The Life Sciences Supply Chain:

HOW OUR PRODUCTS GET FROM US TO YOU

Most orders for Corning products are placed through distributors. From the moment you place an order with a Corning distributor, we work hard to get our products to your lab. But how do orders get from us to you? Let's follow this part of the supply chain.



THE CUSTOMER

Elle orders Corning microplates from an authorized distributor.

CORNING



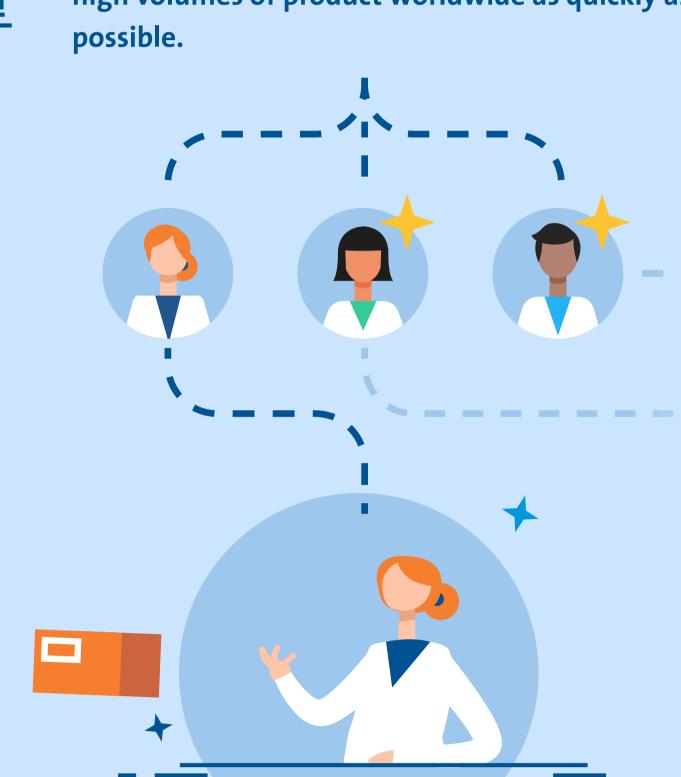
THE DISTRIBUTOR

Distributors stock Corning products in their regional warehouses based on historical demand. Products are shipped to customers upon ordering.



The distributor streamlines the supply chain by ordering in bulk from Corning and warehousing products closer to customers, like Elle. They also combine orders from Elle's colleagues and other labs making delivery of the products more efficient. Customers can benefit from the efficiencies in shipping high volumes of product worldwide as quickly as possible.

The distributor then decides to ship product to the customer based on prearranged shipping terms.



THE CUSTOMER

Elle receives her microplates from the distributor.

Most of the time, the distributor has enough supply to fulfill every order as

WHEN BACK ORDERS HAPPEN

their inventory is based on historical data. But sometimes, unexpected surges in demand can cause back orders. Suppliers have experienced unprecedented demand for many products as well





restrictions.

due to travel

Suspended exports

as unforeseen disruptions caused by:



treatments and vaccine development.

Prioritized shipments due to

that are part of the Defense

Production Act in support of

government-mandated programs

needs like testing kits, COVID

Increased demand of

supplies for unforeseen



meet the new demands.

Industry-wide raw

materials shortages.



COVID-19-related activities. When back orders happen, Corning will need to manufacture more products to

If we don't have products ready to go in our inventory or safety stock, we'll manufacture additional products in one of our

CORNING MANUFACTURING SITES

manufacturing capacity. Supply Update: A letter from Corning Life Sciences Management Finished goods are then shipped to a Corning warehouse.

manufacturing facilities or add additional

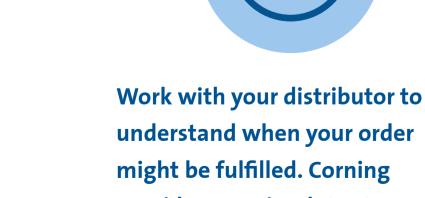


products to them. The distributor then ships the products to the customers. Corning does not know or manage shipments to the customer from the

distributor. In some cases, a special order or large quantity order can be shipped directly. In almost all cases the fastest way to get your products is through a distributor.

As distributor orders come in, Corning will pull and ship

In some cases, there might not be enough raw materials or equipment available to meet an unexpected rise in demand. When this happens, products are placed on back order. If that happens, you can:



might be fulfilled. Corning provides promise dates to distributors on products that are being manufactured within the next 90 days.

on www.corning.com/supplyupdate.

feedback, contact Corning or your distributor.

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within the next 90 days.

manufactured for that order

Corning is shipping multiple truckloads daily to our distributors. This is the

fastest way to get the products you need. See our FAQs for more information

The Right Supplies at the Right Time We know how important it is to get every order right every time. Despite the **COVID-19** pandemic and unprecedented demand, we're committed to keeping production and distribution operations stable. If you have questions or