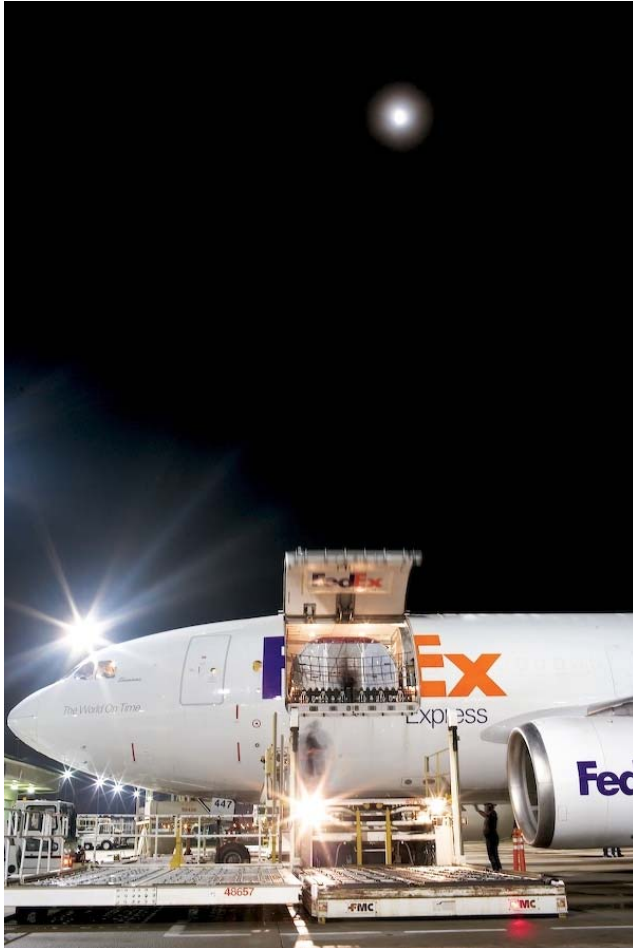




Metropolitan Washington Council of Governments (COG)

David G. Smith
Senior Manager Washington DC
FedEx Express

About FedEx Express



- **World's largest express transportation company**
- **Fast and reliable delivery to every U.S. address and to more than 220 countries and territories.**
- **Unmatched global air-and-ground network**
- **Speed delivery of time-sensitive shipments, usually in one to two business days with delivery time guaranteed.**

About FedEx Express

- **142,000 employees worldwide**
- **Fleet of 671 aircraft operating in 375 airports**
- **44,500 motorized vehicles**
- **\$24.4 billion annual revenue (including FedEx Trade Networks)**
- **Average daily volume of 3.5 million packages and 13 million lbs. of freight**



Our “Critical Few” Focus Areas Drive Strategy



- **Institutionalize & Reward Purple Promise Behavior**
 - *Make Every FedEx Experience Outstanding.*
- **Improve Core Service Reliability**
 - *Customers Demand Certainty & Reliability. FedEx Express Delivers.*
- **Grow Profitably**
 - *Profits Pay For Our Tomorrows.*
- **Improve Our Cost Structure**
 - *Greater efficiencies in all areas cushions us against economic downturns.*

Commitment to Sustainability



- **Upgrading our aircraft fleet with planes that reduce fuel consumption up to 36 percent while providing 20 percent more capacity.**
- **Saved more than 5.5 million gallons of fuel in a year by reducing the use of in-gate aircraft auxiliary power units.**
- **Currently operate the largest fleet of commercial hybrid trucks in North America.**
- **In North America, we've been operating diesel-electric hybrids since 2003, with more than two million miles of service.**

Local Overview - Washington DC Metro Area



- **450 Employees**
- **2 Locations**
- **170 Vehicles- 3 Hybrid Diesel**
- **55 % vehicles run on Bio-Diesel**
- **250 Routes Launched Daily**

Daily Challenges in the Market



- **Traffic**
- **Weather**
- **Security**
- **Limited Parking**
- **Fleet Optimization**

Enhancements – to improve service/visibility/cost



Boeing 757 – Regan National

- **Increased Fuel Efficiency**
- **Reduce stem time into market**
- **Increased earlier visibility**
- **Reduced assets on road**