

of the House of Representatives  
Legislative Resource Center  
333-106 Cannon Building  
Washington, DC 20515

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

SECRETARY OF THE SENATE  
05 FEB 16 PM 1:50

# LOBBYING REPORT

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

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

**TYPE OF REPORT** 8. Year 2004 Midyear (January 1-June 30) ☐ OR Year End (July 1-December 31) ☐

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 Lobbying ☐

## INCOME OR EXPENSES - Complete Either Line 12 OR Line 13

| 12. Lobbying Firms   | 13. Organizations  |
|--|--|
| <b>INCOME</b> relating to lobbying activities for this reporting period was:<br>Less than \$10,000 <input type="checkbox"/><br>\$10,000 or more <input type="checkbox"/> >> \$ _____<br><div style="text-align: right;">Income (nearest \$20,000)</div><br>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). | <b>EXPENSES</b> relating to lobbying activities for this reporting period were:<br>Less than \$10,000 <input type="checkbox"/><br>\$10,000 or more <input checked="" type="checkbox"/> >> \$ <u>\$980,000.00</u><br><div style="text-align: right;">Expenses (nearest \$20,000)</div><br><b>14. REPORTING METHOD.</b> Check box to indicate accounting method. See instructions for description of methods.<br><input type="checkbox"/> <b>Method A.</b> Reporting amounts using LDA definition<br><input type="checkbox"/> <b>Method B.</b> Reporting amounts under section 603 of the Internal Revenue Code<br><input checked="" type="checkbox"/> <b>Method C.</b> Reporting amounts under section 162 of the Internal Revenue Code |

Signature \_\_\_\_\_ Date \_\_\_\_\_

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

Client 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.5121, To further protect the United States aviation system from terrorist attacks,**  
**H.R.5250, Federal Flight Deck Officer Improvement Act of 2004,**

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

☐ Check if None

**Department of Commerce**  
**Department of Homeland Security**  
**Department of State**  
**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) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
| <b>Dunaway, Jeff</b>   |   |
| <b>Lytle, Ted</b>      |   |
| <b>Shelby, Sheryl</b>  |   |
| <b>Wellman, Arnold</b> |   |
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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** P:

Client Name: UPS

Client Name: UPS

| Item | Description                | Data  |
|------|----------------------------|---|
| 16   | Lobbying Issues            | H.R.580, Commercial Airline Missile Defense Act,  |
| 16   | Lobbying Issues            | S.165, Air Cargo Security Act,  |
| 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.2774, 9/11 Commission Report Implementation Act of 2004,  |
| 16   | Lobbying Issues            | S.2845, National Intelligence Reform Act of 2004,   |
| 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, US-Mexico Negotiations and US-EU talks   |
|      |                            | - War Risk Insurance  |
|      |                            | - Aviation Fuel Tax Fraud   |
|      |                            | - Midway Island Airfield, maintain as a diversion point   |
| 17a  | House of Congress/Agencies | Transportation Security Administration  |



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 BUD (one per page)

16. Specific Lobbying issues

**H.R.4567, Department of Homeland Security Appropriations Act, 2005,  
H.R.4852, Department of Homeland Security Authorization Act for Fiscal Year 2005 ,  
H.R.5025, Transportation, Treasury, and Independent Agencies Appropriations Act, 2005,  
S.2537, Department of Homeland Security Appropriations Act, 2005,  
- 150 Account - US Global Leadership  
- US International Affairs Budget**

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) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
| <b>Jensen, Thomas</b>  |   |
| <b>Shelby, Sheryl</b>  |   |
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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** P:



Client 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 ENG (one per page)

16. Specific Lobbying issues

**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 s 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,**

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) |
|---------------------|---|
| <b>Alagna, Mark</b> |   |
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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

Client 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 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**  
**House of Representatives**

☐ Check if None

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

| Name                   | Covered Official Position (if applicable) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
| <b>Dunaway, Jeff</b>   |   |
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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: 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 INS (one per page)

16. Specific Lobbying issues

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

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) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
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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** P:

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 LBR (one per page)
16. Specific Lobbying issues  
**H.R.3108, Pension Funding Equity Act of 2003,**  
 - Railway Labor Act  
 - NLRA  
 - Multi-employer Pension Plan Reform

