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Media Contact: Roy Betts  
202-268-3207  
[roy.a.betts@usps.gov](mailto:roy.a.betts@usps.gov)  
[usps.com/news](http://usps.com/news)  
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## Postal Service Salutes Supplier Performance Award Winners *Ten Companies Recognized for Delivering Excellence*



**Back row (left to right):** Ellis A. Burgoyne, chief information officer and executive VP, U.S. Postal Service; John T. Edgar, vice president, Information Technology, U.S. Postal Service; Susan M. Brownell, vice president, Supply Management, U.S. Postal Service; Andy Clark, assistant VP Corporate Account Manager Government and Education, Ecolab Pest Elimination, Supplier Excellence Award; Joseph Corbett, chief financial officer and executive VP, U.S. Postal Service; Chris Dill, USPS project manager, Carolina Cabinet Co., Inc., Supplier Excellence Award; Jayme Oyen, Emergency Services Sales, Sun Coast Resources, Inc., Supplier Excellence Award; Larry Graves, VP of Stamps to Go Program Operations and Government Sales, American Bank Note Company, Supplier Performance Award; Steve Koneval, executive vice president, Roth, a Sodexo Company, Supplier Innovation Award; Patrick R. Donahoe, postmaster general and chief executive officer, U.S. Postal Service; **Front row (left to right):** Dan Dougherty, Federal Division vice president, EMC Corporation, Supplier Performance Award; John Stampfel, vice president, General Manager, Electrical Engineering Services and Systems, and Brenda Etzel, Global Client director, Eaton, Supplier Performance Award; Deborah Pickens, director Supplier Diversity, World Headquarters Supply Chain, Eaton, Supplier Diversity Award; Beverly Drew, chief executive officer, Asset LifeCycle, LLC, Supplier Sustainability Excellence Award; Laura Thomas, chief executive officer, XO Communications, Supplier Excellence Award; John Kassiri, client director, Foth Production Solutions, LLC, Supplier Innovation Award.

WASHINGTON — The U.S. Postal Service has honored 10 companies for superior supply chain

performance and delivering optimum solutions that reduce costs, enhance performance, maintain high levels of service and provide innovative and sustainable solutions.

At a recent ceremony at the Postal Service headquarters in Washington, the winning companies from 2012 received awards in five categories: Supplier Performance, Supplier Excellence, Supplier Innovation, Supplier Diversity and Supplier Sustainability Excellence.

“The United States Postal Service does business with more than 20,000 suppliers each year. To receive one of these awards is a real achievement,” said Postmaster General Patrick R. Donahoe to the award winners. “It is essential that we have a world-class chain of suppliers to provide consistently outstanding service to our customers. Each of you is a significant link in that chain, and working together, we deliver for the American people.”

Supply Management Vice President Susan Brownell hosted the ceremony. “Today, we honor several of the nation’s most outstanding companies who happen to be superior suppliers and partners to the United States Postal Service,” said Brownell. “You are the head of the class. Together, we continue making significant progress in expanding and strengthening our capabilities in achieving new heights in supply chain management. Through your commitment and expertise we deliver excellent service to our customers every day.”

The 2012 winners are:

**American Bank Note Company**, Columbia, TN  
Supplier Performance Award

American Bank Note Company provides secure warehousing, distribution and stamp fulfillment services for the Postal Service.

CEO and Chairman Steven G. Singer

“It gives me great personal pleasure to accept this coveted honor on behalf of the dedicated employees of American Bank Note Company. 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 chain management.”

**Eaton**, Moon Township, PA  
Supplier Performance Award

Eaton provides power distribution maintenance services for electrical switchgear equipment in Postal Service facilities nationwide.

Eaton Electrical Sector Americas Region President Revathi Advaiti

“Eaton gratefully accepts the U.S. Postal Service Supplier Performance Award for helping maintain reliable and efficient power systems at Postal Service facilities across the nation. We are honored that our support has been recognized by postal professionals and will build on the achievement by continuing our commitment to help USPS and other public sector customers meet supply chain goals to reduce costs and optimize system-wide operations.”

**EMC Corporation**, Hopkinton, MA  
Supplier Performance Award

EMC supports the Postal Service with designing data storage and data management solutions including hardware, software and professional services to meet the needs of our growing data storage environment.

President and COO David Goulden

"Each and every day, EMC is committed to helping our customers meet their business-critical objectives. With a significant focus on IT transformation, the rise of big data and trusted IT, we strive to provide the best possible experience to our customers through the continued delivery of innovative, leading-edge products and impeccable service. We are honored to receive this award from the U.S. Postal Service as recognition of our mutual efforts towards their IT transformation journey."

**Carolina Cabinet Company**, Wilson, NC  
Supplier Excellence Award

Carolina Cabinet designs, manufactures and delivers casework for Post Office retail lobbies.

President Michael Jones

"It's an honor to be recognized by the United States Postal Service for the Supplier Excellence Award. This award validates our commitment and continued efforts to deliver great customer service and quality products at a competitive price."

**Ecolab Pest Elimination**, St. Paul, MN  
Supplier Excellence Award

Ecolab provides a variety of pest control services for more than 4,100 Postal Service sites including solutions for general pest, rodent, bird, bat and nuisance animals.

