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**Subject:** Economic Development Event: UPS International Customer Summit  
**Location:** UPS Air Hub Facility, 3400 Edmund Highway, West Columbia, S.C.  
**When:** 4/21/2016 10:00:00 AM - 10:45:00 AM  
**Attachments:** ATT80440  
ATT45021  
ATT66172  
ATT38971  
ATT03155  
ATT73717

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**APPROVED BY:** NH on 1/29

**EVENT:** UPS International Customer Summit  
**DATE:** April 21, 2016

**TIME:** 10:00 AM

**LOCATION:** UPS Air Hub Facility, 3400 Edmund Highway, West Columbia, SC 29170

**PARKING:** The first two parking spaces will be reserved and they will be marked with red cones. Henry Reeder, International account executive will be available to greet the governor.

**PURPOSE:** To celebrate a key member of South Carolina's robust logistics and distribution industry. Approx. 40 UPS customers will be in attendance.

**LOCATION SET-UP:** The meeting location will be indoors in our Large Conference Room; please see attached room and facility layout. The Governor would be positioned at the front of the room near the podium.

**ON-SITE LOCATION CONTACT:** Henry Reeder; 803-429-9450 (cell) or Craig Harper 704-682-2511.

**RESERVED SEATING:** There will be chairs located at the front of the room, with seating for Dwayne Meeks, UPS South Atlantic District President, Frank Morris, Vice President for Corporate Affairs and Sheryl Franklin, Director of Business Development, South Atlantic District.

**KEY COMPANY PERSONS:** Dwayne Meeks; UPS South Atlantic District President, Frank Morris; Vice President Corporate Public Affairs; Sheryl Franklin, Director of Business Development, South Atlantic District.

**NOTABLE CONFIRMED ATTENDEES:** N/A

**GIFT:** No Gift

**PRESS:** Yes. Press can only take pictures in particular areas of the facility.

**PUBLIC:** Yes

**ACCESS TO EMPLOYEES:** Limited. The facility is fairly quiet at the time of the Governor's arrival, and there may be just a few employees around the entrance where she will come in.

**INTRODUCED BY:** Dwayne Meeks, South Atlantic District President

**LENGTH OF SPEAKING:** 5 minutes

**LINE-BY-LINE:**

10:00 AM	Governor Haley arrives
10:08 AM	Gov. Haley is seated in the front of the conference room
10:10 AM	Dwayne Meeks, President UPS South Atlantic District introduces Governor Haley
10:15 AM	Governor's Remarks
10:20 AM	Governor's Q&A
10:25 AM	Frank Morris; VP Corporate Public Affairs Remarks
10:38 AM	Frank Morris Remarks end
10:40 AM	Photos with Governor, Dwayne Meeks, Frank Morris and Sheryl Franklin
10:45 AM	Governor Departs

**HISTORY OF COMMUNICATION:** The Governor has never met executive leaders.

**COMPANY OVERVIEW:**

United Parcel Service, Inc. (UPS) is the world's largest package delivery company and a provider of supply chain management solutions. The global logistics company is headquartered in Sandy Springs, Georgia, which is part of the Greater Atlanta metropolitan area. UPS delivers more than 15 million packages a day to more than 6.1 million customers in more than 220 countries and territories around the world.[]

On August 28, 1907, James Casey founded the American Messenger Company with fellow teenager Claude Ryan in Seattle, Washington, capitalized with \$100 in debt. In 1913, the first delivery car appeared, a Model T Ford. Casey and Ryan merged with a competitor, Evert McCabe, and formed Merchants Parcel Delivery. Consolidated delivery was also introduced, combining packages addressed to a certain neighborhood onto one delivery vehicle.

In 1930, a consolidated service began in New York City, and soon after in other major cities in the East and the Midwest. In 1937, the logo was redesigned to reflect the company's new name United Parcel Service. All UPS vehicles are then painted Pullman brown. In 1937, The UPS logo is revised for the first time; it then included the tagline "The Delivery System for Stores of Quality."

**SC Involvement**

- UPS has five major service centers in South Carolina located in Charleston, West Columbia, Florence, Gaffney and Greenville.
- The West Columbia Facility received \$50,000,000 in equipment upgrades to further automate systems.
- There are 1340 UPS employees in West Columbia, and 2225 UPS employees in the state of South Carolina.

