

**DOMESTIC
G&W ELECTRIC, CO.
ROUTING POLICY/GUIDELINES**

10/20/2011

Dear Valued Supplier:

In today's business environment, effective cost control is a concern to all. In this regard, **G&W Electric Co.** engaged in another review and evaluation of its transportation program and discovered that our published routing guide has not been 100% adhered.

Therefore, **effective November 1st, 2011 all collect shipments must adhere to following:**

1. Weighing less than 150 pounds are to be shipped via UPS Ground (unless otherwise approved) with the freight charges billed to our Account Number, 621258.
2. **LTL** shipments 151 pounds or greater (or those exceeding small package criteria) are to be shipped, on a collect basis, in accordance with the attached Routing Guidelines.

In addition, if product is shipped to us with the freight charges being added to the invoice, any future orders are to be shipped on a collect basis, in accordance with the above. Prepay/add orders will not be recognized in the future.

Failure to comply with this routing will result in:

1. An administrative penalty of \$150.00 per shipment will be charged to you via G&W debit memo;

AND

2. The difference in freight charges being deducted from your invoice.

If you feel alternate arrangements have been pre-negotiated, you need to contact me directly immediately (number below) otherwise standard guideline policy will apply.

This policy has been in effect and is now being enforced. Thank you in advance for your cooperation.

Sincerely,
Gina Butera
Director, Supply Chain Operations & Logistics
708-297-3633

State	Zip	Carrier	Phone	Web
Alabama	All	AAA Cooper	800-767-5941	aaacooper.com
Arizona	All	Con-Way	800-621-7945	con-way.com
Arkansas	All	AAA Cooper	800-767-5941	aaacooper.com
California	All	Con-Way	800-621-7945	con-way.com
Colorado	All	Con-Way	800-621-7945	con-way.com
Connecticut	All	Con-Way	800-621-7945	con-way.com
Delaware	All	Con-Way	800-621-7945	con-way.com
District of Columbia	All	Con-Way	800-621-7945	con-way.com
Florida	All	AAA Cooper	800-767-5941	aaacooper.com
Georgia	All	AAA Cooper	800-767-5941	aaacooper.com
Idaho	All	Con-Way	800-621-7945	con-way.com
Illinois	600-608	CXI	847-290-8789	cxitrucking.com
Illinois	609-629	Dohrn	800-747-3401	dohrn.com
Indiana	All	Con-Way	800-621-7945	con-way.com
Iowa	All	Dohrn	800-747-3401	dohrn.com
Kansas	All	Con-Way	800-621-7945	con-way.com
Kentucky	All	Con-Way	800-621-7945	con-way.com
Louisiana	All	AAA Cooper	800-767-5941	aaacooper.com
Maine	All	Con-Way	800-621-7945	con-way.com
Maryland	All	Con-Way	800-621-7945	con-way.com
Massachussetts	All	Con-Way	800-621-7945	con-way.com
Michigan	All	Con-Way	800-621-7945	con-way.com
Minnesota	St Paul/Minneapolis	Dohrn	800-747-3401	dohrn.com
Minnesota	All others	Con-Way	800-621-7945	con-way.com
Mississippi	All	AAA Cooper	800-767-5941	aaacooper.com
Missouri	All	Dohrn	800-747-3401	dohrn.com
Montana	All	Con-Way	800-621-7945	con-way.com
Nebraska	All	Dohrn	800-747-3401	dohrn.com
Nevada	All	Con-Way	800-621-7945	con-way.com
New Hampshire	All	Con-Way	800-621-7945	con-way.com
New Jersey	All	Con-Way	800-621-7945	con-way.com
New Mexico	All	Con-Way	800-621-7945	con-way.com
New York	All	Con-Way	800-621-7945	con-way.com
North Carolina	All	AAA Cooper	800-767-5941	aaacooper.com
North Dakota	All	Con-Way	800-621-7945	con-way.com
Ohio	All	Con-Way	800-621-7945	con-way.com
Oklahoma	All	AAA Cooper	800-767-5941	aaacooper.com

Oregon	All	Con-Way	800-621-7945	con-way.com
Pennsylvania	All	Con-Way	800-621-7945	con-way.com
Rhode Island	All	Con-Way	800-621-7945	con-way.com
South Carolina	All	AAA Cooper	800-767-5941	aaacooper.com
South Dakota	All	Con-Way	800-621-7945	con-way.com
Tennessee	All	AAA Cooper	800-767-5941	aaacooper.com
Texas	All	AAA Cooper	800-767-5941	aaacooper.com
Utah	All	Con-Way	800-621-7945	con-way.com
Vermont	All	Con-Way	800-621-7945	con-way.com
Virginia	All	Con-Way	800-621-7945	con-way.com
Washington	All	Con-Way	800-621-7945	con-way.com
West Virginia	All	Con-Way	800-621-7945	con-way.com
Wisconsin	All	Dohrn	800-747-3401	dohrn.com
Wyoming	All	Con-Way	800-621-7945	con-way.com

Courier Service RR Donnelley 888-880-8372 rrdcentraldispatch@rrd.com