

**ADDITIONAL INSTRUCTIONS AND TERMS AND CONDITIONS OF PURCHASE
ENCLOSURE FO2 NOT DUTY-FREE (FOREIGN PURCHASES)**

INSTRUCTIONS TO SELLER: Lockheed Martin Missiles & Space (LMMS) delivery terms on foreign procurements are stated in the Alterations and Special Provisions section of the Subcontract, or for a Purchase Order, are shown in the "FOB" block and may be further defined in the "INSTRUCTIONS TO SELLER" block. The terms differ with respect to passage of title, freight charges, routing prerogative, responsibility for transit loss or damage, entry through U.S. Customs, duty payment and related charges. The terms are:

F31 - FOB Our Plant. Delivery is Seller's responsibility including arranging entry through U. S. Customs and payment of duty. Seller is responsible to deliver in good condition at Seller's risk, free of freight charges, customs entries/duty or other encumbrances. Unless directed otherwise, mark shipment to LOCKHEED MARTIN MISSILES & SPACE, and route via air/surface:

AIR: San Francisco International Airport (SFO), or San Jose International Airport (SJC), marked "HOLD FOR PICKUP".

TRUCK: 1111 Lockheed Martin Way, Sunnyvale, CA 94089, Receiving Dock # _____ (as specified on Purchase Order/Subcontract). Carrier is Seller's choice. (LMMS recommends Consolidated Freightways, San Jose, CA or Yellow Freight System, Milpitas, CA.)

F33 - FOB Origin City. Delivery is LMMS responsibility including arranging entry through U. S. Customs and payment of duty.

Route via _____

Note: Seller must ship via the carrier specified since title passes on delivery thereto, and LMMS is responsible for freight charges, transit risk, U. S. Customs entry, duty, and charges thereafter. Unless otherwise directed, consign shipments to COLLECTOR OF CUSTOMS, FOR: LOCKHEED MARTIN MISSILES & SPACE, via:

AIR: San Francisco International Airport (SFO), or San Jose International Airport (SJC), (For U. S. Customs Entry).

Surface: Port of Entry

Notify: SAN FRANCISCO BAY AREA U.S. PORTS OF ENTRY
The Myers Group (US), Inc.
165 Mitchell Avenue (415) 952-1611
So. San Francisco, CA 94080-2906 Telex No. WU 34499

Notify: OTHER U.S. PORTS OF ENTRY
Schenkers International Forwarders
124 W. Bay Street
P.O. Box 2889 (912) 234-5644
Savannah, Georgia 31401 Telex No. 804707

BILLS OF LADING: Indicate on the bill of lading or airbill that freight is COLLECT and shipment is to move in BOND to destination. DO NOT DECLARE ANY VALUATION unless carrier's rate is predicated thereon; in such cases, declare value that protects carrier's lowest rate.

NOTIFICATION: When material is shipped, immediately telegraph one of the brokers above: (1) the Purchase Order or Subcontract Number; (2) full carrier routing and carrier's bill number; (3) the number of pieces and weight; and (4) the date and time shipment was made.

DOCUMENTATION: When material is shipped, immediately send the following documents in TRIPLICATE by AIR MAIL to appropriate broker: (1) commercial invoice; (2) specification sheet describing the technical data of the material, if applicable; (3) packing list; (4) U.S. Special Customs Invoice (U.S. Customs Form 5515) when material exceeds \$500 in value; and (5) bill of lading or airbill, one copy only. INCLUDE ONE COPY OF EACH DOCUMENT WITH THE SHIPMENT.

F34- FOB Origin City. Seller to prepay freight, arrange entry through U.S. Customs and pay duty. Show freight and duty as separate entries on invoice.

Route via _____

As an accommodation to LMMS, Seller is requested to deliver to the destination specified, freight prepaid via the carrier specified, and arrange for entry through U.S. Customs and pay duty. Seller to bill for these charges, supporting invoice with copy of paid freight bill, U.S. Customs Consumption Entry showing duty paid, and brokerage bill for entry services. DO NOT DECLARE ANY VALUATION on bills of lading unless carrier's rate is predicated thereon; in such cases, declare value that protects carrier's lowest rate.

ADDITIONAL INSTRUCTIONS AND TERMS AND CONDITIONS OF PURCHASE

ENCLOSURE FO2 (continued)

F38- FOB Origin City. Freight COLLECT to LMMS. Seller to arrange entry through U.S. Customs and absorb duty.

Route via _____

Although LMMS is responsible for freight charges and risk of transit damage or loss, Seller is responsible for entry through U.S. Customs and absorption of duty and any charges related thereto. Ship per term **F31** above, unless otherwise directed. DO NOT DECLARE ANY VALUATION on bills of lading unless carrier's rate is predicated thereon; in such cases, declare value that protects carrier's lowest rate.

FFF- FOB Negotiated - See Special Instructions to Seller. Special arrangements have been agreed upon by Buyer and Seller and are contained in the Purchase Order or Subcontract, or attachment thereto.

SPECIAL NOTICE

AT TIME OF EACH SHIPMENT, IMMEDIATELY MAIL A COPY OF THE AIRBILL OR BILL OF LADING TO:

Lockheed Martin Missiles & Space
Attn.: Transportation Management Services
Orgn. 48-40, Bldg. 142
P.O. Box 3504
Sunnyvale, CA 94088-3504