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U.S. Postal Service Honors 16 Suppliers for Outstanding Performance

WASHINGTON — The U.S. Postal Service recently recognized 16 companies in the annual Supplier Performance Awards. The awards recognize performance that reduces costs, maintains high levels of service, and provides innovative and sustainable solutions.

Companies were recognized in the following categories: Supplier Performance, Supplier Excellence, Supplier Innovation, Supplier Diversity, Supplier Sustainability Excellence, and Postal Supplier Council Excellence.

Addressing the honorees at the awards ceremony were Chief Financial Officer and Executive Vice President Joseph Corbett. “You are helping us transform the way we do business at the Postal Service, and we commend you for it,” he said. “Working together, we can and will become a leaner, greener and smarter organization. And working together, we will continue to make a difference in the lives of the millions of Americans we serve every day.”

Vice President, Supply Management, Susan Brownell added, “Our suppliers play a vital role in helping the Postal Service grow its business by delivering quality products and services, innovation and exceptional value.”

The 2014 winners include:

Supplier Performance Award: Eligibility is reserved for the 75 suppliers designated by the Postal Service during 2014 as a “Key Supplier.” A supplier is designated as “key” based on business impact, market complexity, spend, and other business considerations. The nomination criteria for this category are patterned after the Supplier Excellence Awards category (described below), but additional factors are used in these selections, such as active involvement in the Postal Supplier Council, active diversity outreach or mentor-protégé programs, and documented progress against supplier development plans. Other factors include significant contributions to Postal Service cost reduction, service improvement, and revenue generation efforts.

- American Bank Note Company, Fort Lee, NJ
- Ashton Potter Security Printers, Williamsville, NY
- AT&T Inc., Dallas, TX
- Deloitte LLP, Arlington, VA
- PAE, Arlington, VA

- Victory Packaging, Houston, TX

Supplier Excellence Award: This award recognizes Postal Service suppliers that have demonstrated exemplary contract performance, innovation, and supply chain integration, or played a significant role in helping the Postal Service reduce costs or achieve other strategic objectives.

- General Information Services, Inc., Chapin, SC
- Honeywell Scanning & Mobility, Fort Mill, SC
- International Paper, Memphis, TN
- MBA Consulting Services, Inc., Chantilly, VA

Supplier Innovation Award: This award recognizes Postal Service suppliers for innovative efforts that benefit the Postal Service in a special way.

- ATR Corp., Columbia, MD
- Gable Signs & Graphics, Inc., Baltimore, MD

Supplier Diversity Award: This award recognizes suppliers for their efforts to increase the use, exposure, and development of a diverse supplier base, including efforts to improve access and opportunities for small, minority-owned, and women-owned businesses.

- Hollingsworth Logistics Group, Dearborn, MI

Supplier Sustainability Excellence Award: This award recognizes excellence in implementing environmentally preferred business practices that help the Postal Service achieve its sustainability goals and reduce its carbon footprint.

- Asset LifeCycle, LLC, Topeka, KS
- Southern Mail Service, Inc., Houston, TX

Postal Supplier Council Excellence Award: This award recognizes the supplier that made the most noteworthy contribution to the success of the Postal Supplier Council over the last year.

- Florence Manufacturing Company, Manhattan, KS

U.S. Postal Service Supplier Performance Awards — 2014

American Bank Note Company Supplier Performance Award

American Bank Note Company (ABN) is a large worldwide corporation that delivers secure product warehousing, distribution and stamp fulfillment for 633 consignees servicing 65,999 locations. As a U.S. Postal Service partner for the Stamps to Go® (StG) program, ABN developed plans and executed strategies complementing Postal Service efforts to broaden and deepen its revenue stream by developing and

maintaining a network of retail and financial consignees committed to offering their customers the opportunity to purchase First-Class Mail postage stamps.

“It gives me great personal pleasure to accept this coveted honor on behalf of the dedicated employees of American Bank Note Company,” said CEO & Chairman Steven G. Singer. “To us at ABN, it symbolizes the unflagging efforts of two like-minded organizations, both well into their third century of service, questing toward a single goal: identifying, implementing, measuring and refining the best practices attainable in Supply Management.”

