



HIA Member Profile The case study of FedEx Corporation

FedEx – We *Are* Long Island Business

In 1965, Yale University undergraduate Frederick W. Smith wrote a term paper about the passenger route systems used by most airfreight shippers, which he viewed as economically inadequate. Smith wrote of the need for shippers to have a system designed specifically for airfreight that could accommodate time-sensitive shipments such as medicines, computer parts and electronics.

In August of 1971, Smith bought controlling interest in Arkansas Aviation Sales, located in Little Rock, Ark. While operating his new firm, Smith identified the tremendous difficulty in getting packages and other airfreight delivered within one to two days. This dilemma motivated him to do the necessary research for resolving the inefficient distribution system. Thus, the idea for Federal Express was born.

The company officially began operations on April 17, 1973 and since then has become a premier provider of shipping and information services worldwide.

FedEx and Long Island Business

With Long Island being just that – an island – its population and businesses have always had to rely on transportation for its good and services to grow.

“There is significant industry on Long Island – a wealth of technology, medical and healthcare business opportunities – which provides tremendous potential for FedEx and the Long Island economy,” says Nan Malebranche, Managing Director, Long Island District for FedEx Express. “The diversity of business opportunities on Long Island allow for continued growth.”

This business diversity has also provided FedEx with a skilled and educated workforce and strong customer base.

An HIA Member Since 1999

The HIA provides FedEx with many networking opportunities by providing access to all HIA members and through monthly events and meetings, as well as the annual HIA Business Trade Show & Conference. This networking allows FedEx to identify new industry and business prospects that may have otherwise not been discovered.

Perhaps just as importantly, being a member of the HIA helps FedEx understand the business needs of other Long Island companies.

“The HIA committees that we are a part of allow FedEx to interact and engage with other member companies and helps us understand their businesses and how FedEx can help them grow,” said Malebranche. “The HIA also provides us with opportunities for brainstorming and benchmarking with other local companies which is invaluable in allowing us to evolve at end of today’s business”. FedEx Corporation is the premier provider of shipping and information services worldwide because of this localized thinking. The HIA brings FedEx closer to its customers, where they can meet, listen to their specific business situations and provide them with the services they need to prosper.

About the HIA

The Hauppauge Industrial Association, which has a membership of approximately 1,000 companies throughout LI, is a proactive business organization that focuses on the economic health and well-being of its member companies and that of the entire Long Island business community. HIA provides services and programs focusing on international trade, human resources, business development, government affairs, manufacturing, technology, environment, education, engineering, transportation, energy and much more.

To contact HIA call 631-543-5355 or visit www.hia-li.org
To contact FedEx Corporation call 631-777-7923 or visit www.fedex.com