

RAYTHEON COMPANY – APPROVED CARRIER GUIDE

Application: These instructions apply to Raytheon businesses located in the United States and where Raytheon pays freight charges. For specific Business routing instructions, questions, and specialized services/requirements (such as hazardous, classified, or temperature-controlled shipments), see the “Business Contacts and Freight Specifics” table below. See below for shipment escalation contact information.

Rules and Requirements:

- All changes, additions or deletions to carrier freight accounts **MUST** only be performed by personnel authorized by the Business Freight Managers. See the Enterprise Logistics Standard, “Carrier Freight Account Management” or contact the Business Freight Managers for details.
- All shipments requiring customs brokerage **MUST** be cleared by Raytheon’s Authorized Customs Broker, DHL Global Freight Forwarding, or UPS for Small Parcel Shipments (~ 100 lbs. and under).
- Ship collect or third party via approved primary carriers; Prepay & Add shipments are not authorized
- **Do not insure or declare value on any shipment**
- Surface routings are the preferred method of shipping, based on cost
- C.O.D. shipments will not be accepted
- The shipper may be required to pay the freight charges if unauthorized carrier or incorrect mode is used

Surface Shipments – *Domestic*

WEIGHT:	SERVICE:	LOCATION:	PRIMARY CARRIER:	SECONDARY CARRIERS:
¹ 100 lbs. and under (size constraints apply)	Small Parcel Ground	United States	UPS	None
101 lbs. to 10,000 lbs.	LTL – National	United States	Old Dominion	None
	Time Critical Ground	United States	Old Dominion	None
Over 10,000 lbs.	LTL – Regional	United States	See Business Unit routing instructions	None
	Truck Load - General Commodities including hazardous materials except Hazard Classes 1.1, 1.2 & 1.3	United States	² Landstar System, Inc.	² CIMA Transportation, Inc. (Unclassified Only)
	Truck Load – Classified General Commodities and hazardous materials including Hazard Classes 1.1, 1.2 & 1.3 explosives	United States	² Landstar System, Inc.	² Panther Expedited Services, Inc.

Air Shipments – *Domestic*

WEIGHT:	SERVICE:	LOCATION:	PRIMARY CARRIER:	SECONDARY CARRIER:
¹ 100 lbs. and under (size constraints apply)	Next Day; Second Day Air	United States	UPS	None
Over 100 lbs.	Next Day; Second Day Air	United States	UPS Supply Chain Solutions	None

Air & Ocean – *International (Imports & Exports)*

WEIGHT:	SERVICE:	LOCATION:	PRIMARY CARRIER:	SECONDARY CARRIER:
¹ 100 lbs. and under (size constraints apply)	Air	International	³ UPS NON-LICENSED ARTICLES	DHL GLOBAL FORWARDING ⁴ ALL LICENSED ARTICLES
Over 100 lbs.	Air	International	DHL GLOBAL FORWARDING Contact Business Freight Management & Export / Import Group	
Over 100 lbs.	Ocean	International	DHL GLOBAL FORWARDING Contact Business Freight Management & Export / Import Group	

Note: Raytheon businesses located in the United States must not be designated as an Importer of Record or Exporter of Record in a non-U.S. country for purposes of compliance to local country export or import regulatory requirements.

¹ Size guidelines – Non-palletized shipments only; Maximum size is 108 inches in length and 165 inches in length and girth combined (length – plus twice the height – plus twice the width).

² Contact the Raytheon Business Traffic Department for carrier coordination with these specialized services.

³ **Non-Licensed Articles:** Raytheon Export / Import Operations & Compliance has not authorized UPS to export any articles governed by either the International Traffic in Arms Regulations (ITAR) or subject to a license by the Export Administration Regulations (EAR) as these articles require specific written approval from either the U.S. Department of State or Commerce Department prior to shipment. UPS is only authorized to export Non-Licensed small package express. Non-Licensed articles are those subject to the Department of Commerce jurisdiction which are categorized under an Export Commodity Classification Number (ECCN) or category EAR99, and to a country destination under No License Required (NLR).

⁴ **Licensed Articles:** Exports (classified hardware, software, technical data, etc.) governed by ITAR and EAR are to be shipped exclusively by DHL Global Forwarding. Please contact your Business Freight Manager and Export / Import Operations & Compliance group for assistance exporting these items.

