

June 21, 2010

Volume 2, Issue 24

Transportation Corner  
By Chris Johnson

***This week's  
Transportation News!***

- In Airline News, we have a new Southern California Sales Executive at Continental Airlines. Please welcome Nathan Lowrie who can be reached at 424-789-5557. Nathan is taking over for Dennis Barber who is retiring after 39 years in the industry.
- As a reminder, we have moved! The NORCAL main office has changed locations and we wanted to let members know to note our new address which is:

**NORCAL**

**2901 Park Avenue Ste. D-3,  
Soquel CA 95073**

Telephone, email and Fax numbers remain unchanged.

- In FedEx news, if any member has questions regarding any FedEx invoice, please call FedEx Revenue Services for assistance. They can be reached at 800-622-1147.

**NORCAL**

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***"We are on a mission to get more flowers from California to their destination fresher and faster".***

# NORCAL NEWS



## ***"California Association of Flower Growers & Shippers"***

*Our Mission Statement:  
"To get more flowers from California to their destination fresher and faster"*

### ***Cargo Screening Reaches 100%.***

***By Chris Johnson—NORCAL***

August 1, 2010 is an important day for the Transportation Security Administration, otherwise known as the TSA. This is the much anticipated day that all US air carriers will be required to screen 100% of wide-body cargo tendered on passenger aircraft. This new TSA security mandate will basically complete the implementation task of screening all cargo on US passenger carriers. It has been in the works since 2007 and TSA's stair-step approach to this goal, starting with Narrow-body cargo, has fundamentally changed the way cargo is processed, tendered and handled on our air carriers.

For us in the flower business, having non-pre screened cargo, the changes have been felt primarily at the cargo terminals. Increased wait times for tendering cargo, lengthy processing at the docks and delays have all been seen. At each step in the TSA process, the Airlines have done their best to cope with the new safety mandates. Over time, operations did improve and the flow of cargo went back to normal.

For this latest mandate, we can expect much of the same issues as before. In working with our Airline partners, each airline, does things a little differently. Some airlines have said that freight acceptance times (cut off times) will increase, some as much as 2 hours, while others see no changes in this area. Screening fees are also expected to change as well. Currently, each airline sets their own fee structure and again, we see these fees vary widely from carrier to carrier. In any case, procedures will change once again with price and effect of these new mandates still largely unknown at this time. We are working closely with the airlines and as more information becomes available we will pass it along to members. With August 1 just around the corner, we encourage shippers to visit [www.tsa.gov](http://www.tsa.gov) for more information on the new TSA requirements. If you have any additional questions, or comments, please feel free to contact me anytime at [chris@cafgs.org](mailto:chris@cafgs.org) or 760-533-5580.

## MARK YOUR CALENDAR

*NORCAL (California Association of flower Growers & Shippers) invites you to attend your Member Meeting which will be held on **August 10, 2010** in beautiful Carlsbad, CA. The Member Meeting is an excellent opportunity to meet other growers and shippers in California and to learn about what is happening within the industry. It is also an opportunity to become proactive in making positive changes to help California floral businesses.*

*The more members that attend, the stronger the meeting will be! Remember, your "membership makes a difference!"*

*Look for more information coming soon!*