



Friday, January 16, 2009

Dear Customer,

This letter is to inform our valued customers of upcoming Fuel and Security surcharge changes as part of the ongoing alignment of Delta Cargo and NWA Cargo, and in recognition of new TSA requirements taking effect in February 2009.

Delta Cargo Fuel and Security Surcharges Aligned as of February 1, 2009

Effective February 1, 2009, Delta Cargo will apply separate Fuel and Security surcharges to align with NWA Cargo. Delta Cargo will now follow the NWA Cargo distance-based Fuel surcharge structure which adds \$0.10/kg for Pacific (TC3) freight, excluding Japan/Korea.

Security surcharges for all U.S.-Origin shipments tendered on either Delta Cargo or NWA Cargo will be as follows:

- \$0.07/lb for all U.S.-Domestic freight and Live Animal shipments
- \$10 flat charge for Delta DASH and NWA VIP shipments
- \$15 flat charge for Delta Cares and NWA Human Remains
- \$0.20/kg for all U.S.-Export shipments
- \$10 minimum Security surcharge per Air Waybill for all U.S.-Origin shipments

TSA Screening Requirement Changes Begin February 2009

Effective February 2009, the TSA will require airlines to follow new screening procedures for passenger aircraft. The safety and security of our passengers, crew, and aircraft are the number one priority of Delta Air Lines, and we will comply with the new regulations on all Delta and Northwest operated flights.

TSA Introducing Certified Cargo Screening Program

The TSA changes are significant to the air freight industry with financial, staffing, facilities, and process implications for carriers and forwarders alike. The Certified Cargo Screening Program (CCSP) was introduced to alleviate screening volume at air carrier docks by allowing forwarders and shippers to become certified in the screening process. Carriers will be able to accept pre-screened cargo, bulk or shipper-loaded units, without additional screening.

Delta Cargo to Offer Special Benefits for Pre-Screened Cargo

Delta Cargo will provide special benefits to CCSP participants for both Delta and Northwest operated flights by the end of March 2009:

- Specially designated dock doors for CCSP customers to expedite pre-screened freight at all U.S. international gateways
- Priority processing for all pre-screened Air Waybills at U.S. dock/counter locations
- Exemption from additional Screening surcharge referenced below

Delta Cargo Will Continue to Accept All Freight

There will be no change to types of freight accepted or cut-off times, including unscreened Shipper Loaded Units. Customers tendering unscreened shipments will continue to receive high quality service on both Delta and Northwest operated flights.

Delta Screening Surcharge Implemented as of February 1, 2009

In order to partially recoup cost of compliance with the new TSA requirements, effective February 1, 2009, unscreened U.S.-Origin cargo will be subject to an additional surcharge on Delta and Northwest operated flights. The Screening surcharge is applied as follows:

- \$0.05/kg for all U.S.-Export shipments
- \$0.01/lb for all U.S.-Domestic freight shipments
- Maximum of \$150 per Air Waybill
- Applicable to freight booked on U.S.-Origin passenger aircraft
- Based on chargeable weight for U.S. to U.S./Canada/Mexico/Caribbean, Latin/South America, and Asia; Based on actual weight for U.S. to the Atlantic, including Europe, Africa and the Middle East
- Collected as a miscellaneous charge at freight acceptance
- Exemptions include Delta DASH, NWA VIP, Human Remains, AVI and all pre-screened freight.

Delta Cargo will not make this information public until changes are effective on February 1, 2009. We are providing the information to you in advance because you are a valued customer and we understand you may have contractual commitments to your own customers that could be affected by this change. You may share this information with your customers if necessary in connection with any adjustment you may wish to make to your arrangements, but we ask you do so only on a confidential basis and otherwise preserve the confidentiality of this information until it becomes effective.

Please see the attached chart for more details. For questions pertaining to the new Screening surcharge or the Security surcharge, please contact your local Account Manager. Our websites www.deltacargo.com and www.nwacargo.com will reflect the updated surcharges upon the effective date.

We appreciate your continued support as we make decisions necessary to maintain our ability to serve you and your customers' needs in the future.

Best Regards,

Delta Cargo Management

attachment

Delta Cargo
U.S. Origin Surcharge Chart

<u>Entity</u>	Existing Surcharges Through 31Jan09			New Surcharges Effective 01Feb09		
	Delta	Northwest		Delta/Northwest		
	<u>Surcharge</u>	<u>Fuel</u>	<u>Security</u>	<u>Fuel</u>	<u>Security</u>	<u>Screening</u>
Domestic - Freight	\$0.36/lb	\$0.30/lb	\$0.06/lb	\$0.28/lb	\$0.07/lb	\$0.01/lb
Domestic - Delta DASH/NWA VIP	\$18/AWB	\$0.30/lb	\$5/AWB	\$0.28/lb	\$10/AWB	N/A
Domestic - Delta DASH Per Pound	\$60/AWB	N/A	N/A	\$0.28/lb	\$0.07/lb	\$0.01/lb
Domestic - Delta Cares/NWA Human Remains	\$60/AWB	\$102/AWB	\$15/AWB	\$85/AWB	\$15/AWB	N/A
Domestic - Live Animals	\$18/AWB	\$0.30/lb	\$0.06/lb	\$0.28/lb	\$0.07/lb	N/A
U.S. Export to:						
EMEA	\$0.90/kg	\$0.75/kg	\$0.15/kg	\$0.70/kg	\$0.20/kg	\$0.05/kg
Latin America	\$0.90/kg	\$0.30/lb	\$0.06/lb	\$0.70/kg	\$0.20/kg	\$0.05/kg
Japan/Korea	\$0.90/kg	\$0.75/kg	\$0.10/kg	\$0.70/kg	\$0.20/kg	\$0.05/kg
Pacific, excluding Japan/Korea	\$0.90/kg	\$0.85/kg	\$0.10/kg	\$0.80/kg	\$0.20/kg	\$0.05/kg

Notes:

Effective February 1, 2009 all surcharges are aligned:

- Both Delta and Northwest have separate Fuel and Security surcharges
 - Security surcharge increased and Screening surcharge added due to new TSA requirements
 - Security surcharge minimum is \$10 per AWB
 - EMEA (Atlantic) charges on actual weight; all other entities are based on chargeable weight
 - For U.S. exports to China, existing NWA FSC was \$.30; effective 01Feb09, China will be the same as all other Pacific destinations excluding Japan/Korea
- Domestic is defined as U.S., Canada, Puerto Rico and the U.S. Virgin Islands
Pacific is defined as TC3