Ashton Potter Security Printers
Supplier Performance Award

Ashton Potter Security Printers (AP), a small business, is one of the world’s largest secure label manufacturers. AP produces postage stamps, postcards, envelopes and related products for the U.S. Postal Service. AP also produces 50 percent of Postal Service postage stamp requirements.

“We value this award since it validates the success and longevity of Ashton Potter’s relationship with the Postal Service, now in its 3rd decade, said President & CEO Barry Switzer.

AT&T Inc.
Supplier Performance Award

AT&T is a large telecommunications business, which provides the Postal Service with long distance services, broadband, Internet services, wireless communications, local exchange services, managed network services, and telecom equipment purchases.

“AT&T Government Solutions is proud to be named a winner of the U.S. Postal Service Supplier Award,” said President, AT&T Government Solutions, Kay Kapoor. “This accolade acknowledges our important role in helping the Postal Service to modernize and mobilize their business. Our solutions for the Postal Service include strategic usage of mobile connectivity and real-time data to help them achieve more efficient and effective mail and package delivery for their customers.”

Deloitte LLP
Supplier Performance Award

Deloitte LLP is a large global business providing consulting and project management services. Deloitte’s solutions and support enabled the Postal Service to reduce operating costs, increase revenues, and play key roles in evolving critical business systems and the development of new business programs.

“Deloitte is honored to work with the United States Postal Service,” said Janet Foutty, National Managing Director Federal Consulting. “We remain committed to helping the

Postal Service achieve measureable results as they continue their transformation, and are proud to be recognized with the Supplier Performance Award for the second consecutive year.”

PAE

Supplier Performance Award

Pacific Architects and Engineers (PAE) is a large global mission services company responsible for operations and warehousing services for U.S. Postal Service Mail Transport Equipment Service Centers (MTESCs). PAE delivers high-quality service while managing the MTESCs, whose key role is receiving, inspecting, packaging, repairing, storing and shipping mail transport equipment (MTE).

“PAE is honored to receive the 2014 United States Postal Service Supplier Performance Award, which could not have been achieved without the dedicated performance of our employees,” said CEO John Heller. “Our team is excited to know the process improvements they have made supporting Mail Transport Equipment Service Centers have resulted in valuable savings for the Postal Service. Our employees value the work they do in support of the Postal Service, and they greatly appreciate the recognition of their efforts through this award. With the recent addition of the Chicago and Atlanta MTEESC contracts, PAE is honored to support the Postal Service around the country for the past 17 years, and we look forward to contributing to future process improvements.”

Victory Packaging

Supplier Performance Award

Victory Packaging (VP) is a large packaging and distribution company responsible for the logistics component (fulfillment, distribution, warehousing, call center, and outbound transportation services) for both the ReadyPost (RP) and Expedited Packaging Supplies (EPS) programs. VP delivers EPS and RP products in the Postal Service supply chain from 19 VP distribution centers, which are typically located within 50 miles of the Postal Service’s Network Distribution Centers.

“I am deeply honored to accept this award on behalf of my 1,500 colleagues at Victory Packaging,” said President Robert Egan. “It is humbling for us to be recognized by such an amazing organization as the U.S Postal Service. This award is a testament to our strategic relationship with the U.S Postal Service, and also to Victory’s commitment to operational excellence, customer focus and hard work.”

General Information Services, Inc.

Supplier Excellence Award

General Information Services (GIS), a large employment background screening company, provides onboarding capabilities that facilitate the U.S. Postal Service hiring process. GIS has worked with the U.S. Postal Service to develop an innovative process

to order and receive background checks through an interface with the Postal Service's Human Resources e-Career system.

"The employees and management of GIS are very proud to have been awarded the supplier excellence award for our work throughout 2014 by the United States Postal Service," said CEO Raymond W. Conrad. "This award provides our entire team the recognition they have strived for on a daily basis in serving the hiring and security needs of the United States Postal Service."

Honeywell Scanning & Mobility

Supplier Excellence Award

Honeywell Scanning & Mobility (HSM) is a large manufacturing business that provides scanners and hand-held mobile computers to the U.S. Postal Service for package tracking. The new Mobile Delivery Devices are based on state-of-the-art technology and support current real-time scanning requirements of Postal Service products and services as well as future scanning needs.

