

Alan Amling

SUMMARY

Results Oriented Executive: Over 23 years developing, executing and communicating solutions across the supply chain. Domestic to International. Ocean Freight to Same Day Courier. Small businesses to complex multinational supply chains.

Innovator. Developed and launched two of UPS's largest new product introductions, UPS Trade Direct Air and Ocean and international express product UPS Saver. Championed innovative new offerings like Carbon Neutral Shipping and UPS My Choice. Four U.S. Patents issued.

eCommerce Leader: Integral part of team that established UPS as a key enabler of online commerce. Negotiated UPS's first strategic alliances and helped establish UPS customer technology strategy and information policy.

Communicator: Proven ability to communicate complex ideas in a down-to-earth fashion to a wide variety of audiences. Especially skilled at building consensus from disparate stakeholders. TED Speaker.

Strong Developer of People and Winning Teams: History of identifying and developing strong managers and producing teams that successfully tackle the tough assignments. Long time mentor for Women's Leadership Development Business Resource Group.

PROFESSIONAL HISTORY

UPS SUPPLY CHAIN SOLUTIONS, Atlanta, GA

2009 - Present

Vice President, Global Logistics & Distribution Marketing

Leading all aspects of global marketing effort including Strategy, Product Development, Industry Marketing, Communications, Business Planning and Sales Support. Three primary businesses:

- Global Post Sales services including Service Parts Logistics (SPL), Reverse Logistics (returns, diagnostic, repair and recycling), Express Critical (Urgent Delivery Services).
- Global Distribution services for the High Tech, Healthcare, Retail, Auto, Industrial and Aerospace industries. Value added services include kitting, packaging and transportation management.
- UPS Mail Innovations, a partnership with the U.S. Postal Service for low cost delivery of documents, flats and lightweight parcels.

UNITED PARCEL SERVICE, Atlanta, GA

2003-2009

Director, New Product Research & Development

Led team responsible for identifying, prioritizing and evaluating new product and service concepts for UPS businesses worldwide. Introduced UPS Carbon Neutral Shipping during this time.

Previous to this, managed the development and deployment of two major projects:

- Trade Direct Air & Ocean brought UPS package, brokerage and freight forwarding businesses units together to provide customers a global manufacturer-to-end-retailer DC Bypass solution
- Restructured the international small package portfolio to offer multiple time-of-day delivery choices in Asia and other key markets.

UNITED PARCEL SERVICE, Atlanta, GA

1996 - 2003***Director, Customer Technology Marketing***

Part of 6-person team that started UPS's e-commerce division. Rapid growth fueled by customer-centric strategy – keep buyers on customer web sites by integrating UPS shipping and tracking technology into our customers commerce platforms.

- Managed teams based in based in Atlanta and the Silicon Valley focused on 1) market analysis and strategy development, 2) strategic alliance development and execution and 3) new product development and information policy issues

UNITED PARCEL SERVICE, Atlanta, GA

1994-1996***Section Leader, Strategic Planning***

Directed Competitive Analysis team in the express transportation segment.

- Led four project teams in the development of competitive cost and strategy models. These models were the basis for a major reengineering effort at UPS and the introduction of distance-based pricing, UPS Next Day Saver, UPS Early A.M., and enhanced technology offerings.

UNITED PARCEL SERVICE AIRLINES, Louisville, KY

1992 - 1994***Market Analyst, Long Range Planning***

Worked with industrial engineering team to develop operating plans for new products and services including UPS 3Day Select and new international service areas.

- Helped develop marginal cost model that enabled UPS to gain share in the 2-day express shipping market. Analyzed cost-based pricing programs for corporate finance and marketing departments.
- Developed worldwide airline operating plans to support aircraft acquisition and facility development.

NORTEL, Atlanta, GA

Summer 1991***Marketing Management Intern***

Worked closely with customers, suppliers, and company divisions to implement EDI program.

WEYERHAEUSER COMPANY, Portland, OR and Los Angeles, CA

1986- 1990***Product Manager / Account Executive***

Managed 12-person marketing effort and purchasing of specialty building products.

EDUCATION

Indiana University, Bloomington, IN

1990-1992***Masters of Business Administration***

International marketing and global strategy at Manchester Business School (England) Fall 1991.

Lewis and Clark College, Portland, OR

1982-1986***B.A. Business Administration and Psychology***

Spent portion of junior year studying language and culture in the former Soviet Union.

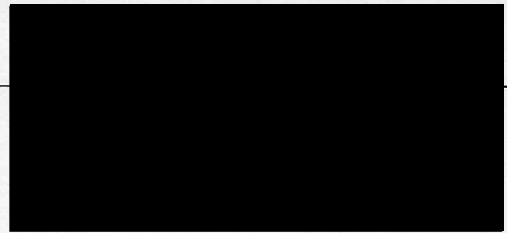
Kennesaw State University, Kennesaw, GA

2016-2019***Candidate for Doctorate of Business Administration***

Committee on Energy and Commerce
U.S. House of Representatives
Witness Disclosure Requirement - "Truth in Testimony"
Required by House Rule XI, Clause 2(g)(5)

1. Your Name: Alan Amling		
2. Your Title: Vice President, Global Logistics & Distribution Marketing		
3. The Entity(ies) You are Representing: UPS		
4. Are you testifying on behalf of the Federal, or a State or local government entity?	Yes	No X
5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2013. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.		
<p>UPS has considered selling 3-D printing services to the federal government through The UPS Stores via the GSA Federal Supply Schedule program, but has not done so to date.</p>		
6. Please attach your curriculum vitae to your completed disclosure form. Previously submitted with written testimony		

Signature: _____



Date: 2/24/16