Carrier Customer Service Numbers

CARRIER NAME	CARRIER PHONE NUMBER
DHL Global Freight Forwarding	1-800-426-5962
Old Dominion Freight Line, Inc.	1-800-235-5569
UPS Supply Chain Solutions	1-800-443-6379
UPS	1-800-877-1497
Landstar System, Inc.	1-800-872-9400
CIMA Transportation, Inc.	1-866-780-9400
Panther Expedited Services, Inc.	1-800-350-8783

Raytheon Business Contacts and Freight Specifics

RAYTHEON BUSINESS	CONTACT NAME	CONTACT PHONE #	WEB LINK
Integrated Defense Systems (IDS)	Steve Klemarczyk	978-470-7483	IDS routing instructions
	Jim Yaffee	978-470-7014	
Intelligence and Information Systems (IIS)	Nancy Wagliardo	972-205-5122	IIS routing instructions
	Randy Singer	303-344-6029	
Network Centric Systems (NCS)	James MCGowan	727-768-8611	NCS routing instructions
	Tommy Lee	727-768-8369	
	Theresa Ffrench	260-429-5780	
Raytheon Missile Systems (RMS)	Sally Crum	520-663-7612	RMS routing instructions
	Dede Bottari	520-663-8196	
Raytheon Technical Services Company (RTSC)	Steve Ponting	310-505-0263	RTSC routing instructions
Space and Airborne Systems (SAS)	Daryl Sartor	972-952-4077	SAS routing instructions
	Wanda Morberg	310-647-8352	

Proactive Shipment Planning & Risk Mitigation

Level 1 Escalation:

Shippers with shipments that are deemed critical, complex, or potentially problematic should leverage the Level 1 Escalation process for planning the shipment. Engagement will:

- Enable the Level 1 Business and/or Carrier Contacts to take the necessary pre-shipping actions (documentation, key stakeholder engagement, advanced shipment planning, etc.).
- Provide accurate matching of shipment requirements with mode/carrier selection.
- Improve shipment execution and oversight.

Level 1 Escalation: Business Contacts

RAYTHEON BUSINESS	CONTACT NAME	CONTACT PHONE #	CELL PHONE #	EMAIL
Integrated Defense Systems (IDS)	Steve Klemarczyk	978-470-7483	978-265-4633	stephen_klemarczyk@raytheon.com
	Jim Yaffee	978-470-7014	978-423-8224	james_yaffee@raytheon.com
Intelligence and Information Systems (IIS)	Nancy Wagliardo	972-205-5122	None	nancy_c_wagliardo@raytheon.com
	Randy Singer	303-344-6029	720-771-1707	rrsinger@raytheon.com
Network Centric Systems (NCS)	Theresa Ffrench	260-429-5780	None	theresa_k_ffrench@raytheon.com
	Tommy Lee	727-768-8369	None	tommy_lee@raytheon.com
Raytheon Missile Systems (RMS)	Sally Crum	520-663-7612	520-668-1518	sally_a_crum@raytheon.com
	Dede Bottari	520-663-8196	520-419-7646	dbottari@raytheon.com
Raytheon Technical Services Company (RTSC)	Steve Ponting	310-505-0263	310-505-0263	sponting@raytheon.com
Space and Airborne Systems (SAS)	Wanda Morberg	310-647-8352	None	wsmorberg@raytheon.com
	Daryl Sartor	972-952-4077	469-247-5457	d-sartor@raytheon.com

Shipping Errors/Mis-Shipments:

In the event a shipping error does occur, the Carrier Representatives listed below are available to assist in minimizing the risk of the shipping error on the Business.

Level 1 Escalation: Carrier Contacts

CARRIER	CONTACT NAME	CONTACT PHONE #	CELL PHONE #	EMAIL
DHL Global Freight Forwarding	Dan Cox		603-289-2617	daniel.cox@dhl.com
UPS Domestic Heavy Air	Tony Guarisco, Strategic Account Manager	213-612-1764	562-587-6953	tguarisco@ups.com
UPS Small Parcel Express	Tony Guarisco, Strategic Account Manager	213-612-1764	562-587-6953	tguarisco@ups.com
Landstar System, Inc.	Frank Runions, Agent Rita Runions, Agent Jolle Tucker, Agent <u>7x24 hr Backup:</u> Landstar Ammunitions & Explosions Operations Group	520-721-6260 520-721-6260 816-528-4591 800-872-9420	520-631-7254 520-631-7490 816-812-4318	f.runions@att.net r.runions@att.net aitucker86@msn.com
CIMA Transportation Services, Inc.	Tony Foster, Dispatcher	972-480-9400	972-670-6799	cimadispatch@hotmail.com
Panther Expedited Services, Inc.	Customer Service	800-350-8783		raytheon@pantherexpedite.com
Old Dominion Freight Line, Inc.	Bill Tansey, National Account Executive	401-334-9500	508-468-9738	Bill.Tansey@odfl.com

Level 2 Escalation:

Escalation to Level 2 Business or Carrier Contacts should only occur when Level 1 Escalation contacts are unable to resolve a specific shipment issue. Higher level escalation is warranted to proactively address the planning of a shipment or to resolve issues that have not been addressed by Level 1 contacts.