"Honeywell is thrilled to be honored with the U.S. Postal Service Supplier Excellence Award and see this recognition as a true testament to the outstanding teamwork and collaboration we've experienced in working with the Postal Service team," said John Waldron, president, Honeywell Scanning & Mobility. "Honeywell's number one commitment is to improving the workflows of our customers through innovative technology, and we are proud to see the results the Postal Service has achieved to date as a result of our relationship."

International Paper

Supplier Excellence Award

International Paper (IP), a large company, is a major supplier to the U.S. Postal Service of corrugated mail transport equipment products. IP's product line includes pallet boxes, postal paks, solid fiber trays and corrugated fiberboard flats tubs. IP has worked with the Postal Service to improve product quality and product optimization.

"We would like to thank the U.S. Postal Service for this Supplier Excellence Award," said Russell Foster, national account manager. "This recognition is an affirmation of the collaborative approach that exists between the Postal Service and International Paper. That approach aids in creating the most innovative and the most cost effective packaging products for the Postal Service."

MBA Consulting Services, Inc.

Supplier Excellence Award

MBA Consulting Services, Inc., (MBA, CSi) is a small professional services company that provides critical resources in support of the Postal Service nationwide recycling program. MBA, CSi also provides a wide array of support services associated with Postal Service engineering, network consolidation, and sustainability..

“Our CEO Lou Coleman has had a long and distinguished career building innovative companies through attracting senior talent and exceeding customer expectations,” said Ken Marsala, senior vice president. “Lou’s senior team has been able to develop effective, flexible and scalable methods of delivering operational excellence. The Supplier Excellence Award demonstrates that passion and commitment to delivering quality resources and an outstanding value to the U.S. Postal Service”.

ATR Corp.

Supplier Innovation Award

ATR Corp. is a small, minority-owned engineering firm dedicated to providing high-quality products and engineering and technical support services to the U.S. Postal Service. ATR was responsible for the manufacture and integration of Passive Adaptive Scanning System (PASS) carts, a self-contained mobile PASS cart unit that provides both visual and audio feedback to Postal Service employees on postage and routing.

“I’m extremely pleased that ATR has been selected for this supplier award, and recognized for innovation in particular,” said Dr. Jackson Yang. “Creating new technologies and processes—and putting them into practice—was my motivation for starting the company decades ago and is an enduring goal for ATR’s relationship with the Postal Service.”

Gable Signs & Graphics, Inc.

Supplier Innovation Award

Gable Signs & Graphics (GSG) is a small business that designs, manufactures and delivers U.S. Postal Service corporate and retail signage for more than 32,000 facilities nationwide, including support for Contract Postal Units and Village Post Offices.

“GableSigns is deeply honored to receive this award for Supplier Innovation from the U.S. Postal Service,” said Paul Gable, president and CEO. “We take great pride in our relationship with the Postal Service and are honored to be recognized for what we’ve achieved working with such a great institution. Delivering innovative and cost-effective solutions is what we strive for each day at GableSigns, and we couldn’t be happier about the progress we have made with the Postal Service in improving the way we deliver signage and communicate messages at their facilities across the nation. We remain committed to the continued success of the United States Postal Service and look forward to a long and successful relationship.”

Hollingsworth Logistics Group

Supplier Diversity Award

Hollingsworth Logistics Group (HLG) is a large minority-owned business providing flexible warehousing and contract packing and order fulfillment services to the U.S.

Postal Service Mail Transport Equipment Service Centers (MTESC). HLG's team processes, repairs, stores and redistributes mail transport equipment between Postal Service processing facilities and mailers.

"Hollingsworth Logistics Group is proud to be a supplier to the United States Postal Service and is honored to have been nominated and selected as a winner for the 2014 Supplier Diversity Award," said Sara Paulson, manager, MTESC Operations. "HLG strives to provide the highest level of service and is looking forward to many years of continued success with the U.S. Postal Service."

