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AIRMAIL

Airforwarders Association Survey Results Six Months And Counting – How Are We Doing On 100% Screening?

We recently asked for your assistance in completing a brief survey pertaining to the industry's state of readiness in meeting the 100% screening of all passenger aircraft cargo scheduled to become mandatory in just six months. The survey was administered to both AfA and CNS Indirect Air Carriers (IACs) in a "blind" fashion with no demographic tracking to assure respondent privacy.

As promised, the results have been compiled and are being shared with you, airlines and the TSA today.

We received a significant response and observed the following:

- Participation
 - 138 respondents
 - We seem to have a good industry sampling with 63% having 5 or fewer offices, 12% with 25 or more.
 - 40% have one or more certified Certified Cargo Screening facilities (CCSFs), 12% are still in the "thinkin' about it" stage and the remainder have no plans to participate.
 - The respondents now operate 165 CCSF's with another 54 in the certification pipeline.
 - 62% of the certified CCSF's are using some form technology.
- Of those not planning to participate in CCSP, 70% cited lack of volume. Only 19% are not participating because of cost.
- Less than half – 47% - have talked to their carriers about their readiness to screen.
- 64% are comfortable or at least "cautiously optimistic" that the air carriers are ready to screen their shipments.

- Biggest concerns regarding screening are in descending order:
 - Service delays – 64%
 - Cost – 55%
 - Earlier lock-outs – 50%
 - Regulatory hassles – 36%
 - Chain-of-custody management – 30%
 - Loss of rate incentives, e.g. ULD's – 19%
- Only a minority, though sizable, foresee making routing changes:
 - 31% will divert to freighter wherever possible
 - 26% will be watching their carriers performance closely and will change if they experience delays
 - One-third think the industry as a whole will step up and just “make it happen”
- 68% report that their shippers are aware of the coming requirements and simply expect their forwarders to manage it. (“That’s what we pay you for.”)
- 26% report shipper concerns and are pressing for their forwarders’ plans to deal with it.

In conclusion, the differences between the AFA and CNS responses are not statistically significant. While there continues to be a sizable number of forwarders playing “wait ‘n see”, the majority seems to have thought it through, have a plan to cope and meet the mandate. Cost does not appear to be an overwhelming concern.

Finally, there is much uncertainty surrounding air carrier plans and abilities to screen cargo. Much of this concern can be alleviated by airlines announcing their upcoming acceptance and handling policies for prescreened and unscreened shipments.

Actual results and respondent comments are available upon request. Should you have any questions, wish to submit suggestions or see the detailed comments, let me know brandonfried@airforwarders.org or call me at 202.393.2818.

Thanks for your time and continued support of the Airforwarders Association.

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