



POSTAL NEWS

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U.S. POSTAL SERVICE HONORS 10 COMPANIES WITH 2006 SUPPLIER PERFORMANCE AWARDS

WASHINGTON, D.C. — Postmaster General John E. Potter today recognized ten companies for their quality products and excellent customer service in supplying the United States Postal Service with the equipment, materials, and services it needs to deliver superior products and service to the American public. The 2006 Supplier Performance Awards ceremony was held at Postal Service headquarters.

“The relationships with our suppliers are among the most important ones we have,” said Potter.

“We’re using the latest and most innovative technology to simplify, streamline, and improve processes, from top to bottom,” Potter added. “And every one of those processes is dependent on the products and services that each of our more than 25,000 suppliers supply us. Their contribution helps us to make a real difference for the nation we serve.”

On hand to present the awards was Vice President, Supply Management, Susan Brownell. “The ability of suppliers to deliver quality goods and services on time, while continuously seeking innovative ways to improve their performance, is critical to our success,” she said. “While many of our suppliers have contributed to our successes, these Supplier Performance Award winners are exemplary. Together, we’ve developed collaborative, mutually beneficial relationships and supply-chain-management best practices that will carry forward during 2007 and beyond.

“Working with our key suppliers, we’ve had remarkable results applying these best practices,” added Brownell. “We’ve learned that new approaches, new tools, and new information continually help our teams rethink what is possible. This strategy has led to more than \$808 million in cost benefits to the Postal Service in FY06.”

According to Brownell, in FY06, the Postal Service spent more than \$15.4 billion for transportation, facilities, supplies, services, and equipment with a supplier base of more than 25,000.

The 2006 Supplier Performance Award winners are:

SUPPLIER PERFORMANCE AWARDS

Eligibility for this award category is reserved for suppliers designated by the USPS category management centers as “Key Suppliers” (based on business impact segmentation analysis) that have demonstrated outstanding supply-chain-management performance and positive business relationships with the USPS.

Ecolab, Inc., Burlington, N.C.
(Pest management services)

“Our organization is honored to receive the USPS Supplier Performance Award! We earn

your business every day by providing high-quality products, services, and systems that are safe and reliable. Superior service built this company and continues to be our central policy and philosophy. We are pleased to accept this award, and we look forward to working with the Postal Service as our business partner well into the future.”

— Paul Norman, Vice President Sales
Pest Elimination Division

Grainger, Lake Forest, Ill.

(Maintenance, repair, and operations supplies and related services)

“Grainger is truly honored to be recognized by the U.S. Postal Service for our performance as a supplier. We place tremendous value in our partnership with the USPS. Our employees are committed to helping them find ways to reduce costs associated with purchasing maintenance, repair and operating supplies across their more than 38,000 facilities. I am proud of the success we’ve had over the years in making the purchasing process more efficient and cost-effective. We look forward to continuing to partner with the USPS to identify additional ways to enhance service and reduce costs in the years ahead.”

— Pat Davidson, Vice President, Sales and Marketing

Hewlett Packard Corporation, Palo Alto, Calif.

(Information technology equipment and services)

“HP is extremely pleased and honored to be recognized with this award. The U.S. Postal Service is one of HP's most significant customers. We work closely with them to bring the best technology solutions available to meet their business needs. This award recognizes our efforts, and we look forward to contributing to the U.S. Postal Service's transformation in the future.”

— Jack Novia, Managing Director & Senior Vice President
Technology Solutions Group

Honeywell International, Inc., St. Louis Park, Minn.

(Shared energy services)

“The U.S. Postal Service Supplier Performance Award is a great honor for Honeywell. The award recognizes the outstanding partnership between Honeywell and the Postal Service over the past four years. The award signifies the sharing of common awareness of the need to save energy in all facilities nationwide.”

— Joseph Puishys, President
Honeywell Building Solutions

SUPPLIER EXCELLENCE AWARDS

This award category is open to all suppliers (except those designated as “Key Suppliers” and, therefore, eligible for the Supplier Performance Award category) that have demonstrated outstanding supply-chain-management performance and positive business relationships with the USPS.

ABB, Inc., Auburn Hills, Mich.

(Robotic containerization systems)

“ABB is pleased to accept this award. Throughout the execution of the RCS program, we've focused on working with the United States Postal Service team to deliver robotic automation that meets the highest quality and delivery standards in the industry. We appreciate being recognized for our performance and are proud to be a valued supplier supporting productivity improvements for mail delivery systems.”

— Kirk Goins, Sr. Vice President

IBM Corporation, Armonk, N.Y.
(Transit time measurement systems)

"IBM is honored to receive the 2006 USPS Supplier Excellence 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

U.S. Stamp & Sign, Cookeville, Tenn.
(Business cards and related services)

"U.S. Stamp & Sign is proud to be a partner of the U.S. Postal Service, and the recipient of a Supplier Excellence Award. On behalf of all our dedicated associates, we are very pleased to accept this award, and look forward to continuing to assist the U.S. Postal Service in finding innovative ways to more effectively achieve its mission of providing mail service to the American public."

— Patrick Spear, President/Chief Operating Officer
Identity Group, LLC

SUPPLIER DIVERSITY AWARDS

This award category is open to all suppliers for outstanding efforts in promoting diversity throughout the supply chain.

Cleanwise, Inc., Marlborough, Mass.
(Custodial products and related services)

"Receiving this award from such a forward thinking industry leader is a true honor. The USPS has proven that doing the 'right thing' in promoting diversity among suppliers can also be the best business decision to lower total costs and improve overall service performance levels. We are very grateful to have such a collaborative and dynamic partnership with the USPS."

— Keith Alsheimer, President & Chief Executive Officer

Grainger, Fairfax, Va.
(Maintenance, repair, & operations products and related services)

"Grainger is truly honored to be recognized by the U.S. Postal Service for our performance as a supplier. We place tremendous value in our partnership with the USPS. Our employees are committed to helping them find ways to reduce costs associated with purchasing maintenance, repair and operating supplies across their more than 38,000 facilities. I am proud of the success we've had over the years in making the purchasing process more efficient and cost-effective. We look forward to continuing to partner with the USPS to identify additional ways to enhance service and reduce costs in the years ahead."

— Pat Davidson, Vice President, Sales and Marketing

POSTAL SUPPLIER COUNCIL EXCELLENCE AWARDS

This award category recognizes individuals or teams from participating suppliers who have made the biggest annual impact on the success of Postal Supplier Council efforts.

Auth-Florence Manufacturing Company, Manhattan, Kan.
(Delivery and retail products)

"All of us at Florence are honored to be recognized with this award from the U.S. Postal

Service. We are pleased that our collaboration with the excellent business teams at the Postal Service has resulted in savings and enhanced services with mutual benefits. We look forward to working together on future projects and finding ways to continually improve each of our business operations.”

— David Dailey, President & Chief Executive Officer
Florence Corporation

OfficeMax Government Solutions, Naperville, Ill.
(Office products)

“Matt Baer being named a winner of the Postal Supplier Council Excellence Award is a great honor for him and OfficeMax. His efforts on the Postal Supplier Council on behalf of the Postal Service dovetail nicely with the OfficeMax Mission ‘to help our customers do their best work.’ Thank you for providing an opportunity for Matt and OfficeMax to be a positive contributor to the United States Postal Service. We wish you continued success.”

— Sam Duncan, Chief Executive Officer

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