Level 2 Escalation: Business Contacts

RAYTHEON BUSINESS	CONTACT NAME	CONTACT PHONE #	CELL PHONE #	EMAIL
Integrated Defense Systems (IDS)	Jay Kirk, RILCOM Lead	978-470-5590	978-490-0608	james_kirk@raytheon.com
Intelligence and Information Systems (IIS)	Larry Wigley, RILCOM Lead	972-205-6549	972-880-3498	l.wigley@raytheon.com
Network Centric Systems (NCS)	Sam Odom, RILCOM Lead	727-768-8404	727-460-6143	sam_e_odom@raytheon.com
Raytheon Missile Systems (RMS)	Rich Reilly, RILCOM Lead	520-794-9591	520-229-7262	rreilly@raytheon.com
Raytheon Technical Services Company (RTSC)	Dave Pearson, RILCOM Lead	909-902-6460	714-322-7778	dcpearson@raytheon.com
Space and Airborne Systems (SAS)	Mike Hall, RILCOM Lead	310-647-0543	310-469-2418	michael_1_hall@raytheon.com

Level 2 Escalation: Carrier Contacts

CARRIER	CONTACT NAME	CONTACT PHONE #	CELL PHONE #	EMAIL
DHL Global Freight Forwarding	Mick Sheldrake, Director		734-306-3017	mick.sheldrake@dhl.com
UPS Domestic Heavy Air	John Brennan, Managing Director	703-581-8591	703-263-7524	jjbrennan@ups.com
UPS Small Parcel Express	John Brennan, Managing Director	202-675-1710	610-909-9023	tshaw@ups.com
Landstar System, Inc.	Frank Runions, Agent Rita Runions, Agent Jolle Tucker, Agent <u>7x24 hr Backup:</u> Landstar Ammunitions & Explosions Operations Group	520-721-6260 520-721-6260 816-528-4591 800-872-9420	520-631-7254 520-631-7490 816-812-4318	f.runions@att.net r.runions@att.net ajtucker86@msn.com
CIMA Transportation Services, Inc.	Reid Lamb, President	972-917-6825	972-670-8383	rlamb@cimatrans.com
Panther Expedited Services, Inc.	Dave DeBoer, Dir. Of Government Sales	800-685-0657 x3235	703-657-9916	ddeboer@pantherexpedite.com
Old Dominion Freight Line, Inc.	Bill Tansey, National Account Executive	401-334-9500	508-468-9738	Bill.Tansey@odfl.com

Level 3 Escalation:

Escalation to Level 3 Business or Carrier Contacts should only occur when Level 2 Escalation contacts are unable to resolve a specific shipment issue. Higher level escalation is warranted to proactively address the planning of a shipment or to resolve issues that have not been addressed by Level 1 or Level 2 contacts.

Level 3 Escalation: Supply Chain Operations – Enterprise Logistics Contacts

RAYTHEON	CONTACT NAME	CONTACT PHONE #	CELL PHONE #	EMAIL
Enterprise Logistics	Bret Hanson, Enterprise Logistics Manager	781-895-8358	781-879-3609	beh@raytheon.com

Level 3 Escalation: Carrier Corporate Contacts

CARRIER	CONTACT NAME	CONTACT PHONE #	CELL PHONE #	EMAIL
DHL Global Freight Forwarding	Shawn Boyd, EVP Marketing & Sales North America	862-215-5452		shawn.boyd@dhl.com
UPS Domestic Heavy Air	Sheila Dunn, Vice President Strategic Accounts	404-435-0718		sdunn@ups.com
UPS Small Parcel Express	Sheila Dunn, Vice President Strategic Accounts	404-435-0718		sdunn@ups.com
Landstar System, Inc.	Frank Runions, Agent Rita Runions, Agent Jolle Tucker, Agent <u>7x24 hr Backup:</u> Landstar Ammunitions & Explosions Operations Group	520-721-6260 520-721-6260 816-528-4591 800-872-9420	520-631-7254 520-631-7490 816-812-4318	f.runions@att.net r.runions@att.net aitucker86@msn.com
CIMA Transportation Services, Inc.	Reid Lamb, President	972-917-6825	972-670-8383	rlamb@cimatrans.com
Panther Expedited Services, Inc.	Andrew Clarke, President Jim Adams, EVP Sales & Marketing	330-769-5869 800-685-0657 x2406	312-259-2540	aclarke@pantherexpedite.com jadams@pantherexpedite.com
Old Dominion Freight Line, Inc.	Bill Tansey, National Account Executive	401-334-9500	508-468-9738	Bill.Tansey@odfl.com