



May 11, 2010

SUBJECT: August 1 100% Screening Mandate

Dear Valued Customer,

As you know, in 2007, Congress passed the "Implementing Recommendations of the 9/11 Commission Act," more commonly referred to as the 9/11 Act. This new law mandated that all cargo transported on a passenger aircraft be screened for explosives by August 1, 2010.

This summer, 100 percent screening will become a reality for all businesses. Delta Cargo is ready. As a leader in the air freight industry, we feel it's our obligation to give you as much insight as possible into our anticipated changes, while there is still time for forwarders to become CCSP certified.

Customers who participate in the Certified Cargo Screening Program (CCSP) will see **no negative impact** when tendering screened freight, and will actually enjoy some **service improvements**. Delta Cargo will dedicate delivery docks and doors at all of our international gateways specifically to accommodate screened freight. All of our autoloaders will be dedicated to screened freight, and we will not make any adjustments to tender times or security surcharges for screened shipments.

For customers who do not participate in CCSP, or who elect to tender unscreened freight, Delta Cargo will implement the following changes.

Effective August 1, 2010, tender times for all non-express freight (e.g., non-DASH/non-Equation) will be extended to six hours before departure time. This will ensure that there is adequate time to screen and build the freight and transport it to the aircraft.

Please note that, effective 12:01 AM, July 29, 2010, **Delta Cargo will not accept unscreened, shipper-built units (SBUs)**. After reviewing the impact of the 100% screening requirement with our corporate insurers and risk management department, there is simply too much potential liability to both the airline and the freight forwarder associated with breaking down and rebuilding shipper built units. For this reason, Delta Cargo also will not accept any unscreened pharma shipments as of this date. This change is being made in advance of the deadline to ensure all shipments move to their destination prior to the August 1 deadline.

Delta Cargo will maintain the **security** surcharge for all Exit-US shipments at \$0.15/kg. In addition, effective immediately for shipments occurring on or after August 1, we will increase the Exit-US **screening** surcharge from \$0.05/kg to \$0.12/kg. Unfortunately, this increase is necessary due to the additional equipment, manpower and resources required to deliver on the 100% screening mandate.

Please note, Delta Cargo strongly encourages freight forwarders to participate in CCSP. There is still time to ensure your company is not impacted by the August 1 deadline.

Additional information concerning operational specifics will be made available on www.deltacargo.com beginning July 1, 2010. Thank you for choosing Delta Cargo for all your shipping needs.

Sincerely,

Delta Cargo