Executive Vice President and Global Services and Specialty President Bobby Mendez

"Every day Ecolab Pest Elimination's associates help make the world cleaner, safer and healthier by working to deliver pest-free environments for our customers. We deliver pest solutions that focus on the health, safety and prosperity of our customers, communities and associates. We thank the United States Postal Service for the opportunity to serve its organization and for recognizing Ecolab Pest Elimination with the 2012 Supplier Excellence Award."

**Sun Coast Resources**, Houston, TX  
Supplier Excellence Award

Sun Coast provides fuel for Postal Service vehicles and operations.

Founder, President and CEO Kathy Lehne

"Sun Coast Resources is honored to receive the prestigious Supplier Excellence Award. Our goal is to provide superior service to the U.S. Postal Service and handle all inquiries expeditiously and professionally. Our company was founded on the simple principle of customer focus and satisfaction 100 percent of the time. I am grateful Sun Coast was able to deliver on its goal and commitment."

**XO Communications**, Herndon, VA  
Supplier Excellence Award

XO Communications provides Internet data and mail processing information and telephone products and services for the Postal Service.

CEO Laura Thomas

"XO Communications is extremely pleased and honored to receive the U.S. Postal Service Supplier Performance Award for the outstanding support provided by our employees and our IP and data networking solutions. This award demonstrates the core of our brand values to deliver the best customer

experience in the communications industry and highlights our strong relationship with the Postal Service. XO and all of our employees are proud to support the Postal Service and are grateful for this recognition.”

**Foth Production Solutions**, Dunn Loring, VA  
Supplier Innovation Award

Foth Production Solutions provides the Postal Service with engineering services, turnkey services and custom machine development and manufacturing.

CEO Randy Homel

“Foth Production Solutions is truly honored to receive this award. We appreciate being nominated by our postal teammates for our dedication to serving the U.S. Postal Service. There is no better validation that we are living our brand in providing personalized, client-centered service than for the Postal Service to recognize our company through a supplier performance award.”

**Roth, a Sodexo Company**, Youngstown, OH  
Supplier Innovation Award

Roth is the Postal Service’s national roof asset management supplier, which provides roofing products and services to postal sites nationwide.

Executive Vice President Steve Koneval

“Roth, a Sodexo Company is honored to be a U.S. Postal Service award recipient. As a strategic partner with USPS, we believe it’s critically important to support USPS and their people to create efficient environments and improve performance. Partnering also demands innovation, and we look forward to opportunities to leverage our ideas, expertise and technology in assisting the Postal Service in meeting its sustainability goals while also lowering total cost of ownership for its roofing assets.”

**Eaton**, Moon Township, PA  
Supplier Diversity Award

Eaton provides power distribution maintenance services for electrical switchgear equipment in Postal Service facilities nationwide.

Electrical Sector Americas Region President Revathi Advaiti

“Eaton proudly accepts the U.S. Postal Service Supplier Diversity Award, which highlights our commitment to establishing and maintaining a strong competitive supplier base. Embracing diversity in the communities we support is vital to the success and continued growth of our company and the communities we serve. We are honored to be recognized by postal professionals for our efforts.”

**Asset LifeCycle**, Topeka, KS  
Supplier Sustainability Excellence Award

Asset LifeCycle provides investment recovery, material reclamation and recycling services for USPS excess assets.

CEO Beverly Drew

“Asset LifeCycle is incredibly honored to receive its first Supplier Sustainability Excellence Award from the U.S. Postal Service. This award illustrates the commitment and dedication of the Postal Service to seek the highest levels of supplier performance, achieving excellence in conjunction with environmental stewardship and continued sustainability. The partnership between our organizations has contributed to the accomplishment of vast responsible recycling initiatives. Through continued collaboration between the

Postal Service and Asset LifeCycle the opportunities for environmental sustainability are limitless.”

For more information about the Postal Service’s supplier initiatives, visit <http://about.usps.com/suppliers/performance-awards.htm>.

The Postal Service receives no tax dollars for operating expenses, and relies on the sale of postage, products and services to fund its operations.

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**Please Note:** For broadcast quality video and audio, photo stills and other media resources, visit the USPS Newsroom at <http://about.usps.com/news/welcome.htm>.

For reporters interested in speaking with a regional Postal Service public relations professional, please go to <http://about.usps.com/news/media-contacts/usps-local-media-contacts.pdf>.

A self-supporting government enterprise, the U.S. Postal Service is the only delivery service that reaches every address in the nation: 152 million residences, businesses and Post Office Boxes. The Postal Service receives no tax dollars for operating expenses and relies on the sale of postage, products and services to fund its operations. With more than 31,000 retail locations and the most frequently visited website in the federal government, usps.com, the Postal Service has annual revenue of more than \$65 billion and delivers nearly 40 percent of the world’s mail. If it were a private-sector company, the U.S. Postal Service would rank 42nd in the 2012 Fortune 500. The Postal Service has been named the Most Trusted Government Agency for seven years and the fourth Most Trusted Business in the nation by the Ponemon Institute.

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