

Clerk of the House of Representatives
Legislative Resource Center
B-106 Cannon Building
Washington, DC 20515

Secretary of the Senate
Office of Public Records
232 Hart Building
Washington, DC 20510

-SEL
04 AL

LOBBYING REPORT

Lobbying Disclosure Act of 1995 (Section 5) - All Filers Are Required to Complete This Page

1. Registrant Name UPS			
2. Registrant Address <input type="checkbox"/> Check if different than previously reported Address 55 Glenlake Parkway, NE City Atlanta State/Zip (or Country) GA 30328			
3. Principal Place of Business (if different from line 2) City _____ State/Zip (or Country) _____			
4. Contact Name Sharen Kinney	Telephone 202/675-1712	E-mail (optional) sakinney@ups.com	5. Senate ID #
7. Client Name <input checked="" type="checkbox"/> Self			6. House ID # 30712000

TYPE OF REPORT 8. Year 2004 Midyear (January 1-June 30) ☒ OR Year End (July 1-Dec)

9. Check if this filing amends a previously filed version of this report ☐

10. Check if this is a Termination Report ☐ >> Termination Date _____

11. No Lobby

INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

12. Lobbying Firms	13. Organizations
INCOME relating to lobbying activities for this reporting period was: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input type="checkbox"/> >> \$ _____ <div style="text-align: right;">Income (nearest \$20,000)</div>	EXPENSES relating to lobbying activities for this reporting period were: Less than \$10,000 <input type="checkbox"/> \$10,000 or more <input checked="" type="checkbox"/> >> \$ <u>\$1,220,000.00</u> <div style="text-align: right;">Expenses (nearest \$20,000)</div>
Provide a good faith estimate, rounded to the nearest \$20,000 of all lobbying related income from the client (including all payments to the registrant by any other entity for lobbying activities on behalf of the client).	14. REPORTING METHOD. Check box to indicate accounting method. See instructions for description of <input type="checkbox"/> Method A. Reporting amounts using LDA definit <input type="checkbox"/> Method B. Reporting amounts under section 603: the Internal Revenue Code <input checked="" type="checkbox"/> Method C. Reporting amounts under section 162 Internal Revenue Code

Signature _____

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code AVI (one per page)

16. Specific Lobbying issues

H.R.1049, Arming Cargo Pilots Against Terrorism Act,
H.R.1103, Air Cargo Security Act,
H.R.1416, Homeland Security Technical Corrections Act of 2003,
H.R.2144, Aviation Security Technical Corrections and Improvements Act of 2003,
H.R.2455, Universal Screening of Air Cargo Act,
H.R.3798, Secure Existing Aviation Loopholes Act,
H.R.4056, Commercial Aviation MANPADS Defense Act of 2004,
H.R.4126, Cockpit Security Technical Corrections and Improvements Act of 2004,
H.R.4312, Safe Passengers and Lading in Aviation for the National Enhancement of Security Act,
H.R.580, Commercial Airline Missile Defense Act,
S.165, Air Cargo Security Act,

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

Department of Homeland Security
Department of State
Department of Transportation
Federal Aviation Administration
House of Representatives
Senate
Transportation Security Administration

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Alagna, Mark	
Bergman, Robert	
Lytle, Ted	
Wellman, Arnold	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature _____

Printed Name and Title **Arnold Wellman - Vice President, Corporate Public Affairs** Pa

Registrant Name: UPSClient Name: UPS

Item	Description	Data
16	Lobbying Issues	S.208, A bill to require the Secretary of Homeland Security to develop and implement a plan to provide security for cargo entering the United States or transported in intrastate or interstate commerce,
16	Lobbying Issues	S.2268, Cockpit Security Technical Corrections and Improvements Act of 20
16	Lobbying Issues	S.2393, Aviation Security Advancement Act,
16	Lobbying Issues	S.311, Commercial Airline Missile Defense Act,
16	Lobbying Issues	S.516, Arming Cargo Pilots Against Terrorism Act,
16	Lobbying Issues	- Aviation bilateral issues, including US-Japan Negotiations, US-China Negotiations and US-EU talks
		- Citizenship of U.S. Airlines
		- DHL/ASTAR Ownership
16	Lobbying Issues	- Compliance by DHL Airways with U.S. Citizenship Requirements
		- Various bilateral negotiations
		- Night Flight Issues
		- Hong Kong 5th Freedoms
		- DHL Airways Merge with Airborne

Registrant Name: UPS

Client Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code DEF (one per page)

16. Specific Lobbying issues
 - Cargo Security
 Custom & Borders Protection

17. House(s) of Congress and Federal agencies contacted ☐ Check if None
 Department of Homeland Security
 Food & Drug Administration
 House of Representatives
 National Transportation Safety Board
 Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Dunaway, Jeff	

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code ENG (one per page)

