



POSTAL NEWS

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U.S. POSTAL SERVICE HONORS SIX COMPANIES WITH 2005 'QUALITY SUPPLIER AWARD'

WASHINGTON, D.C. — Postmaster General John E. Potter today recognized six companies for their hard work and excellent customer service in supplying United States Postal Service employees with the supplies, equipment, and services they need to deliver superior products and services to the American public.

“You are here today because of your commitment to excellence,” Potter told key executives of the award-winning companies during a ceremony at Postal Service headquarters. “You understand the value of quality performance, quality products, quality service, and a collaborative business relationship. That’s why I’m proud of the partnership we’ve all worked so hard to build over the years. This partnership has enabled us to improve our operational efficiencies, provide excellent products and services to our customers, and reduce costs, both ours and yours.”

Keith Strange, Vice President of Supply Management for the U.S. Postal Service, said, “While many of our suppliers have made improvements this year to our bottom line and to our performance levels, these Quality Supplier Award winners stand out as exemplary contributors. Together, we have raised the standard of excellence for our supply-chain efforts, and have established best supply-chain-management practices that will carry forward into 2006 and beyond.

“Working closely with our key suppliers, we’ve had remarkable results applying these best practices,” added Strange. “We’ve learned that new approaches, new tools, and new information continually help our teams rethink what is possible. This strategy has brought more than \$780 million in cost benefits for FY05 as well as cost reductions of \$2.1 billion over the last five years.”

According to Strange, purchasing for the Postal Service is no small task. In fiscal year 2005, the Postal Service spent more than \$11.5 billion for transportation, facilities, supplies, services, and equipment with a supplier base of more than 25,000.

The 2005 Quality Supplier Award categories and winners are:

SMALL BUSINESS

Auth-Florence Manufacturing Company, Manhattan, KS
(Cluster Box Units – CBUs)

“All the stakeholders of Florence Corporation are gratified and complimented by the recognition the U.S. Postal Service has bestowed on us with this award. We will continue to improve our services to the Postal

Service by working with the excellent purchasing team to find new and better ways to meet our mutual needs and goals.”

-- David Dailey, President

Postal Products Unlimited, Inc., Milwaukee, WI
(Postal Unique Supplies and Equipment)

“Postal Products Unlimited is proud to be an eighteen-year strategic partner of the U.S. Postal Service. We are extremely honored that the Postal Service has recognized our contribution to its supply-chain-management system with this Quality Supplier Award. Postal Products Unlimited has reached this level of recognition through an intensive focus on the USPS as our number one customer. We are committed to providing the best value with each purchase and being responsive to all customer inquiries. Thank you again for this honor and for the opportunity to provide quality products and service to the U.S. Postal Service.”

-- Brian Nelson, President

LARGE BUSINESS

CompX Security Products, Greenville, SC
(Cabinet Style Locks)

"We are honored to have been selected as a recipient of the United States Postal Service Quality Supplier Award. This recognition is testimony to CompX Security Products' continued commitment to the quality and the value of our strategic partnership with this organization. We express our sincere thanks and gratitude to all of the dedicated United States Postal Service employees with whom we have the pleasure to work."

-- Scott James, President

Eaton Electrical Services & Systems, Moon Township, PA
(Power Distribution Maintenance Services)

"Eaton's Electrical Group is proud to help the U.S. Postal Service serve its customers by providing unparalleled power distribution maintenance services to facilities across the nation. It is a great honor to be recognized by the USPS for the quality and reliability of the services we have provided to help the organization achieve its supply-chain-management goals to reduce costs and improve systemwide operations."

-- Randy W. Carson, President, Eaton Corporation's Electrical Business

IBM Corporation, Fairfax, VA
(Customer Satisfaction Measurement – Analytics)

"IBM is honored to receive the 2005 USPS Quality Supplier Award. It reflects the commitment and dedication of over 300 professionals who provide quality service to the Postal Service on a daily basis. The United States Postal Service provides a tremendous service to our nation, touching our citizens six days a week and delivering important communications and packages that are the lifeblood of our economy. IBM is proud to support the USPS in delivering on this critical mission."

-- William Takis, Partner

Northrop Grumman Security Systems, LLC, Elkridge, MD
(Biohazard Detection System – BDS)

"Northrop Grumman is extremely honored to receive its third U.S. Postal Service Quality Supplier Award. Together, Northrop Grumman and the Postal Service have developed a strong partnership focused on value-added services and doing things right. The outcome of our efforts is often inspiring. We look forward to meeting your technology needs in advanced mail processing and mail security enhancements."

***-- Vicki Sprira, Vice President,
Northrop Grumman Automation and Information Systems***

Since 1775, the Postal Service and its predecessor, the Post Office Department, has connected friends, families, neighbors and businesses by mail. It is an independent federal agency that visits 142 million homes and businesses every day, six days a week and is the only service provider delivering to every address in the nation. The Postal Service receives no taxpayer dollars for routine operations, but derives its operating revenues solely from the sale of postage, products and services. With annual revenues of more than \$69 billion, it is the world's leading provider of mailing and delivery services, offering some of the most affordable postage rates in the world. The Postal Service delivers more than 46 percent of the world's mail volume—some 206 billion letters, advertisements, periodicals and packages a year—and serves seven and a half million customers each day at its 37,000 retail locations nationwide. Its website, usps.com, attracts more than 21 million visitors each month.