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DHL eCommerce and USPS enter \$10 billion - plus, long-term exclusive agreement

- DHL eCommerce reaffirms exclusivity with its relationship with USPS for last-mile delivery in the United States
- Expanding the collaboration allows DHL eCommerce to strengthen its U.S. market position by fully leveraging its state-of-the-art first- and middle-mile network

WESTON, FL — DHL eCommerce announced a new exclusive multi-year contract with the United States Postal Service (USPS) for last-mile parcel delivery services in the U.S. At an expected value well over \$10 billion (USD), the agreement is unprecedented in the 25-year DHL eCommerce-USPS relationship and positions both organizations for long-term competitive success.

Strengthening the USPS relationship helps DHL eCommerce capitalize on accelerating e-commerce trends, and expand in the U.S. market over the next several years through its domestic and international services.

DHL eCommerce handles nationwide pickup, sortation across its 19 fully automated hubs, and linehaul on its air and ground network before partnering with USPS to complete the final mile for all deliveries. The company taps into the Postal Service's unmatched final-mile network, which reaches more than 41,550 ZIP Codes and more than 170 million delivery points six days a week.

"This agreement creates a dependable, long-term platform for our customers," said Scott Ashbaugh, CEO of DHL eCommerce Americas. "Working with USPS allows us to serve communities nationwide in a highly efficient way, minimizing additional vehicles on the road and supporting our commitment to reducing emissions. Postal Service carriers are trusted members of the communities they serve, and we're proud to partner with an organization that shares our focus on reliability, transport safety, and public service."

"Today marks an exciting milestone in the evolution of our relationship with DHL eCommerce," said Postmaster General and CEO David Steiner. "This extended and exclusive agreement reflects a shared commitment to innovation, operational alignment, and delivering greater value to the shipping marketplace. By aligning more closely with our transformed network, we are creating a stronger, more efficient last-mile solution that expands customers' access to the Postal Service's unmatched reach. Together, we are building a more flexible, market-responsive model that enhances reliability, supports growth, and positions both organizations for long-term success."

Backed by the world's largest logistics company, DHL Group, DHL eCommerce is a leading player in the U.S. domestic and export e-commerce parcel market. Its network and state-of-the-art technology have been refined over decades to focus exclusively on the needs of the medium-to high-volume B2C online retailers, delivering reliable, affordable, and sustainable service.

