SUPPLY MANAGEMENT

USPS | Re:Supply

NEWSLETTER

Mark A. Guilfoil

Vice President, Supply Management

ISSUE 51 | JUNE 2026

To: Postal Service Suppliers and Prospective Suppliers

This newsletter is provided to inform you of important topics and initiatives within Supply Management and the Postal Service's supply chain. You are receiving this communication as a current supplier supporting our operations, or as a firm who has registered your interest to do business with the Postal Service. Please share this newsletter with your colleagues within your company.

Postmaster General David Steiner Highlights USPS Progress, Growth Strategy and Foundational Role in American Commerce

In a keynote address dated on May 5, 2026 at the National Postal Forum, Postmaster General and CEO David Steiner and key executives addressed thousands of mailing and shipping professionals. They updated attendees on the U.S. Postal Service's improving service performance, continued network modernization, innovation across products and digital capabilities, and strategy to drive growth and greater value for customers and partners. The keynote also underscored the Postal Service's 250-year legacy of supporting American commerce and communities and its continued role as both a national institution and an economic platform.

Read the press release and highlights of the Postmaster General's key note address here: Postmaster General David Steiner Highlights USPS Progress, Growth Strategy and Foundational Role in American Commerce - Newsroom - About.usps.com

2026 NPF SUPPLY MANAGEMENT OFFICER LED SESSION AND WORKSHOPS

Supply Management hosted several supplier specific events and educational workshops at this year's NPF. On Monday, Mark A. Guilfoil, USPS VP of Supply Management presented an officer led session titled "***Supply Chain Excellence, Today and Tomorrow***" on how the Supply Management organization supports the Postal Service's Transformation Plan and delivers supply chain solutions through national commodity management strategies. Attendees learned how the organization uses automated tools and deploys continuous improvement programs to ensure contract compliance, reduce risk and monitor supplier performance.

Supply Management events at NPF also included 1) ***Asset Management - Providing Excellence in Supporting Postal Operations***" a workshop led by Tamie Hollar, Senior Director, Asset Management, 2) ***"Delivering the USPS Mission Through Commercial Products & Services"*** a workshop led by Bridget Rice, Senior Director, Commercial Products & Services Portfolio, 3) **2025 Supplier Performance Awards Ceremony** with David Steiner, Postmaster General and CEO, Luke Grossmann, Chief Financial Officer and Executive Vice President, and Mark A. Guilfoil, Vice President of Supply Management, 4) **Postal Supplier Council (PSC) Board of Advisor Meeting**, hosted by PSC co-chairs Donna Schoenbeck, USPS Director SCM Strategies and Monique Derek, Managing Director JLL PI Public Sector and led by Mark A. Guilfoil, USPS VP Supply Management, 5) **"Let's Do Business"** booth within the exhibit hall dedicated to connecting with companies interested in becoming potential suppliers to USPS..

Plan now to join Supply Management at the 2027 National Postal Forum, taking place May 16-19, 2027 at the Marriott World Center in Orlando, Florida.

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2026 SUPPLIER PERFORMANCE AWARDS

This year marks the 36th anniversary of the United States Postal Service Supplier Performance Awards Program a longstanding tradition dedicated to recognizing suppliers whose innovation, partnership, and exceptional performance continue to drive the success of the United States Postal Service. On Tuesday, My 5, 2026, the Supplier Performance Awards ceremony was held at the NPF. During the ceremony, Luke Grossmann, Chief Financial Officer (CFO) and Executive Vice President and Mark A. Guilfoil, Vice President of Supply Management, recognized 13 suppliers for their outstanding contributions and achievements throughout 2025. The awards were presented across the following three categories:

SUPPLIER PERFORMANCE AWARDEES:

Coupa Software Inc., Eaton Corporation, ECS Federal LLC, Intralox LLC, Jones Lang LaSalle (JLL), and Packaging Corporation of America (Formerly Greif)

SUPPLIER EXCELLENCE AWARDEES:

Designed Conveyor Systems LLC, Latitude Corp., SentinelOne Inc., Toyota Material Handling Inc., and Western Industrial Contractors

SUPPLIER SUSTAINABILITY EXCELLENCE AWARDEES:

McKinley Packaging Company, and Rand-Whitney Recycling LLC

From left to right: Mark A. Guilfoil - USPS, Aaron Manderbach - Rand-Whitney Recycling LLC, Kaitlin Whitney - Coupa Software Inc, Ryan McNellis - Western Industrial Contractors, Gene Babinec - Toyota Material Handling Inc, Tonie Meyers - McKinley Packaging Company, Drew Minnig - Latitude Corp., Killian Lapeyre - Intralox Inc, Melissa Trusso - Jones Lang LaSalle (JLL), Brenda Etzel - Eaton Corporation, Deron Baker - ECS Federal LLC, Curt Kincaid - Designed Conveyor Systems LLC, Andrew Howell - SentinelOne Inc., and Russell Foster - Packaging Corp. of America (Formerly Greif).

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2026 PARTNERSHIP FOR EXCELLENCE

SUPPLIER OF THE YEAR AWARD

The Postal Service presented it's 2026 Partnership for Excellence Awards to several recipients on Tuesday, May 6, 2026, the final day of the NPF. Selected by the Postmaster General and the USPS executive leadership team, the winning companies successfully collaborated with USPS to enhance the value of mail and package services. Awards were presented in five categories: Mailer of the Year, Mail Service Provider of the Year, Shipping Innovator of the Year, and Supplier of the Year.

David Steiner, Postmaster General and Chief Executive Officer, presented The Supplier of the Year Award to Intralox, a leading equipment provider dedicated to creating economic value for customers by solving some of the material handling industry's toughest challenges. Accepting the award on behalf of Intralox was Killian Lapeyre, President and CEO. Please read the full press release: Postal Service Mailing and Shipping Awards Presented at NPF - Newsroom - About.usps.com

From left to right: Steve Monteith, USPS Chief Customer Marketing Officer and Executive Vice President, Bill Fraine, USPS Senior Vice President of Sales, David Steiner, USPS Postmaster General and Chief Executive Officer, Killian Lapeyre, President and Chief Executive Officer, Intralox LLC, Peter Routsolias, USPS Chief Logistics Officer and Executive Vice President, and Luke Grossmann, USPS Chief Financial Officer and Executive Vice President.

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POSTAL SERVICE CELEBRATES AMERICA'S 250TH ANNIVERSARY

The Postal Service is proud to celebrate America's 250th Anniversary through a series of commemorative initiatives, special events, and exclusive merchandise honoring this historic milestone. For 250 years, Americans have helped shape a nation founded on the ideals of liberty, opportunity, and unity. Throughout our history, the Postal Service has played a vital role in connecting communities, businesses, and families across the country, helping bind the nation together through every chapter of its remarkable journey.

As part of the nationwide celebration, the Postal Service will showcase our nation's rich history, enduring spirit, and shared values through commemorative stamps, collectibles, retail products, and community engagement activities.

These initiatives reflect the Postal Service's longstanding commitment to connecting the American people and preserving the stories that define our nation. Employees and customers alike are encouraged to participate in this once in a generation celebration as we commemorate 250 years of American independence, innovation, and achievement.

Together, we celebrate our shared history, reflect on our accomplishments, and look forward to the opportunities that lie ahead for future generations.

Read the full press announcement here: U.S. Postal Service Celebrates America's 250th Anniversary With Commemorative Initiatives and Merchandise - Newsroom - About.usps.com

BUSINESS TOOLS FOR CURRENT SUPPLIERS

Already a USPS supplier? There is a suite of USPS business tools for existing suppliers use for reporting or submitting documents, invoices or proposals. Each system is available online and is password protected. Please contact your system administrator or your USPS representative for an invitation to access each applicable system. Learn more about our business tools for suppliers or access them here: Business Tools for Current Suppliers - What we do - About.usps.com

ARE YOU REGISTERED TO DO BUSINESS WITH THE U.S. POSTAL SERVICE?

All suppliers interested in doing business with the U.S. Postal Service should register their company in the Postal Service eSourcing Supplier Registration portal. For more information, please go to: USPS.com/suppliers or use this link USPS Supplier eSourcing Registration Form to start the registration process.

CONTACT US!

We value your questions and feedback to this newsletter. Please reply to this message with your comments or mail to: U.S. Postal Service, Supply Management Communications, 475 L'Enfant Plaza, SW, Room 1100, Washington DC 20260-6201

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