16. Specific Lobbying issues

H.R.1335, National Parks Fuel Cell and Hydrogen Act,**H.R.1395, To provide for the establishment of research, development, demonstration, and commercial applications programs for fuel cell and hydrogen production, delivery, and storage technologies for transportation and storage applications,****H.R.1777, To provide for the establishment at the Department of Energy of a program for hydrogen fuel cell infrastructure, and for other purposes,****S.461, Hydrogen Fuel Cell Act of 2003,****S.821, Hydrogen and Fuel Cell Energy Act of 2003,**17. House(s) of Congress and Federal agencies contacted
Department of Energy☐ Check if None

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Alagna, Mark	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature _____
Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code FOO (one per page)

16. Specific Lobbying issues

- **FDA rule implementing Bioterrorism Act**

17. House(s) of Congress and Federal agencies contacted
Food & Drug Administration

☐ Check if None

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Bergman, Robert	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature _____

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs P2

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code INS (one per page)

16. Specific Lobbying issues

- **Extension of FAA War Risk Insurance Program**

17. House(s) of Congress and Federal agencies contacted

☐ Check if None**Department of Transportation****Federal Aviation Administration****House of Representatives****Senate**

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Bergman, Robert	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None



Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code LBR (one per page)

16. Specific Lobbying issues

- Railway Labor Act

- 541 Regs

- NLRA

17. House(s) of Congress and Federal agencies contacted

☐ Check if None

Department of Labor

Department of Treasury

Executive Office of the President

House of Representatives

Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Alagna, Mark	
Bergman, Robert	
Dubois, Marcel	
Shelby, Sheryl	
Wellman, Arnold	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature _____
Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code MAR (one per page)

16. Specific Lobbying issues
 - Ocean Shipping Reform Act regarding NVOCC

17. House(s) of Congress and Federal agencies contacted ☐ Check if None
House of Representatives
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Alagna, Mark	
Jensen, Thomas	
Lytle, Ted	
Quinn, Robert	
Roth, Royal	
Shelby, Sheryl	
Washington, Sheryl	

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.**

15. General issue area code PHA (one per page)

16. Specific Lobbying issues

H.R.3880, Internet Pharmacy Consumer Protection Act,**S.2464, Internet Pharmacy Consumer Protection Act****Ryan Haight Act,****S.2465, Prevention of the Illegally Importation of Controlled Substances Act of 2004****Todd Rode Act,**

17. House(s) of Congress and Federal agencies contacted

☐ Check if None**House of Representatives****Senate**

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Bergman, Robert	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code POS (one per page)
16. Specific Lobbying issues
H.R.4341, Postal Accountability and Enhancement Act,
S.2468, Postal Accountability and Enhancement Act,

17. House(s) of Congress and Federal agencies contacted ☐ Check if None
General Accounting Office
House of Representatives
Senate
The White House Office of Congressional Liaison
The White House Office of Domestic Policy Council

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Amend, Betty	
Bergman, Robert	
Jensen, Thomas	
Lewis, Nick	
Roth, Royal	
Shelby, Sheryl	
Termini, Jill	

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

Signature _____

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

Item	Description	Data
18a	Lobbyist Name	Washington, Sheryl
18b	Covered Official Position	
18c	New Lobbyist	No
18a	Lobbyist Name	Weber, Melissa
18b	Covered Official Position	
18c	New Lobbyist	No
18a	Lobbyist Name	Wellman, Arnold
18b	Covered Official Position	
18c	New Lobbyist	No

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code RET (one per page)
16. Specific Lobbying issues
H.R.3108 , Pension Funding Equity Act of 2003,

17. House(s) of Congress and Federal agencies contacted ☐ Check if None
- Department of Labor**
Department of Treasury
House of Representatives
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Alagna, Mark	
Bergman, Robert	
Dubois, Marcel	
Jensen, Thomas	
Lytle, Ted	
Quinn, Robert	
Roth, Royal	

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

Signature _____

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

Item	Description	Data
18a	Lobbyist Name	Termini, Jill
18b	Covered Official Position	
18c	New Lobbyist	No
18a	Lobbyist Name	Washington, Sheryl
18b	Covered Official Position	
18c	New Lobbyist	No
18a	Lobbyist Name	Wellman, Arnold
18b	Covered Official Position	
18c	New Lobbyist	No

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code,** provide information as requested. Attach additional page(s) as needed.

