

FLORENCE CORPORATION



Pictured in photo (Left to Right):
Susan Brownell, Vice President Supply Management, U.S. Postal Service; Kerri Winter, Vice President Accounting and Administration, Florence Corporation; John Altstadt, General Manager, Florence Corporation; Paula Garner, Manager, Supplies Portfolios, U.S. Postal Service; Stephen Duffy, President, Florence Corporation; Stacy Kohlmeier, Vice President Marketing and Sales, Florence Corporation; Pete Nieradka, Delivery/Industrial Equipment/Wireless Category Team Lead, U.S. Postal Service; David Williams, Vice President Engineering, U.S. Postal Service, Jack Potter, Postmaster General and CEO, U.S. Postal Service.

Florence Recognized for Supplier Excellence by U.S. Postal Service

MANHATTAN, KS - Florence Corporation (Florence) was recently recognized by the U.S. Postal Service with the 2009 "Postal Supplier Council Excellence" Award in a ceremony held at Postal Service Headquarters in Washington, D.C. on Monday, April 26, 2010.

Postmaster General John E. Potter, in addressing the supplier award winners stated, "For 20 years, we've been using this ceremony to show our appreciation for the outstanding performance and service levels provided by people like you who are suppliers for the Postal Service. Clearly, we live in financially challenging times, which demand the best from all of us. Let me tell you how grateful I am 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 fourth time since 2003 that the company has received a Postal Supplier Performance award. Previous awards included a second award for Supplier Council Excellence as well as two Quality Supplier awards.

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 truly honored to receive this special supplier award from the Postal Service. It is gratifying to work with the USPS as both a customer and a supplier. We share common business goals and understand the power of collaboration to achieve results. We look forward to continuing our relationship in advancing centralized mail delivery in new developments in cities across the country and in working with team members on future projects that support the mission of the U.S. Postal Service."

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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.