

November 22, 2010

Volume 2, Issue 44

Transportation Corner  
By Chris Johnson

**This week's  
Transportation News!**

- Just a reminder to the membership to be sure to keep your FedEx account current. Staying current helps us, as a whole, to properly manage our account and keep our exceptional benefits in tact. Members who are consistently past due risk losing their FedEx benefits. For more information, please call FedEx Revenue Services for assistance at 800-622-1147. Thank you.

- Also, in an effort to reach out to our new Associate members nationwide, we invite you participate in expanding our cover features in the NORCAL News. If any Associate member would like to submit a cover article for this publication, we would love to hear from you. We welcome a wide variety of topics, so if you're interested, please contact me anytime at [chris@cafgs.org](mailto:chris@cafgs.org) or call at 760-533-5580. Thank you.

## NORCAL NEWS



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

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

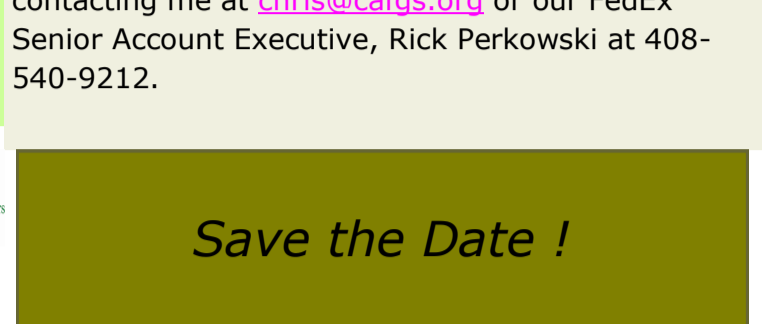
### **FedEx Update: FedEx Freight and FedEx National LTL networks merge.**

**By Chris Johnson—Director of Transportation, NORCAL**

Effective Jan. 31, 2011, FedEx is integrating the FedEx Freight and FedEx National LTL networks into one company called FedEx Freight. This innovative change in the LTL (less-than-truckload) business allows FedEx to offer customers two levels of service in one fully integrated, nationwide pickup and delivery network.

FedEx Freight will consist of two shipping services: Freight Priority and Freight Economy.

Not to confuse NORCAL's "Express and Ground" contract with FedEx Freight (heavyweight / pallets), this development however is significant in the way FedEx services their various divisions.



This merger should serve FedEx well in reducing costs by eliminating duplication of services, such as equipment and separate shipping terminals. These savings are expected to benefit the shipper with lower rates and simplified shipping.

At this time, our FedEx contract does not offer FedEx Freight, however, we are always looking for services that are valuable and beneficial to our member's needs. Therefore, if any member is interested in FedEx Freight and how it can possibly benefit your company, please let us know by contacting me at [chris@cafgs.org](mailto:chris@cafgs.org) or our FedEx Senior Account Executive, Rick Perkowski at 408-540-9212.

**Save the Date !**

**Mark your calendar for**

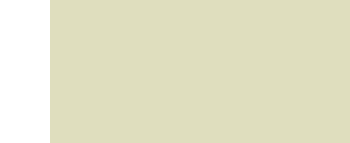
**the 2011 California Floral**

**Convention July 20-23 at**

**the La Costa Resort and**

**Spa in beautiful Carlsbad**

**California.**



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

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