



Powering Access: The Express Airfreight Value Proposition



Steven H. Taylor
Vice President,
Legal, Regulatory Affairs
FedEx Express

September 21, 2013

What do Express Customers Want?



What do Express Customers Want?

- **Access**





I Want Access to Goods, Services, and Ideas from Around the World



What do Express Customers Want?



- **Access**
- **Connectivity**



I Want Fast, Dependable Connectivity to the World Economy



What do Express Customers Want?



- **Access**
- **Connectivity**
- **Harmonization**

Harmonization - I Want to be a Citizen of the World



What do Express Customers Want?



- **Access**
- **Connectivity**
- **Harmonization**
- **Fast, Efficient, Transparent Border Processing**



Efficient Border Clearance is Critical to Leveraging the Full Potential of Innovative Supply Chains



I Want to be Everywhere



**“in Tapei...and Brussels...and Chicago...and Paris ...and Melbourne...
and Los Angeles...and Mexico City...and Tokyo...and Hong
Kong...and Antwerp...and Cannes...and Berlin...and Manila...and
Athens...and San Diego...and Buenos Aires...and Honolulu.”**

Challenges and Solutions



- **Access** – Liberalize Ownership and Control Laws; Promote Free Trade Agreements like the Trans-Pacific Partnership (TPP), Trade and Investment in Services (TISA) and the Trans-Atlantic Trade and Investment Partnership (TTIP); Encourage countries to adopt open, transparent, and non-discriminatory licensing and permitting processes.
- **Connectivity** – Expand and further liberalize Open Skies; Invest, expand, and grow our Airport, Air Traffic Control (ATC), and Aviation Infrastructure; Positively address the noise claims that threaten balance and job creating night flights.
- **Harmonization** – Encourage Security, Safety, Environmental, and Regulatory regimes as well as Infrastructure and Air Traffic Systems that compliment, rather than conflict.
- **Border Processes** – Efficient, transparent, complimentary, and cost effective Customs and Border Clearance processes.

