



# ...Parallel Tracks...



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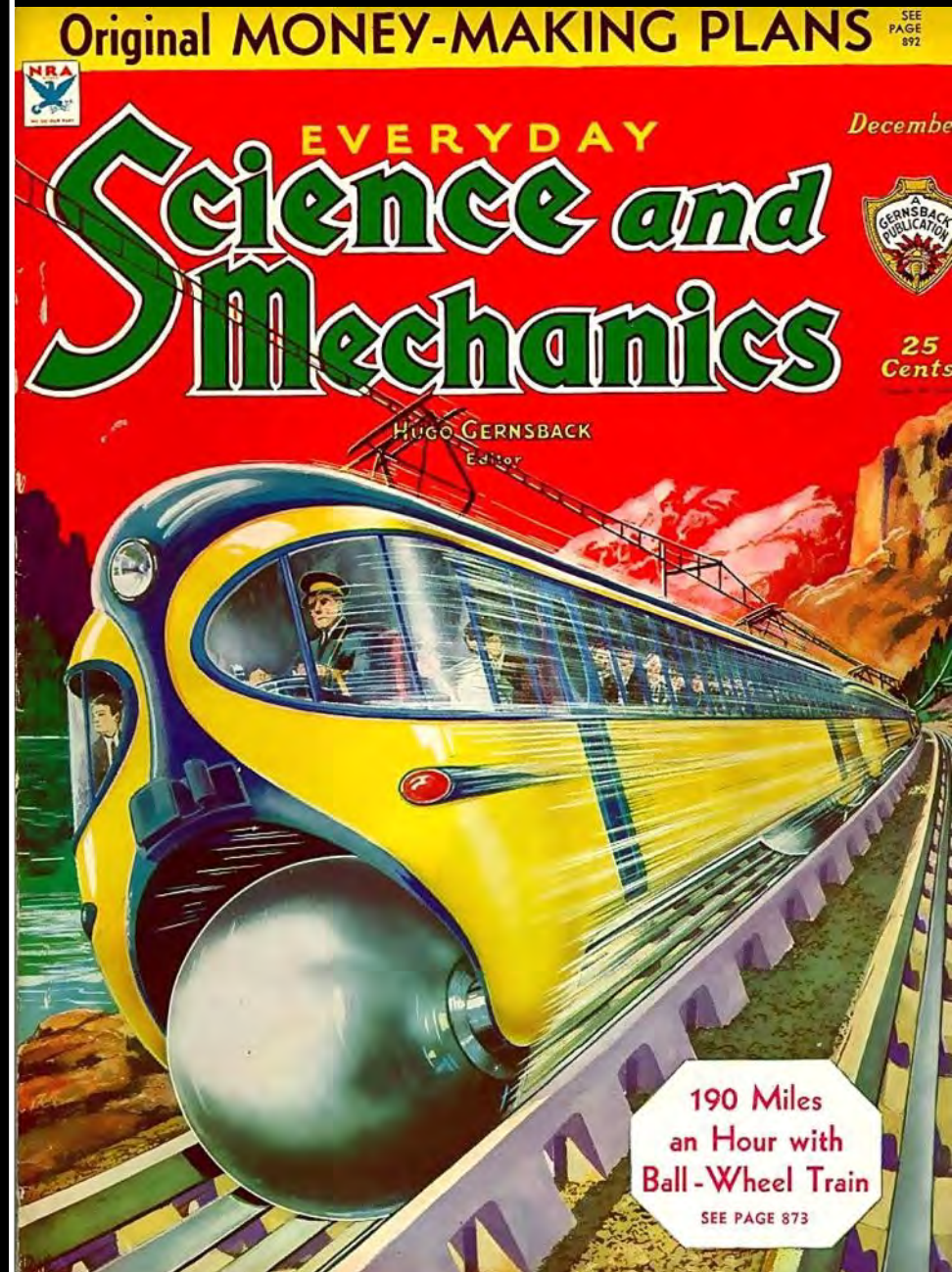
# Still Relevant After All These Years



- Histories of Postal Service and railroad industry intertwined
- An enduring partnership that got off track
- Railroad could be aligned to solution
- \$1 billion in business could shift to rail

# Their Back Pages

- Trucking industry was disruptive technology after World War II
- Postal Service transferred mail to more trucking
- Much improved freight-rail system today
- Only \$40 million of \$5.7 billion spent by Postal Service on domestic mail transportation went to rail



# The \$1 Billion Question



- Postal Service remains committed to highway trucking
- Competitors have taken advantage of low-cost, reliable rail infrastructure
- Postal Service could shift \$1 billion from trucking to rail
- Why hasn't the Postal Service done this already?

# Let's Look at How Similar We Really Are



- Postal Service's predicament is severe, but not unique
- Freight-rail industry's recovery offers valuable insights
- Recognized industry crisis, focused on financial health, legislative reform allowed flexibility

# Where Do We Go From Here?

