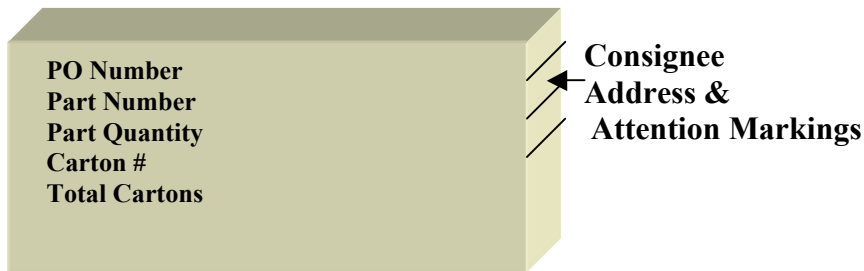


CARRIER ROUTING GUIDE

The following pages are for shipments consigned to General Dynamics NASSCO, San Diego, CA. Failure to comply with these instructions, which incurs additional freight costs, could result in a possible debit to the seller for transportation costs plus administrative fees unless authorized by the NASSCO buyer prior to shipment. The normal transportation mode will be via surface carriers. Only the NASSCO buyer will authorize premium transportation, which includes airfreight, air express, padded van and exclusive use of truckload or carload carrier.

Marking Requirements

Each container will have markings with a contrasting color to the container with the following information: 1. PO Number, 2. Part number, 3. Part Quantity, 4. Carton number, and 5. Total cartons. These markings must be placed in such a manner that opening the container does not destroy any of the information. They must also be legible and not interfere with any special handling labels.



Shipping Document Requirements

The shipping invoice must contain the NASSCO purchase order(s) or job number. The air waybill or bill of lading must include the NASSCO purchase order(s) or job number. **COD SHIPMENTS WILL NOT BE ACCEPTED.**

ABC Freight Company		
Date _____ Pro. No. _____		
B/L No. _____ Page No. _____		
Shipper Name		General Dynamics NASSCO
Address		1699 MAIN STREET New Construction Receiving
City	State	Zip Code
SAN DIEGO,	CA.	92113
INVOICE		Customer Reference No. (NASSCO PO Number is required) Incorrect P.O. identification will be considered as deficient shipping documentation
PREPAID <input type="checkbox"/>	COLLECT <input type="checkbox"/>	

Shipments to General Dynamics NASSCO San Diego, California or to an Authorized Supplier, freight paid by NASSCO

SURFACE SHIPMENTS

0-150 lb.	Small package Ground service which are within the DHL dimensional sizes	DHL Ground, if using hundredweight follow DHL guidelines for maximum
150-10,000 lb.	Single and multiple package shipments exceeding the small package requirements by common carrier	See the carriers on the "LTL Freight Carrier Listing."
>10,000 lb., or >1,000 cu. ft. or > 20 ft. long	Contact Traffic Administrator, provide the weight, dimensions, freight description and PO Number	(619) 744-1220 Phone (619) 544-3677 Fax



DOMESTIC AIR SHIPMENTS

**Note: Second Day Service if PO delivery date permits;
Overnight Air Express if PO delivery requires.**

1-150 lb. < 68 kg	Small package shipments requiring overnight service purchased F.O.B. freight collect with the 50 states	DHL ® Priority overnight service
150-500 lb. > 68 kg	Small package shipments requiring overnight service purchased F.O.B. freight collect within the 50 states	EGL Eagle Global Logistics
> 501 lb. >1105 kg	Contact Traffic Administrator, provide the weight, dimensions freight description and PO Number	(619) 744-1220 Phone (619) 544-3677 Fax

LTL Common Carrier

LTL (Less than Truckload) Routing- Shipments under 10,000 lbs. In Order of Preference

