

UNITED PARCEL SERVICE INC  
Form DEFA14A  
March 12, 2012

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**Washington, D.C. 20549**

**SCHEDULE 14A**

**Proxy Statement Pursuant to Section 14(a) of the**  
**Securities Exchange Act of 1934**

Filed by the Registrant

Filed by a Party other than the Registrant

Check the appropriate box:

Preliminary Proxy Statement

**Confidential, for Use of the Commission Only (as permitted by Rule 14a-6(e)(2))**

Definitive Proxy Statement

Definitive Additional Materials.

Soliciting Material Pursuant to Section 240.14a-12

**UNITED PARCEL SERVICE, INC.**

(Name of Registrant as Specified in Its Charter)

Payment of Filing Fee (Check the appropriate box):

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No fee required.

Fee computed on table below per Exchange Act Rules 14a-6(i)(1) and 0-11.

(1) Title of each class of securities to which transaction applies:

(2) Aggregate number of securities to which transaction applies:

(3) Per unit price or other underlying value of transaction computed pursuant to Exchange Act Rule 0-11:

(4) Proposed maximum aggregate value of transaction:

(5) Total fee paid:

Fee paid previously with preliminary materials.

Check box if any part of the fee is offset as provided by Exchange Act Rule 0-11(a)(2) and identify the filing for which the offsetting fee was paid previously. Identify the previous filing by registration statement number, or the Form or Schedule and the date of its filing.

(1) Amount previously paid:

(2) Form, Schedule or Registration Statement No.:

(3) Filing Party:

(4) Date Filed:

**\*\*\* Exercise Your *Right* to Vote \*\*\***

**Important Notice Regarding the Availability of Proxy Materials for the  
Shareowner Meeting to Be Held on May 3, 2012.**

**UNITED PARCEL SERVICE, INC.**

**Meeting Information**

**Meeting Type:** Annual Meeting

**For holders as of:** March 5, 2012

**Date:** May 3, 2012      **Time:** 8:00 a.m. (Eastern Time)

**Location:** Hotel du Pont  
11th and Market Streets  
Wilmington, DE 19801

*UNITED PARCEL SERVICE, INC.*

*INVESTOR RELATIONS B1F7*

*55 GLENLAKE PARKWAY, N.E.*

*ATLANTA, GA 30328*

You are receiving this communication because you hold shares in the above named company.

This is not a ballot. You cannot use this notice to vote these shares. This communication presents only an overview of the more complete proxy materials that are available to you on the Internet. You may view the proxy materials online at [www.proxyvote.com](http://www.proxyvote.com) or easily request a paper copy (see reverse side).

We encourage you to access and review all of the important information contained in the proxy materials before voting.

**See the reverse side of this notice to obtain proxy materials and voting instructions.**

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## Before You Vote

### How to Access the Proxy Materials

**Proxy Materials Available to VIEW or RECEIVE:**

NOTICE AND PROXY STATEMENT      ANNUAL REPORT

**How to View Online:**

Have the information that is printed in the box marked by the arrow (located on the following page) and visit: [www.proxyvote.com](http://www.proxyvote.com).

**How to Request and Receive a PAPER or E-MAIL Copy:**

If you want to receive a paper or e-mail copy of these documents, you must request one. There is NO charge for requesting a copy. Please choose one of the following methods to make your request:

- 1) *BY INTERNET*:      [www.proxyvote.com](http://www.proxyvote.com)
- 2) *BY TELEPHONE*:      1-800-579-1639
- 3) *BY E-MAIL* \*:      [sendmaterial@proxyvote.com](mailto:sendmaterial@proxyvote.com)

\* If requesting materials by e-mail, please send a blank e-mail with the information that is printed in the box marked by the arrow (located on the following page) in the subject line.

Requests, instructions and other inquiries sent to this e-mail address will NOT be forwarded to your investment advisor. Please make the request as instructed above on or before April 19, 2012 to facilitate timely delivery.

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## How To Vote

### Please Choose One of the Following Voting Methods

**Vote In Person:** Shareowners may attend the meeting and vote in person. At the meeting, you will need to request a ballot to vote these shares.

**Vote By Internet:** To vote now by Internet, go to [www.proxyvote.com](http://www.proxyvote.com). Have the information that is printed in the box marked by the arrow available and follow the instructions.

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**Vote By Mail:** You can vote by mail by requesting a paper copy of the materials, which will include a proxy card.



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**Voting Items**

**The board of directors recommends you vote FOR all 12 director nominees.**

1. To elect 12 directors nominated by the board of directors to serve until the 2013 annual meeting of shareowners.

**The board of directors recommends you vote FOR the ratification of the appointment of our independent registered public accountants.**

**Nominees:**

- 1a) F. Duane Ackerman
- 1b) Michael J. Burns
- 1c) D. Scott Davis
- 1d) Stuart E. Eizenstat
- 1e) Michael L. Eskew
- 1f) William R. Johnson
- 1g) Candace Kendle
  
- 1h) Ann M. Livermore
- 1i) Rudy H.P. Markham
  
- 1j) Clark T. Randt, Jr.
- 1k) John W. Thompson
- 1l) Carol B. Tomé

2. To ratify the appointment of Deloitte & Touche LLP as UPS's independent registered public accountants for the year ending December 31, 2012.

**The board of directors recommends you vote FOR the 2012 Omnibus Incentive Compensation Plan.**

3. To approve the 2012 Omnibus Incentive Compensation Plan.

**The board of directors recommends you vote FOR the amendment to the Discounted Employee Stock Purchase Plan.**

4. To approve the amendment to the Discounted Employee Stock Purchase Plan.

**The board of directors recommends you vote AGAINST the shareowner proposal.**

5. The shareowner proposal regarding lobbying disclosure.

In their discretion upon such other matters as may properly come before the meeting or any adjournments or postponements thereof.

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**Directions to the Shareowner Meeting**

**FROM PHILADELPHIA ON I-95 SOUTH**

1. Take I-95 South through Chester to Wilmington.
2. Follow I-95 South to Exit 7A marked 52 South, Delaware Ave.
3. Follow exit road (11th Street) to intersection with Delaware Ave. marked 52 South, Business District.
4. At the Delaware Ave. intersection, bear left, continuing on 11th Street.
5. Follow 11th Street through four traffic lights. Hotel du Pont is on the right.

**FROM ROUTE 202**

1. Follow Route 202 to I-95 intersection. Take I-95 South.
2. From I-95 South, follow steps 2 - 5 above.

**FROM DOWNSTATE DELAWARE**

1. Take Route 13 North, into Wilmington.
  2. Follow signs marked North Business, Route 13 to the eighth traffic light.
  3. At the eighth light, make a left onto 10th Street.
  4. Follow 10th Street three blocks to Orange Street, and make a right on Orange.
  5. Next block is 11th Street. Turn right; Hotel du Pont is on the right.
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**FROM BALTIMORE ON I-95 NORTH**

1. Follow I-95 North to Wilmington, take Exit 7 marked Route 52, Delaware Ave.
2. From right lane, take Exit 7 onto Adams Street.
3. At the third traffic light on Adams Street, turn right. Follow sign marked 52 South, Business District.
4. At the Delaware Ave. intersection, bear left, continuing on 11th Street.
5. Follow 11th Street through four traffic lights. Hotel du Pont is on the right.

**FROM NEW JERSEY**

**(NEW JERSEY TURNPIKE)**

1. Take the New Jersey Turnpike South to Delaware Memorial Bridge.
2. After crossing the Delaware Memorial Bridge, follow signs to I-95 North.
3. From I-95 North, follow steps 1 - 5 above.