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) |
|------------------------|---|
| <b>Alagna, Mark</b>    |   |
| <b>Bergman, Robert</b> |   |
| <b>Dubois, Marcel</b>  |   |
| <b>Quinn, Robert</b>   |   |
| <b>Shelby, Sheryl</b>  |   |
| <b>Wellman, Arnold</b> |   |
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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 MAR (one per page)
16. Specific Lobbying issues
- Ocean Shipping Reform Act regarding NVOCC
  - Maritime Regulatory Reform

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) |
|-----------------------|---|
| <b>Jensen, Thomas</b> |   |
| <b>Lytle, Ted</b>     |   |
| <b>Roth, Royal</b>    |   |
| <b>Shelby, Sheryl</b> |   |
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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** \_\_\_\_\_ P:

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) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
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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** \_\_\_\_\_ P:

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 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  
**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) |
|------------------------|---|
| <b>Amend, Betty</b>    |   |
| <b>Bergman, Robert</b> |   |
| <b>Jensen, Thomas</b>  |   |
| <b>Lewis, Nick</b>     |   |
| <b>Shelby, Sheryl</b>  |   |
| <b>Weber, Melissa</b>  |   |
| <b>Wellman, Arnold</b> |   |

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** P:

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.R.2989, Transportation, Treasury, and Independent Agencies Appropriations Act, 2004,****S.1589, Transportation, Treasury, and General Government Appropriations Act, 2004,****S.2806, Transportation, Treasury, and General Government Appropriations Act, 2005,**

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) |
|----------------------|---|
| <b>Termini, Jill</b> |   |
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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** P:



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) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
| <b>Roth, Royal</b>     |   |
| <b>Termini, Jill</b>   |   |
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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** P:

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.R.10, 9/11 Recommendations Implementation Act ,  
H.R.5025, Transportation, Treasury, and Independent Agencies Appropriations Act, 2005,  
S.2537, Department of Homeland Security Appropriations Act, 2005,  
S.2845, National Intelligence Reform Act of 2004,  
- Hours of Service**

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

☐ Check if None

**Department of Transportation  
House of Representatives  
Senate**

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

| Name                   | Covered Official Position (if applicable) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
| <b>Dunaway, Jeff</b>   |   |
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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** P:

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 TRD (one per page)

16. Specific Lobbying issues

**H.R.4759, United States-Australia Free Trade Agreement Implementation Act,**

**H.RES.712, Providing for consideration of the bill (H.R. 4759) to implement the United States-Australia Free Trade Agreement,**

**S.2610, United States-Australia Free Trade Agreement Implementation Act,**

**- Central America Free Trade Agreement**

**- WTO Issues**

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

☐ Check if None

**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) |
|------------------------|---|
| <b>Jackson, Selina</b> |   |
| <b>Shelby, Sheryl</b>  |   |
| <b>Weber, Melissa</b>  |   |
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|                        |   |

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** P4

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.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,**  
**- GPS device monitoring trucks transporting of hazard materials**

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) |
|------------------------|---|
| <b>Bergman, Robert</b> |   |
| <b>Jensen, Thomas</b>  |   |
| <b>Shelby, Sheryl</b>  |   |
|                        |   |
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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** \_\_\_\_\_ P:



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

Smalls, Dontai

Lytle, Ted

**ISSUE UPDATE**24. General lobbying issues previously reported that **no longer** pertain**AFFILIATED ORGANIZATIONS**

25. Add the following affiliated organization(s)

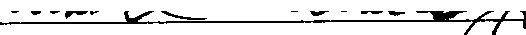
| Name | Address | Principal Place of Bu<br>(city and state or co |
|------|---------|--|
|      |         |  |

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<br>(city and state or country) | Amount of contribution<br>for lobbying activities |
|------|---------|--|---|
|      |         |  |   |

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


Signature  Date \_\_\_\_\_

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

Registrant Name: UPSClient Name: UPS

| Item | Description     | Data              |
|------|-----------------|-------------------|
| 23   | Lobbyist Update | Robinson, Heather |
| 23   | Lobbyist Update | Quinn, Robert     |
| 23   | Lobbyist Update | Termini, Jill     |

