csv or EDI and should be transmitted weekly. If electronic invoicing is not available, you must submit the original freight bill with copy of bill of lading and receipted copy of delivery receipt to:

**AARON SAMUELS
BRIDGENET SOLUTIONS
233 S. WACKER DRIVE
SUITE 5430
CHICAGO, IL 60606**

Transit times indicated in this guide are workdays, (Monday thru Friday), and do not include the day of pick-up. The transit times are those published by the individual freight carriers.

DELIVERY SERVICE SCHEDULE FOR LTL USE
NORMAL DELIVERY WHEN THE NUMBER OF
SERVICE DAYS IS AS FOLLOWS:

| <u>PICKED UP</u> | <u>2</u> | <u>3</u> | <u>4</u> | <u>5</u> | <u>6</u> | <u>7</u> | <u>8</u> |
|-------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| MONDAY | WED | THU | FRI | MON | MON | TUE | WED |
| TUESDAY | THU | FRI | MON | MON | TUE | WED | THU |
| WEDNESDAY | FRI | MON | MON | TUE | WED | THU | FRI |
| THURSDAY | MON | MON | TUE | WED | THU | FRI | MON |
| FRIDAY | MON | TUE | WED | THU | FRI | MON | MON |

LTL (less-than-truckload) shipments 250 pounds to 10,000 pounds, or where shipments occupy 750 feet or less of carrier’s equipment, ship via the carriers listed on pages through of this guide from your origin state.

All shipments which exceed 10,000 pounds, or which will occupy ½ trailers or more, please call for routing instructions:

*Betty Ryan
Welch Allyn
4341 State Street Road
Skaneateles Falls, NY 13153
TEL: 315 685-3633
FAX: 315 685-7889*

“In order for Welch Allyn to achieve maximum freight cost benefits from our small package carriers, we request that wherever possible, each Welch Allyn supplier consolidate smaller packages into larger packages. Please be sure that the consolidated package does not exceed the maximum weight and size limit for Ground parcel shipments with our preferred carriers. This will not only benefit us in freight cost savings, but will also assist us in more efficient handling of your goods at our receiving dock”.

How to Fill Out a Bill of Lading

The bill of lading is a critical document in the shipping process. A bill of lading is required for each shipment and serves as a receipt and a contract. A properly completed bill of lading legally shows the carrier has received the freight as described, and is obligated to deliver that freight, in good condition, to the consignee.

The information on the bill of lading is important. It provides direction to carrier personnel throughout the route of the shipment - the ORIGIN, piece count, billing instructions and special handling requirements. Any changes to a bill of lading, such as a reconsignment or reversal of terms, always require a shipper-approved, corrected bill of lading.

Before you begin consider the following items before filling out a bill of lading:

- A. Know who is responsible for paying the freight charges-the shipper, the consignee or a third party (shipper prepaid [PPD]; consignee-collect [COL]; third party-PPD).**
- B. Know how your merchandise is described according to the NMFC (National Motor Freight Classification).**

Filling out the Bill of Lading:

- 1. Consignee:** Enter the name, address and ZIP code for the customer receiving the shipment.
- 2. Shipper:** Enter the name, address and ZIP code for the shipper tendering the freight to carrier.
- 3. Date:** Enter the pick-up date of the shipment.
- 4. Shipper’s number:** Enter shipper’s number, if applicable.
- 5. Bill of Lading number:** Enter the bill of lading number, if applicable.
- 6. P.O. number:** Enter the purchase order number, if applicable.