State	Preferred Carrier	2nd Preferred Carrier
Alabama	Yellow Freight	UPS Freight
Arizona	UPS Freight	Yellow Freight
Arkansas	UPS Freight	Yellow Freight
California	UPS Freight	Yellow Freight
Colorado	Yellow Freight	UPS Freight
Connecticut	UPS Freight	Yellow Freight
Delaware	Yellow Freight	UPS Freight
Washington D.C.	UPS Freight	Yellow Freight
Florida	Yellow Freight	UPS Freight
Georgia	UPS Freight	Yellow Freight
Idaho	UPS Freight	Yellow Freight
Illinois	Yellow Freight	UPS Freight
Indiana	UPS Freight	Yellow Freight
Iowa	Yellow Freight	UPS Freight
Kansas	UPS Freight	Yellow Freight
Kentucky	Yellow Freight	UPS Freight
Louisiana	UPS Freight	Yellow Freight
Maine	Yellow Freight	UPS Freight
Maryland	UPS Freight	Yellow Freight
Massachusetts	Yellow Freight	UPS Freight
Michigan	UPS Freight	Yellow Freight
Minnesota	Yellow Freight	UPS Freight
Mississippi	UPS Freight	Yellow Freight
Missouri	Yellow Freight	UPS Freight
Montana	UPS Freight	Yellow Freight
Nebraska	Yellow Freight	UPS Freight
Nevada	UPS Freight	Yellow Freight
New Hampshire	Yellow Freight	UPS Freight
New Jersey	UPS Freight	Yellow Freight
New Mexico	Yellow Freight	UPS Freight
New York	UPS Freight	Yellow Freight
North Carolina	Yellow Freight	UPS Freight
North Dakota	UPS Freight	Yellow Freight
Ohio	Yellow Freight	UPS Freight
Oklahoma	UPS Freight	Yellow Freight
Oregon	UPS Freight	Yellow Freight
Pennsylvania	Yellow Freight	UPS Freight
Rhode Island	UPS Freight	Yellow Freight
South Carolina	Yellow Freight	UPS Freight
South Dakota	UPS Freight	Yellow Freight
Tennessee	Yellow Freight	UPS Freight
Texas	UPS Freight	Yellow Freight

LTL (Less than Truckload) Routing- Shipments under 10,000 lbs. (Continued)
In order of Preference

State	Preferred Carrier	2 nd Preferred Carrier
Utah	UPS Freight	Yellow Freight
Virginia	Yellow Freight	UPS Freight
Washington	UPS Freight	Yellow Freight
West Virginia	UPS Freight	Yellow Freight
Wisconsin	Yellow Freight	UPS Freight
Canada	Yellow Freight *	

* Yellow Freight Canadian Partner is Midland Transport (506) 858-5555

+ UPS Freight formerly known as Overnight Transportation & Motor Cargo

Drop shipments within the United States

Third Party Billed to General Dynamics NASSCO
LTL SHIPMENTS UNDER 10,000 LBS

Use in the order as they appear

Interstate	Carrier 1	Carrier 2
All Contiguous States	Yellow Freight	UPS Freight
Intrastate California	Carrier 1	Carrier 2
Within California	UPS Freight	

CARRIER ACCOUNT NUMBERS

Carrier Name	Account Number	Customer Service Phone	Web Site	General Dynamics NASSCO Account Manager
DHL	853493716 Domestic 968237096 International	877-GEN-DYNA	http://www.dhl-usa.com	Mike Fuson (800) 433-6345 Ext. 4868
EGL Eagle Global Logistics	NASSHA921	800-898-8201 24 hours/7 days	http://www.eaglegl.com/	Kent Grooms (619) 229-3518 (619) 229-3500
Federal Express	0921 0650 0	800-Go FedEx	http://www.fedex.com	Charles Fulcher (212) 560-4142
UPS Freight Was Overnight & Motor Cargo	NASSCO Not Required	800-333-7400	http://www.overnite.com	“Raj” Rajaratnam (858)695-9716
UPS	976107	800-PICKUPS	http://ups.com	Jerry Morangne (714) 741-6095
Yellow Freight	277850208	800-610-6500	http://www2.yellowcorp.com	Mike Holguin (619) 671-0205 x14

FOB TERMS FOR DOMESTIC SHIPMENTS

- 1. FOB Destination, Freight Collect or**
- 2. FOB Origin, Freight Collect**
- 3. Prepaid and add must be approved by Traffic Admin.**
(UPS shipments are an exception)

USE THE ABOVE IN THE ORDER GIVEN

INCOTERMS FOR INTERNATIONAL SHIPMENTS

- **Use INCOTERMS 2000 on the next page**
- **Each PO will provide correct terms, i.e. DDU, NASSCO, SAN DIEGO or FOB port of export**
- **Published by ICC Publishing, 156 Fifth Ave., New York, NY 10010 (ICC Publication No. 560)**

INCOTERMS 2000 CHART BELOW

INCOTERMS 2000

Incoterms and Services	EXW	FCA	FAS	FOB	CFR	CIF	CPT**	CIP**	DAF	DES	DEQ	DDU	DDP
	Ex Works	Free Carrier	Free Alongside Ship	Free on Board	Cost and Freight	Cost, Insurance, & Freight	Carriage Paid To	Carriage & Insurance Paid	Delivered at Frontier	Delivered ex Ship	Delivered ex Quay (duty paid)	Delivered Duty Unpaid	Delivered Duty Paid
	named place	named place	named port of destination	named port of destination	named place of destination	named place of destination	named place of destination	named port of destination	named place	named port of destination	named port of destination	named place of destination	named port of destination
warehouse storage at point of origin	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
warehouse labor charge at origin	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
export packing	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
loading at point of origin	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
inland freight	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
port receiving charges	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
forwarding fees	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
loading on ocean carrier	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
ocean freight	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER	SELLER
charges in foreign port	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER	SELLER	BUYER	SELLER	SELLER	SELLER
delivery charges to final destination	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	SELLER
customs duties and taxes abroad	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	BUYER	SELLER	BUYER	SELLER