**SUGGESTED TALKING POINTS:**

- It is another great day in South Carolina.
- Over the last five years, our state has built some terrific momentum, announcing more than 75,000

- new jobs and approximately \$18.6 billion in capital investment.
- We're the number one producer and exporter of tires, accounting for nearly 30 percent of the nation's total tire export market.
- We also lead the nation in the export of completed passenger vehicles. Nearly one out of every five vehicles exported from the U.S. comes from South Carolina.
- As a result of this international trade success, South Carolina exporters have achieved six consecutive record years in total export sales, eclipsing the \$30 billion mark in 2015.
- And in the last five years, world-renowned brands, such as BMW, Boeing, Bridgestone, Continental, Giti Tire, LPL Financial Holdings, Mercedes-Benz Vans, Toray and Volvo Cars have all announced significant economic development projects within our borders.
- So, as you can see, South Carolina's economy is on the move in all of the right ways.
- The reason we've seen all of this success in recruiting companies to our state, and keeping them here, is because Team South Carolina understands that it takes a strong transportation and logistics network for our businesses to succeed.
- With operations across this state, and specifically this air hub facility we're in today, UPS is a critical member of Team South Carolina.
- UPS plays a major role in providing that unparalleled global connectivity, which helps our state and its businesses succeed.
- The ten UPS Airlines flights made to and from the Columbia Metropolitan Airport every day allow businesses in this region and throughout our state to efficiently and effectively transport their goods to market.
- As a worldwide leader in logistics, UPS is dedicated to offering its customers only the finest and most efficient logistics services.
- An example of this is the upgrade, which UPS made to its package sorting facility here last year.
- Moving forward, the State of South Carolina is also committed to making similar upgrades to our logistics infrastructure.
- For example, over the next decade, approximately \$2 billion will be invested in port and port-related improvements, including the deepening of the Charleston Harbor to 52-feet.
- As we all know, business doesn't sit still. It's constantly growing and changing.
- To ensure that we're providing our companies with the resources they need, Team South Carolina will continue to push forward, advancing our state so that we remain an ideal destination for business.
- And, I look forward to working with UPS in that effort.
- God Bless.

**BIOS**

**Dwayne Meeks**  
**UPS South Atlantic District President**

Dwayne Meeks began his UPS career in 1982 as a part-time sorter in the Central Jersey District. At the

time, Dwayne was pursuing his degree in Business and Communications at Rutgers University. One year later, Dwayne was promoted to part-time supervisor in the operations.

Dwayne worked as a full-time service provider from 1985 until 1987.

In 1987, Dwayne was promoted to full-time supervisor in the package operations.

In 1988, UPS promoted Dwayne to hub manager. Beginning in 1988, Dwayne rotated throughout UPS operations serving in several capacities until his promotion to a division manager in 1999.

In 2001, Dwayne accepted a lateral position in Seattle, WA. One year later, Dwayne was assigned as a facilitator for UPS Corporate training schools in Neuss, Germany. In 2003, Dwayne was promoted to district manager of the Mid-South District.

In 2005, Dwayne accepted the position as the district manager of the Virginia District.

As part of the Small Package Transformation in 2010, Dwayne accepted the assignment of Great Lakes District Manager. In February of 2013 Dwayne accepted the position of South Atlantic District Manager.

**Frank Morris**  
**Vice President Corporate Public Affairs**

As Vice President of Public Affairs, Frank manages the State Government relations for UPS in the Southeast. He also represents UPS as a board member of the state trucking associations and various chambers of commerce.

In 1984, Frank began his UPS career at the Salt Lake City Hub loading trailers while attending the University of Utah. Prior to his promotion to manager, Frank held numerous positions including as a driver, HR and operations supervisor. In 1999, he was promoted as the manager of the Salt Lake Twilight Hub. Frank held manager positions in Salt Lake and Las Vegas, before being promoted to the South Carolina District Human Resources Director in 2005.

In 2010, Frank accepted a position at the UPS corporate office in the Human Resources group as the Workforce Strategy Division Manager.

In January 2012, Frank was promoted to Vice President Corporate Public Affairs in Atlanta where he manages State Government relations for UPS in Florida, Georgia, North Carolina and South Carolina. Frank is a board member of the State Trucking Associations in those states as well as a board member of the Georgia and Sandy Springs Chambers of Commerce.

Frank has a Bachelor of Science degree in Business Management from Westminster College in Salt Lake City. Frank resides in Milton with his wife Debbie and daughters Mallory and Bethany. Their son, Brady, lives in Columbia, SC.

**Henry Reeder**  
**International Account Manager**

Henry Reeder began his career with UPS in May of 2001 as a Sales Representative; responsible for the West Columbia, SC territory. Henry was promoted to Account Executive in April 2002 with responsibilities for Northeast Richland County and Sumter, SC. Over the next 12 years Henry has held numerous positions in the organization with varying degrees of responsibility. In October 2014; Henry was asked to take on the responsibility of International Account Manager for the state of SC. Henry's responsibilities include working with businesses to provide solutions to help them grow cross border. Henry also is responsible for organizing the annual UPS International Symposium; which is in its 5<sup>th</sup> year of existence. The symposium has continued to grow each year with businesses attending from SC, NC & Ga.

**Jonathan Gonzalez**  
**Security Specialist**

Gonzalez began working at UPS in 2010 at the Greenville Center on the preload team. In 2014 was promoted to full time security at the Columbia Air sorts, CAE Gateway and GSP Gateway.

**Large Conference Room**  
**UPS Site**