7. **Number of Packages:** Enter the number of handling units of the shipment. If shipment is unitized. The number of units and the number of cartons on each unit must be listed.
8. **Hazardous materials:** If the commodity being shipped is a hazardous material (as defined by DOT), mark an “X” in this block.
9. **Kind of packaging, description of articles, special marks and exceptions:** Enter the name of the commodity and its description. If known, please provide the NMFC number of the commodity. This field should also be used to provide the proper four-digit UN number and NA number for hazardous materials, as well as any special handling or protective service instructions.
10. **Weight:** Provide the weight for each commodity being shipped, including packaging and pallet/skid weight.
11. **Class of Rate:** Provide the appropriate NMFC class for the commodity being shipped, if known.
12. **Value:** indicate the declared value, in U.S. dollars of the commodity being shipped only if freight charges are predicated upon value per the NMFC.
13. **Linear feet of trailer:** Not applicable.
14. **Freight charges:** Check the appropriate box to denote freight charge responsibilities.
15. **Received \$:** Driver is to provide the amount, in U.S. dollars, being paid at the time of pick-up. Enter the agent or cashier name, if applicable.
16. **Section 7:** This section contains the “without recourse” clause and determines who pays the shipping costs. By filling out this section, you are instructing the carrier to collect freight charges from the consignee and not to re-bill shipper if consignee fails to pay on collect shipments.
17. **Remit COD check/cash to:** Provide the carrier with the name, address and ZIP code of the party to whom the COD should be remitted.
18. **Collect on delivery:** Denote the amount of money to be collected for a COD shipment. Also, indicate the appropriate payment method and COD fee payment responsibility by checking the appropriate box.
19. **Shipper/per:** Denote your company’s name and sign your name on the “per” line of the section.
20. **Carrier/per:** The pick-up driver will provide the carrier’s name and signature. Insist that driver sign his full name, not just initials.
21. **Total number of pieces:** Driver to denote number of pieces and date received.
22. **Buyer Contact information.**

WELCH ALLYN, INC.

**Transportation Manual & Routing Guide between Welch Allyn facilities at
4619 Jordan Rd, Skaneateles Falls, NY 13153; 4341 State Street Rd, Skaneateles Falls, NY
13153; Or C/O Tessy Plastics, Route 5 West, Elbridge, NY 13061 and the following states:**

**ORIGIN STATE &
CARRIER**

ALABAMA
ESTES EXPRESS

ALASKA
ESTES EXPRESS

ARIZONA
ESTES EXPRESS

ARKANSAS
ESTES EXPRESS

CALIFORNIA
ESTES EXPRESS

COLORADO
ESTES EXPRESS

CONNECTICUT
NEW ENGLAND MOTOR FREIGHT

DELAWARE
NEW ENGLAND MOTOR FREIGHT

DISTRICT OF COLUMBIA
NEW ENGLAND MOTOR FREIGHT

FLORIDA
ESTES EXPRESS

GEORGIA
ESTES EXPRESS

HAWAII
ESTES EXPRESS

IDAHO
ESTES EXPRESS

**ORIGIN STATE &
CARRIER**

INDIANA
ESTES EXPRESS

IOWA
ESTES EXPRESS

KANSAS
ESTES EXPRESS

KENTUCKY
ESTES EXPRESS

LOUISIANA
ESTES EXPRESS

MAINE
NEW ENGLAND MOTOR FREIGHT

MARYLAND
NEW ENGLAND MOTOR FREIGHT

MASSACHUSETTS
NEW ENGLAND MOTOR FREIGHT

MICHIGAN
ESTES EXPRESS

MINNESOTA
ESTES EXPRESS

MISSISSIPPI
ESTES EXPRESS

MISSOURI
ESTES EXPRESS

MONTANA
ESTES EXPRESS

ILLINOIS

ESTES EXPRESS

NEBRASKA

ESTES EXPRESS

WELCH ALLYN, INC.

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WELCH ALLYN, INC.

Transportation Manual & Routing Guide between for Welch Allyn facilities at both 8300 and 8500 SW Creekside Place, Beaverton, Oregon 97008, 9355 Air Way Road, Suite 4, San Diego, CA 92154 and 11300 N W 41st, Miami, FL 33178, the following states:

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REFERENCE INFORMATION

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Or dial – 1-800-624-7881 x2500 for customer service/pick-ups

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