

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

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 OR 15(d) of the Securities Exchange Act of 1934**

**Date of Report (Date of earliest event reported): January 30, 2018**



**United Parcel Service, Inc.**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation)

**001-15451**  
(Commission File Number)

**58-2480149**  
(IRS Employer  
Identification No.)

**55 Glenlake Parkway, N.E., Atlanta, Georgia**  
(Address of principal executive offices)

**30328**  
(Zip Code)

**Registrant's telephone number, including area code (404) 828-6000**

**Not Applicable**  
(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (§ 230.405 of this chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§ 240.12b-2 of this chapter). Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

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**Item 5.02. — Departure of Directors or Certain Officers; Election of Directors; Appointment of Certain Officers; Compensatory Arrangements of Certain Officers.**

On January 30, 2018, United Parcel Service, Inc. (“UPS”) announced that Alan Gershenhorn notified UPS that he will retire as Executive Vice President and Chief Commercial Officer. Mr. Gershenhorn is expected to remain employed with UPS until June 2018.

**Item 7.01 — Regulation FD Disclosure.**

The press release issued on January 30, 2018 announcing the retirement disclosed above is included as Exhibit 99.1.

**Item 9.01 — Financial Statements and Exhibits.**

(d) Exhibits  
99.1 [Press release issued January 30, 2018](#)

The information in Items 7.01 and 9.01, including Exhibit 99.1, is furnished and shall not be deemed “filed” for purposes of Section 18 of the Securities Exchange Act of 1934, as amended, or otherwise subject to liabilities under that section, and shall not be deemed to be incorporated by reference into the filings of UPS under the Securities Act of 1933, as amended, regardless of any general incorporation language in those filings.

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Signatures

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: January 30, 2018

UNITED PARCEL SERVICE, INC.  
By: /s/ NORMAN M. BROTHERS, JR.

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Norman M. Brothers, Jr.

Senior Vice President, General Counsel and Corporate Secretary

Contacts: Steve Gaut, Public Relations  
404-828-8787  
sgaut@ups.com

## **UPS CHIEF COMMERCIAL OFFICER ALAN GERSHENHORN TO RETIRE**

**ATLANTA - January 30, 2018**- UPS (NYSE:UPS) today announced Executive Vice President and Chief Commercial Officer, Alan Gershenhorn, has chosen to retire effective June 2018, after 38 years of UPS service.

Gershenhorn's extensive responsibilities include leading corporate strategy, mergers and acquisitions, marketing, public affairs, communications, and several key growth strategies across the enterprise. He also has oversight for Coyote, UPS's truckload brokerage business, and for Marken, the company's specialty clinical trials and healthcare logistics unit. Previous to his current responsibilities, Gershenhorn led sales and solutions, customer experience and relationship management, segment marketing, product development, electronic commerce, revenue management, marketing research, other company-wide staffs and initiatives.

"Alan's tremendous impact on UPS is widely known and respected, inside the company and among our global customers, partners and other stakeholders," said David Abney, UPS chief executive officer. "Alan guided UPS to intensify creation of distinctive customer value and positioned us as a premium service provider who creates revenue-generating insights that help customers succeed. During his tenure UPS introduced industry-leading new products, solutions and commercial innovations that pioneered the ecommerce era and the customer-centric B-to-B and B-to-C strategies that define UPS's market presence today."

He led, and has been a part of, numerous transformational programs helping to reshape UPS from a \$3 billion U.S.-centric ground small package delivery company, when he joined UPS in 1979, to a \$60 billion leader in global supply chain and logistics solutions.

Gershenhorn first joined the UPS Management Committee in 2007 to serve as president of UPS International where he was responsible for the UPS international package, freight forwarding, customs brokerage, and logistics businesses.

He has served in several other significant leadership positions in the United States, Europe, and Canada. These include Vice President UPS Corporate Strategy Group, where he was responsible for the company's retail strategy and operations worldwide and the integration of Mail Boxes Etc. (now recognized as The UPS Store); the president of UPS Canada; the president of UPS Supply Chain Solutions (SCS) Global Transportation and Shared Services; and the president of UPS SCS operations in Europe, Asia, the Middle East, and Africa.

A native of Long Island, New York, he began his UPS career in Houston, Texas, as a part-time package handler.

In addition to his corporate responsibilities, Alan serves as a Trustee of The UPS Foundation and a delegate of the World Business Council for Sustainable Development. He also serves on the Board of Directors of Beacon Roofing Supply, Inc. He holds a degree in finance from the University of Houston.

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### **About UPS**

UPS (NYSE: UPS) is a global leader in logistics, offering a broad range of solutions including transporting packages and freight; facilitating international trade, and deploying advanced technology to more efficiently manage the world of business. UPS is committed to operating more sustainably - for customers, the environment and the communities we serve around the world. Learn more about our efforts at [ups.com/sustainability](https://www.ups.com/sustainability). Headquartered in Atlanta, UPS serves more than 220 countries and territories worldwide. The company can be found on the web at [ups.com](https://www.ups.com) and its corporate blog can be found at [longitudes.ups.com](https://longitudes.ups.com). To get UPS news direct, follow [@UPS\\_News on Twitter](https://twitter.com/UPS_News).

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