



TO: Kansas House Committee on Transportation

FROM: Evan Oneto, FedEx Corporation State Government Affairs

DATE: March 15, 2022

RE: Support for SB 161, with requested amendments

Dear Chairman Proehl & 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, with requested amendments.

As e-commerce trends and COVID-19 has driven demand for same-day deliveries at a record pace and volume among consumers and businesses alike, advances in technology such as personal delivery devices (PDDs) have never been timelier. We believe FedEx's delivery bot, Roxo, will fill a unique role in this new logistical trend. Designed in partnership with the engineers at DEKA (the inventor of the Segway), Roxo's power base is derived from their iBot smart wheelchair, which has over 10 million hours of reliable, real-world operation. Combined with a vast array of safety features, including 360-degree cameras, depth sensors, RADAR, and LiDAR, and a cargo payload of 100 lbs, Roxo weighs in at around the same as a modern electric wheelchair. That is why we have requested a weight increase in our amendments; without it, we could not operate in Kansas.


We have also requested an amendment to allow PDDs to operate on sidewalks at a maximum speed of 10 mph, when and where it is safe to do so, in order that we can reach a larger customer base and make more efficient deliveries. This is in keeping with the standard in numerous other states that have passed similar legislation and is 5 mph less than the speed limit for electric wheelchairs.

In addition to a larger payload capacity, Roxo is also designed with a longer delivery range in mind, with a radius of up to 5 miles. That is why we have also requested an amendment to allow it to operate on the right shoulder of a roadway, so that we can reach customers outside of the downtown areas and potentially target certain residential and suburban neighborhoods. Of course, this would only be done on routes where it is safe to do so.

We are glad to be requesting these amendments in conjunction with other proposed changes by Amazon and the Kansas League of Municipalities. We believe taken as a whole, these changes will bring Kansas into conformity with other leading states and industry standards that will allow the state to remain competitive while still providing for adequate local control and public safety.

We look forward to bringing this technology to Kansas to help connect businesses with customers in new and exciting ways. We thank the Chairman and committee members for hearing this legislation and considering these critical amendments. We look forward to working with all stakeholders, and I'm happy to answer any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Evan Oneto". The signature is fluid and cursive, with the first name "Evan" written in a smaller, more compact script, and the last name "Oneto" written in a larger, more prominent cursive style.

Evan Oneto
Senior State & Local Government Affairs Representative
FedEx Corporation