15. General issue area code ROD (one per page)

16. Specific Lobbying issues

**H.R.2088 , Safe, Accountable, Flexible, and Efficient Transportation Equity Act of 2003,
H.R.2180, Safe Highways and Infrastructure Preservation Act,
H.R.3087, Surface Transportation Extension Act of 2003,
H.R.3550 , Transportation Equity Act: A Legacy for Users,
S.1072 , Safe, Accountable, Flexible, and Efficient Transportation Equity Act of 2003,
S.1140, Safe Highways and Infrastructure Preservation Act,
S.1640, Transportation Extension Act of 2003,
S.1978 , Surface Transportation Safety Reauthorization Act of 2003,**

17. House(s) of Congress and Federal agencies contacted

☐ Check if None**House of Representatives****Senate**

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Bergman, Robert	
Jensen, Thomas	
Washington, Sheryl	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature

Date 8/3/2004

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TAX (one per page)

16. Specific Lobbying issues

H.RES.534, Providing for the consideration of the bill (H.R. 1769) to amend the Internal Revenue Code of 1954 with the World Trade Organization rulings on the FSC/ETI benefit in a manner that preserves jobs and production activities in the United States,

17. House(s) of Congress and Federal agencies contacted

☐ Check if None**House of Representatives****Senate**

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Quinn, Robert	
Termini, Jill	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code**, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TOB (one per page)

16. Specific Lobbying issues

**H.R.2824, Internet Tobacco Sales Enforcement Act,
S.1177, PACT Act
Prevent All Cigarette Trafficking Act,**

17. House(s) of Congress and Federal agencies contacted
**House of Representatives
Senate**

☐ Check if None

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Bergman, Robert	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature _____ Date _____

Printed Name and Title **Arnold Wellman - Vice President, Corporate Public Affairs** Page

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TRA (one per page)

16. Specific Lobbying issues

**H.CON.RES.351, Congratulating the University of Delaware men's football team for winning the National C
Athletic Association I-AA national championship,**

H.R.2989, Transportation, Treasury, and Independent Agencies Appropriations Act, 2004,

S.1589, Transportation, Treasury, and General Government Appropriations Act, 2004,

- TEA 21

17. House(s) of Congress and Federal agencies contacted

☐ Check if None**House of Representatives****Senate**

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Alagna, Mark	
Bergman, Robert	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature _____
Printed Name and Title **Arnold Wellman - Vice President, Corporate Public Affairs** _____ Page

Registrant Name: UPSClient Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. **Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.**

15. General issue area code TRD (one per page)

16. Specific Lobbying issues

S.RES.211, A resolution expressing the sense of the Senate regarding the temporary entry provisions in the Singapore Free Trade Agreements,

- **Central America Free Trade Agreement**
- **Free trade agreements with Australia and Morocco**

17. House(s) of Congress and Federal agencies contacted

☐ Check if None**Department of Commerce****House of Representatives****Office of U.S. Trade Representative****Senate**

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Jackson, Selina	
Lytle, Ted	
Shelby, Sheryl	
Weber, Melissa	
Wellman, Arnold	

19. Interest of each foreign entity in the specific issues listed on line 16 above

☒ Check if None

Signature _____ Date _____

Printed Name and Title **Arnold Wellman - Vice President, Corporate Public Affairs** Pa

Registrant Name: UPS

Client Name: UPS

LOBBYING ACTIVITY. Select as many codes as necessary to reflect the general issue areas in which the registrant engaged in lobbying on behalf of the client during the reporting period. Using a separate page for each code, provide information as requested. Attach additional page(s) as needed.

15. General issue area code TRU (one per page)
16. Specific Lobbying issues
H.R.3971, Highway Reauthorization Tax Act of 2004,

17. House(s) of Congress and Federal agencies contacted ☐ Check if None
House of Representatives
Senate

18. Name of each individual who acted as a lobbyist in this issue area

Name	Covered Official Position (if applicable)
Jensen, Thomas	
Quinn, Robert	
Washington, Sheryl	

19. Interest of each foreign entity in the specific issues listed on line 16 above ☒ Check if None

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa

Registrant Name: UPSClient Name: UPS**Information Update Page - Complete ONLY where registration information has changed.**

20. Client new address

21. Client new principal place of business (if different from line 20)

City

State/Zip (or Country)

22. New general description of client's business or activities

LOBBYIST UPDATE

23. Name of each previously reported individual who is **no longer** expected to act as a lobbyist for the client
Foster, Ron
Washington, Sheryl

ISSUE UPDATE24. General lobbying issues previously reported that **no longer** pertain**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

Name	Address	Principal Place of Bu (city and state or cou


26. Name of each previously reported organization that is **no longer** affiliated with the registrant or client**FOREIGN ENTITIES**

27. Add the following foreign entities

Name	Address	Principal Place of Business (city and state or country)	Amount of contribution for lobbying activities

28. Name of each previously reported foreign entity that **no longer** owns, or controls, or is affiliated with the registra
or affiliated organization

Signature



Filing #4deb3814-3a66-4e90-9813-3cff8e230249 - Page 41 of 42

Date **8/3/2004**

Signature _____ Date _____

Printed Name and Title Arnold Wellman - Vice President, Corporate Public Affairs Pa