Clerk of the House of Representatives	Secretary of the Senate
Legislative Resource Center	Office of Public Records
B-106 Cannon Building	232 Hart Building
Washington, DC 20515	Washington, DC 20510

SECRETARY OF THE SENATE
99 OCT 15 PM 12:50
H.D.

LOBBYING REGISTRATION

Lobbying Disclosure Act of 1995 (Section 4)

Check if this is an Amended Registration ☐ 1. Effective Date of Registration SEPTEMBER 1, 99

2. House Identification Number _____ Senate Identification Number _____

REGISTRANT

3. Registrant name GERCHICK-MURPHY ASSOCIATES LLC

Address 1101 - 30TH STREET, NW SUITE 500

City WASHINGTON State DC Zip 20007

4. Principal place of business (if different from line 3)

City State/Zip (or Country)

5. Telephone number and contact name

(202) 625-4390 Contact MARK L. GERCHICK E-mail (optional) —

6. General description of registrant's business or activities

CLIENT

A lobbying firm is required to file a separate registration for each client. Organizations employing in-house lobbyists should check the box labeled "Self" and proceed to line 10. ☐ *Self*

7. Client name UNITED PARCEL SERVICE

Address 316 PENNSYLVANIA AVENUE, SE

City WASHINGTON State DC Zip 20003

8. Principal place of business (if different from line 7)

City State/Zip (or Country)

9. General description of client's business or activities

CARGO AIRLINE

LOBBYISTS

10. Name of each individual who has acted or is expected to act as a lobbyist for the client identified on line 7. If any person listed in this section has served as a "covered executive branch official" or "covered legislative branch official" within two years of first acting as a lobbyist for the client, *state the executive and/or legislative position(s) in which the person served.*

Name	Covered Official Position (if applicable)
MARK L. GERCHICK	DOT- DEP. ASSIST. SEC. for AVIATION and INTERNAT'L AFFAIRS
PATRICK V. MURPHY, JR.	DOT- DEP. ASSIST. SEC. for AVIATION and INTERNAT'L AFFAIRS

Registrant Name GERCHICK-MURPHY ASSOCIATES LLC Client Name UNITED PARCEL SERVICE

LOBBYING ISSUES

11. General lobbying issue areas. Select all applicable codes listed in instructions and on the reverse side of Form LD-1, page 1.

AVI

12. Specific lobbying issues (current and anticipated)

GENERAL DOMESTIC and INTERNATIONAL AVIATION ISSUES; AIRLINE and AIRPORT REGULATORY ISSUES, and INTERNATIONAL ROUTE MATTERS; POTENTIAL LEGISLATIVE ISSUES RELATING TO THESE MATTERS.

AFFILIATED ORGANIZATIONS

13. Is there an entity other than the client that contributes more than $10,000 to the lobbying activities of the registrant in a semiannual period and in whole or in major part plans, supervises or controls the registrant's lobbying activities?

☒ No ⇨ Go to line 14. ☐ Yes ⇨ Complete the rest of this section for each entity matching the criteria above, then proceed to line 14.

Name	Address	Principal Place of Business (city and state or country)

FOREIGN ENTITIES

14. Is there any foreign entity that:

a) holds at least 20% equitable ownership in the client or any organization identified on line 13; **or**
b) directly or indirectly, in whole or in major part, plans, supervises, controls, directs, finances or subsidizes activities of the client or any organization identified on line 13; **or**
c) is an affiliate of the client or any organization identified on line 13 and has a direct interest in the outcome of the lobbying activity?

☒ No ⇨ Sign and date the registration. ☐ Yes ⇨ Complete the rest of this section for each entity matching the criteria above, then sign and date the registration.

Name	Address	Principal place of business (city and state or country)	Amount of contribution for lobbying activities	Ownership percentage in client

Signature [signature] Date OCTOBER 15, 1999

Printed Name and Title MARK L. GERCHICK