Keeping Global Trade and Transport on Course

Frederick W. Smith
Chairman and CEO
FedEx Corporation
Oil Prices Over Past 4 Decades

% revenue mix of international air express and ocean cargo has been increasing in the period CY 1994–2012

International air freight revenue mix has been declining in this period

Source: Boeing Air Cargo Forecast, Global Insight, TSA estimates, ACMG & FedEx Analysis
Late 18th Century Bill of Lading

SHIPPED

In good Order and Condition by
in and upon the good Ship called the
for this Voyage
Port of Dublin, and bound for

being marked and numbered, as in the Margin, and are to be delivered in like good Order as
Condition at the aforesaid Port of New York, payable to the
the Danger of the Seas and Fire only excepted) unto
or to their Assigns, he or they paying Freight for the said Goods
or his Assigns, being ten pounds four shillings British. It at the cost

84 feet and a half

with Primage and Average accustomed, WITNESS whereas the Master or Purser of the Ship
hath affirmed to three Bills of Lading, all of this Tenor and Date, one of which being
accomplished, the other two to stand void. Dated in Dublin 23rd of August 1780.

L. W. Brace

Dunn, Hincks, and Brocas, ship-brokers.

No. 1 & 2

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[Signature]

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Cordell Hull with Franklin Roosevelt
Regulatory Changes 1970s-1990s

EUROPEAN UNION
- 1992 – Air deregulation
- 1993 – Single Market
- EU opened borders and terminated the intra-European customs broker

CANADA
- 1980s – 1990s
- Eliminated economic restrictions

UNITED STATES
- 1978 - Airline Deregulation Act PL 95-50
- 1980 - Motor Carrier Act PL 96-296
- 1980 - Staggers Rail Act PL 96-448
- 1984 - Ocean Shipping Act of 1984
  - Integration of ocean, truck and rail pricing
- 1998 - Ocean Shipping Reform Act of 1998

ASIA
- Complex Regulations to be deregulated for individual countries

Source: Journal of Commerce
Frederic Bastiat
Protectionism is up 23% since 2009
What We Can Do

• Speak out for free trade
• Contact policy makers in support of trade pacts
• Work together through professional alliances to sell benefits of open markets