



February 18, 2015

The Honorable John F. Kerry  
Secretary of State  
U.S. Department of State  
2201 C Street, N.W.  
Washington DC 20520

The Honorable Anthony Foxx  
Secretary of Transportation  
U.S. Department of Transportation  
1200 New Jersey Avenue, S.E.  
9th Floor  
Washington DC 20590

The Honorable Penny S. Pritzker  
Secretary of Commerce  
U.S. Department of Commerce  
1401 Constitution Avenue, N.W.  
Washington DC 20230

**Re: FedEx Support for Open Skies**

Dear Secretaries Kerry, Foxx and Pritzker:

I am writing to express FedEx's strong support for Open Skies and the U.S. government's long established policy of promoting, negotiating, and then honoring Open Skies bilateral aviation agreements.

FedEx has grown tremendously since its first night of operations in 1973. Our fiscal year 2014 revenue was \$45.6 billion and we are among the most admired companies in the world. Thanks to more than 300,000 outstanding FedEx team members, FedEx serves more than 220 countries and territories and continues to offer new products and services around the globe. Our aircraft fleet numbers more than 660 aircraft, including new Boeing 777s and 767s. Here in the U.S, we serve every address in every community and our aircraft can be seen at almost 300 U.S. airports.

Our industry is an essential component of a rebounding American economy. The connectivity we provide for U.S. businesses, both small and large, is critical for their global expansion. FedEx is proud to be a leader in the President's National Export Initiative.

Dave Bronczek - FedEx Express

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FedEx and the other U.S. cargo carriers depend on Open Skies to provide our aircraft and their important cargo access to global marketplaces. Our ability to exploit the rights set forth in those agreements means that FedEx aircraft span the globe. Air cargo carrier, such as FedEx, move the high-value, time-sensitive products essential for the U.S. to create more high-paying jobs. We also are leaders in carrying American products in the B2C markets of e-commerce, where there are new cross-border opportunities for U.S. small and medium enterprises. We cannot operate internationally and provide efficient, cost-effective services without Open Skies.

Recently, several U.S. passenger carriers have questioned Open Skies, specifically as it relates to Middle Eastern carriers. These U.S. passenger carriers do not fly extensively between foreign points like FedEx does. They believe they have little to risk by limiting foreign carrier access to U.S. markets. What they want is for the U.S. government to protect them from competition from able, attractive new entrants.

For FedEx, the Open Skies agreements with the Middle Eastern countries are very valuable. Under the agreement with the U.A.E., we have established a hub in Dubai, where FedEx flights from the U.S. criss-cross with our flights from India and Asia in order to move U.S. products into local markets. This hub also acts as our gateway into Africa. Presently, FedEx alone operates almost two-thirds more flights to the Middle East than all the U.S. passenger carriers combined. Modifications to this agreement might spell the end of these opportunities, closing off those markets to our customers.

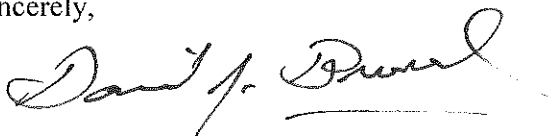
Retrenchment in any way from Open Skies by the U.S. would jeopardize the economic growth benefits that air cargo provides. Retrenchment would result in higher fares and fewer options for flying passengers. Retrenchment benefits only a very few. The U.S. should not return to the restrictive, inefficient, expensive agreements of the past where customers, communities, air cargo, and the greater U.S. economy suffered.

FedEx is not alone in its support for Open Skies. Airports, travelers and other U.S. airlines have already addressed this issue publicly. Those groups have laid out the benefits for passengers created by this successful, long-standing policy. We appreciate the opportunity to make the case on the cargo side, in support of U.S. shippers.

FedEx urges the U.S. government to honor the Open Skies agreements it has negotiated with over 110 countries in every region of the world. There is no need to consult with our Open Skies partners absent public proof that alleged unfair competition meets the standards long established in U.S. law. The U.S. should not capitulate to the interests of a few carriers who stand ready to put their narrow, protectionist interests ahead of the economic benefits that Open Skies provides to the people of the United States.

Please feel free to contact me if we can provide you any additional information.

Sincerely,



David J. Bronczek  
President & CEO  
FedEx Express