



TO: Kansas State Senate Committee on Commerce

FROM: Evan Oneto, FedEx Corporation State Government Affairs

DATE: February 24, 2021

RE: Support for SB 161, with requested amendments

Dear Chairman Olson & Committee Members:

On behalf of the FedEx Corporation and the 4,500 FedEx team members employed here in Kansas, I am here to testify in support of SB 161, and to request some key amendments that would allow us to participate in this important new economic front. As e-commerce trends and COVID-19 has driven demand for delivered goods at a record pace and volume among consumers and businesses alike, advances in technology such as personal delivery devices (PDDs) have never been more timely. We believe FedEx's delivery bot Roxo will be an important part of this new logistical trend. Designed by DEKA, the inventor of the Segway, Roxo's power base is derived from their iBot smart wheelchair, originally created for paraplegic soldiers returning from war. It can transcend a flight of stairs or navigate a pothole while keeping its cargo level, due to its gyroscopic technology. Combined with a vast array of safety features and designed to transport a significant amount of cargo, Roxo weighs in at around the same as a modern electric wheelchair. That is why we have requested a weight increase in our suggested amendments; without it, we could not operate here.

Similarly, Roxo is designed to carry its payload a radius of up to 5 miles (potentially further one day), which is why we have also requested an amendment to allow it to operate on the right shoulder of a roadway, so we can reach customers outside of the downtown areas and potentially target certain suburban areas as part of our initial rollout. Of course, this would only be done on routes where it is safe to do so and we would be happy to identify those in consultation with the Department of Transportation or appropriate agency if necessary.

Likewise, we have requested that Roxo be able to operate on sidewalks at a maximum speed of 10 mph, when and where it is safe to do so only, of course, in order that we can reach a larger customer base and make more efficient deliveries, when operating conditions permit. This is in keeping with the standard in a number of other states that have passed similar legislation.

We look forward to bringing this technology to Kansas to help connect businesses with customers in new and exciting ways. We believe these amendments would allow for a state framework where providers can compete fairly in the market and continue to innovate for the benefit of the consumer, while still providing for the public safety. We thank the committee and the Chairman for introducing for hearing this important legislation. We look forward to working with any stakeholders, and I'm happy to answer any questions.

Sincerely,

Evan Oneto, FedEx Corp Government Affairs