Asset LifeCycle, LLC

Supplier Sustainability Excellence Award

Asset LifeCycle (ALC), a small woman-owned business, is an environmental leader committed to the protection of natural resources. ALC recycles Postal Service excess electronics and waste materials through a no-cost, revenue-sharing contract.

"Asset LifeCycle, LLC is thrilled to receive a Supplier Sustainability Excellence Award from the U.S. Postal Service," said Beverly Drew, president and CEO. "We are pleased our steadfast focus of reducing valuable resources from entering landfills, reusing resources until they are exhausted, and recycling resources so they are not depleted, has proven to be such an invaluable benefit. Receiving this award, for a third year, is a testament to the continued commitment to making a difference in the world, through our responsible recycling efforts, and those of the Postal Service."

Southern Mail Service, Inc.

Supplier Sustainability Excellence Award

Southern Mail Service (SMS), a large, woman-owned company, provides mail transportation via highway contract routes (HCRs) for the U.S. Postal Service and also operates several terminal facilities. SMS helps the Postal Service achieve fuel savings by participating in its Alternative Fuel Optimization pilot project.

"Natural gas as a source of energy for highway transportation is progressing at a rapid rate," said Letitia A. Farrell. "It is a great achievement for all of us at Southern Mail Service, Inc., to be at the forefront of the Postal Service initiative to make this transition to sustainable, clean-burning fuel."

Florence Manufacturing Company

Postal Supplier Council Excellence Award

Florence Manufacturing Company is a large business that manufactures centralized-delivery mailboxes, cluster boxes and outdoor parcel lockers. Florence has designed and produced for the Postal Service numerous iterations of prototype products focused on making outdoor mail and package delivery more efficient and effective for postal carriers and postal customers.

“Florence Manufacturing truly appreciates the U.S. Postal Service recognizing the contributions of key suppliers annually through its supplier award process,” said John Altstadt, president. “It speaks volumes to the importance the Postal Service places on developing strong supplier relationships that yield productive business results. Florence is very honored to receive this special supplier award related to advancing the goals of the Postal Supplier Council. We look forward to continuing to support the Postal Service in achieving their mission of providing excellent, cost effective service to customers. “



Back row (left to right)

John Heller, Chief Executive Officer, **PAE**, Supplier Performance Award;

Jon Goodrich, Vice President, Government Business Development, **Victory Packaging**, Supplier Performance Award;

Ed Van Buren, Principal, Lead Client Service Partner, **Deloitte LLP**, Supplier Performance Award;

Paul Gable, President and Chief Executive Officer, **Gable Signs & Graphics, Inc.**, Supplier Innovation Award;

Susan M. Brownell, Vice President, Supply Management, **U.S. Postal Service**;

Joseph Corbett, Chief Financial Officer and Executive VP, **U.S. Postal Service**;

Raymond W. Conrad, Chief Executive Officer, **General Information Services, Inc.**, Supplier Excellence Award;

Letitia A. Farrell, President, **Southern Mail Service, Inc.**, Supplier Sustainability Excellence Award;

Sara Paulson, Manager, MTEC Operations, **Hollingsworth Logistics Group**, Supplier Diversity Award;

Stacy Kohlmeier, Vice President, Marketing and Sales, **Florence Manufacturing Company**, Postal Supplier Council Excellence Award;

Barry Switzer, President and Chief Executive Officer, **Ashton Potter Security Printers**, Supplier Performance Award.

Front row (left to right)

Larry Graves, Vice President, Stamps to Go Program Operations, **American Bank Note Company**, Supplier Performance Award;

Beverly Drew, President and Chief Executive Officer, **Asset LifeCycle, LLC**, Supplier Sustainability Excellence Award;

Christine Weiss, Director, Client Executive, **AT&T Inc.**, Supplier Performance Award;

Lou Coleman, President and Chief Executive Officer, **MBA Consulting Services, Inc.**, Supplier Excellence Award;

John Waldron, President, **Honeywell Scanning & Mobility**, Supplier Excellence Award;

Jackson Yang, President and Chief Executive Officer, ATR Corp., Supplier Innovation Award;

Russell Foster, National Account Manager, International Paper, Supplier Excellence Award.

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