



## "California Association of Flower Growers & Shippers"

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

### Transportation Corner By Chris Johnson

*This week's  
Transportation News!*

- In OnTrac news, please note, we cannot make any adjustments on OnTrac invoices that are older than 60 days. If you have any questions or issues regarding invoices, you will need to contact our office as soon as possible, as we will no longer be able to adjust after this time. Please call Linda Long at 831-479-4912 for assistance.
- For our new members, outside of California (Oregon, Washington, Nevada, Arizona, and Utah), who would like to start shipping on OnTrac, please contact me for program information and help in getting started. You can reach me at [chris@cafgs.org](mailto:chris@cafgs.org) or 760-533-5580.

### **FedEx Welcomes New NORCAL Members**

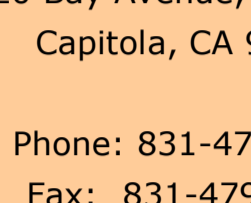
**By Rick Perkowski—FedEx**

On behalf of all of us at FedEx, I wanted to say how excited and pleased we all are to have recently renewed our partnership with NORCAL! The new agreement offers NORCAL the opportunity to grow its ranks nationwide and offer key services to its members, as well as provide some of the best shipping rates in the industry. At the same time, FedEx is given the opportunity to remain the gold standard and first choice among the floral / perishable industry.

Due to the economy, FedEx understands that everyone is trying to find ways to promote their business while at the same time save on costs. In light of this, I would like to announce that the normal \$7.50 per package Saturday delivery charge will be waived for the following Saturdays: March 27<sup>th</sup>, April 3<sup>rd</sup>, May 1<sup>st</sup> and May 8<sup>th</sup>. We hope this goes a long way in providing an incentive to your customers to purchase more NORCAL member grown flowers.

Last but not least, I would like to extend a big welcome to all the new NORCAL members nationwide. I would also like to say THANK YOU to members new and old for your business and patronage. May the coming year be prosperous for all of you!

Sincerely,  
Rick Perkowski  
FedEx  
Account Executive



### **Contributors Corner**

FedEx provides customers and businesses worldwide with a broad portfolio of transportation, e-commerce and business services. We offer integrated business applications through operating companies competing collectively and managed collaboratively, under the respected FedEx brand. Consistently ranked among the world's most admired and trusted employers, FedEx inspires its more than 275,000 employees and contractors to remain absolutely, positively focused on safety, the highest ethical and professional standards and the needs of their customers and communities.

### **NORCAL**

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