

**Prepared Testimony by André L. Johnson
Chief Executive Officer, FreightScan, LLC**

**U.S. House of Representatives Committee on Homeland Security
Subcommittee on Transportation Security and Infrastructure Protection**

On

**“100% Air Cargo Screening:
Can We Secure American Skies?”**

**Washington DC
March 18, 2009**

Good afternoon. My name is Andre Johnson. I am the Chief Executive Officer of FreightScan, a company that provides innovative technology solutions for transportation companies. FreightScan is a trustee member of The International Air Cargo Association, as well as a member of the Air Forwarders Association.

To Chairwoman Jackson-Lee, Ranking Member Dent, and the Members of this distinguished Subcommittee, let me extend my sincere appreciation and gratitude to you for inviting me to provide testimony this afternoon.

I am here today to speak on behalf of the small, entrepreneurial companies that are at the forefront of developing new technology to solve problems for both the private and public sector. Can we secure American Skies? I believe we can, and the story of FreightScan illustrates how small companies can play a significant role meeting the air cargo screening requirements mandated by Congress in the 9/11 Act.

FreightScan was formed several years ago with a mission to offer business solutions for the freight industry with an initial focus on air cargo. The first problem we set out to solve was how to automatically capture dimensions and images of cargo without disrupting workflow. Solving this problem would enable air carriers to accurately charge for large lightweight shipments, generating hundreds of millions of dollars in profits. FreightScan developed a solution, and in late 2007 we introduced the FS100, an automated dimensioning system that captures dimensions of cargo in four seconds.

As our team traveled the United States and around the world promoting the FS100, we kept hearing the same question: If this technology can capture dimensions and images, can we use it to screen cargo?

FreightScan has always taken great pride in being a small, agile company that is customer focused and we committed to developing a solution that would screen cargo without

slowing the flow of commerce. The result is CargoVizion, a system which will automatically detect potential threat objects in cargo during the standard acceptance process of shipments. Our next step was to get CargoVizion validated and tested for inclusion on the Qualified Product List, or QPL, and we set out to introduce our company and technology to the authorizing federal agencies.

Our initial entry to the QPL process was frustrating. The roadmap to presenting our technology to the TSA was not clear, and we couldn't get specifications for what threats we had to detect, or various other critical pieces of information we needed to complete our development.

We fully support and understand the need to protect sensitive information. However, a defined QPL process, without classified data, would have accelerated our ability to get details about our technology to TSA for evaluation and our efforts to bring CargoVizion to the cargo industry. We eventually decided that we could not afford any more delays, and so we validated the technology internally and presented that information to the TSA in the hopes it was in a format they could accept.

That said, let me be clear, this is in no way a criticism nor indictment of TSA and its related agencies. Our initial point of contact at TSA made it clear the agency was besieged by companies large and small claiming to have solutions, and they were doing what they could to respond. We recognized the enormity of the task and at no time did we take the obstacles to progress personally. To the contrary, we always believed that the TSA wanted to find a screening solution as much as we wanted to deliver one. The proof of TSA's commitment to finding solutions for 100% air cargo screening can be seen in where we are today.

Just a few short weeks ago, after we convinced the TSA that we have a potentially viable solution, the pace picked up significantly. Since then, we have had a number of very constructive calls with the TSA and the TSL, and we are finalizing a Cooperative Research and Development Agreement to test and validate the equipment. TSA and TSL representatives have been responsive and helpful, and I believe we are very close now to being in a position to offer the freight industry a new method for screening cargo transported on passenger planes in an efficient and practical manner.

There are many positive outcomes from FreightScan's journey. In our pursuit to gain the attention of TSA, we were able to obtain private funding and develop an innovative screening solution in record time **without** burdening the US government for resources or funding. We have demonstrated the solution at industry events, resulting in a list of airlines and freight forwarders who waiting to implement CargoVizion immediately after being added to the QPL. We have hired 20 additional employees in the last 12 months in spite of the current economic downturn, all of whom enjoy a safe working environment, health insurance for their families, and many other benefits such as sharing in the pride of knowing that they are participating in making our great country stronger and safer for all.

Securing American skies is a difficult task; and therefore the ability to validate related technology is also difficult. My hope is that FreightScan's story will inspire other small companies to work through the process, and also encourage the hard-working men and women at TSA to make the QPL process transparent for both large and small innovative companies. This will encourage others to attempt the demanding but important duty of securing America. I understand that the TSA is working on this, and we applaud them for their efforts.

In conclusion, let me thank industry leaders like Jack Boisen and Brandon Fried, and also the TSA leadership for their encouragement and communication. FreightScan is one example of a company that had the determination to navigate a very challenging process. The reward is a working partnership with the TSA that will most certainly contribute to everyone's goal of securing American skies.

Thank you again for the opportunity to appear before you today. It would be my honor to return before this distinguished Subcommittee before the August recess. It is my hope that I will be able to report that our solution is in use, as I believe CargoVizion can make a significant contribution to meeting the August 2010 deadline for screening 100% of cargo.