DDU, NASSCO, San Diego is preferred

INTERNATIONAL SHIPPING TERMS

Regardless of the Incoterms in use, the seller must supply the goods as agreed in the contract of sale, together with such evidence of conformity as may be required by the contract.	
Regardless of the Incoterms in use, the buyer must take receipt and pay for the goods delivered, as provided in the contract.	
The payment of the forwarding fee is sometimes controversial, depending on the contract of sale.	
** Risk of loss or damage is transferred from seller to buyer when goods have been delivered to carrier.	
Carriage Paid To: The seller pays the freight to the named destination.	Delivered ex Ship: Take possession at the port of arrival, on the ship, uncleared.
Carriage & Insurance Paid: Same as CPT plus cargo insurance.	Delivered ex Quay (duty paid): Ownership changes on the wharf after entry has been made and duty paid.
Cost, Insurance, & Freight: Same as CFR plus insurance.	Delivered Duty Unpaid: Seller is responsible for all transportation charges except custom duties and taxes abroad.
Cost and Freight: The seller must pay the cost and freight necessary to bring the goods to the port of destination, not including insurance. The goods must be cleared for export.	Delivered Duty Paid: Seller is responsible for all charges including duty, taxes and delivery at destination.
Ex Works: The buyer is obligated to pick the goods up from the seller at his dock and move the goods as well as pay all charges from that point forward.	Free Alongside Ship: The seller fulfills his obligation to deliver when the goods have been placed alongside the vessel, on the quay, or in lighters at the named port of shipment.
Free on Board: Seller is obligated to have the goods packaged and ready for shipment from the agreed point. The buyer normally assumes the burden of all-inland transportation costs and risks in the exporting country, as well as all subsequent transportation costs, including the costs of loading the merchandise on the vessel. Seller fulfills his obligation to deliver when the goods have passed over the ship's rail at the named port of shipment.	Free Carrier: The seller fulfills his obligation to deliver when he has handed over the goods, cleared for export, into the charge of the carrier named by the buyer at the named place or point.

DOMESTIC SHIPPING TERMS

F.O.B. origin, freight prepaid

Seller pays freight charges
 Seller bears freight charges
 Buyer owns goods in transit
 Buyer files any claims

F.O.B. destination, freight collect (NASSCO PREFERRED)

Buyer pays freight charges
 Buyer bears freight charges
 Seller owns goods in transit
 Seller files any claims

F.O.B. origin, freight prepaid and add

Seller pays freight charges
 Buyer bears freight charges
 Buyer owns goods in transit
 Buyer files any claims

F.O.B. origin, freight collect (NASSCO 2nd PREFERRED)

Buyer pays freight charges
 Buyer bears freight charges
 Buyer owns goods in transit
 Buyer files any claims

F.O.B. destination, freight prepaid

Seller pays freight charges
 Seller bears freight charges
 Seller owns goods in transit
 Seller files any claims

F.O.B. destination freight collect and allowed

Buyer pays freight charges
 Seller bears freight charges
 Seller owns goods in transit
 Seller files any claims

Packaging Standards

General Dynamics NASSCO requires the supplier to use best standard practice for commercial packaging unless otherwise specified. This practice establishes minimum requirements for packaging of supplies and equipment, exclusive of ammunition, explosives, or hazardous materials, as covered in Title 49 of the Code of Federal Regulations. If there are mil-spec packaging requirements, these will be called out in the purchase order.

The AMERICAN SOCIETY FOR TESTING AND MATERIALS has a two-page standard that is available from a reprint of the Annual Book of ASTM. This is a copyright publication. ASTM has a web site where this standard can be purchased. The site is www.astm.org. Search for individual standards and enter D3951, then scroll to bottom for price and order information.

NASSCO's goal, in conjunction with our suppliers, is to have the suppliers products arrive on time, with zero deficiencies. Using this best standard practice gives you the latitude to package the product in a manner that best suits your needs and that will deliver the product to NASSCO safely and with no damage. The carriers will accept goods marked and packaged according to the National Motor Freight Classification rules 580-687.