

FLORENCE CORPORATION



Pictured in photo (Left to Right):
Back Row: Patrick R. Donahoe, Postmaster General and CEO, U.S. Postal Service; John Altstadt, VP & General Manager, Florence Corporation; Susan Brownell, VP Supply Management, U.S. Postal Service; Stephen Duffy, President, Florence Corporation; Front Row: Linda Kingsley, VP Channel Access, U.S. Postal Service; Stacy Kohlmeier, VP Marketing and Sales, Florence Corporation; Vicki Stephen, Mgr Delivery & Retail Systems Engineering, U.S. Postal Service; Kelly Sigmon, VP Engineering Systems, U.S. Postal Service.

Florence Recognized for Supplier Innovation by Postal Service

MANHATTAN, KS - Florence Corporation (Florence) was recently recognized by the U.S. Postal Service with the 2010 "Supplier Innovation" Award in a ceremony held at Postal Service Headquarters in Washington, D.C. on Monday, March 28, 2011.

Postmaster General Patrick R. Donahoe, in addressing the supplier award winners stated, "Your continued innovative ideas will help the Postal Service grow the business, improve the customer experience, and become leaner, faster and smarter. Your partnership has enabled us to accomplish good things, and I appreciate that you've given your best to the Postal Service and to the American people."

Florence was awarded a single-source contract for outdoor delivery equipment by the Postal Service in 2005 and this is the fifth time since 2003 that the company has received a Postal Supplier Performance award. Previous awards included two Supplier Council Excellence awards as well as two Quality Supplier awards.

Susan Brownell, vice president, Supply Management, helped present the awards. "Suppliers play a key role in the success of the Postal Service," said Brownell. "You are the cream of the crop and serve as role models to thousands of suppliers. You help us deliver excellent service to our customers each day, and I hope to see you here again next year."

Only 13 companies nationwide were selected as award recipients in the following categories: Supplier Diversity, Supplier Excellence, Supplier Innovation, Supplier Performance, Supplier Council Excellence and Supplier Sustainability Excellence.

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In acceptance of the award, Florence President, Stephen Duffy, remarked, "Florence Corporation is deeply honored to receive this award for Supplier Innovation from the U.S. Postal Service. It is especially meaningful to the team of Florence associates who support USPS on a daily basis and because of the importance we place on driving innovation in our own business processes to provide high quality solutions for all our customers. We look forward to supporting the Postal Service in ways that continue to help it move forward in achieving its important mission and business objectives."

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Florence Corporation, a *Gibraltar Industries company*, is the innovative value leader in providing high quality products to secure personal property since 1934. As the leading provider of commercial and residential centralized mail delivery equipment in North America, Florence offers the most comprehensive USPS approved mailbox product lines in the industry - like cluster box units, 4C horizontal mailboxes, vertical and horizontal replacement boxes. Technical support and customer service are offered through a centralized customer service operation and a national network of authorized dealers. Visit www.florencemailboxes.com for more details.