

SUPPLY MANAGEMENT

USPS | Re:Supply

NEWSLETTER



Mark A. Guilfoil

Vice President, Supply Management

ISSUE 48 | MAY 2025

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.

2025 National Postal Forum, Acting Postmaster General, Doug Tulino's Keynote Address Highlights Milestone 250th Anniversary of the U.S. Postal Service

This year's National Postal Forum (NPF) brought together over 5,000 businesses, mailing industry leaders, and technology providers, to collaborate on solutions that support innovation, efficiency, and commercial growth across the mailing and shipping industries. The theme of this year's forum was "Leading Forward" and it was held April 27 to 30th, 2025, at the Gaylord Opryland Convention Center in Nashville, TN.

Read the press release and highlights of the Acting Postmaster General's key note address here: [Acting Postmaster General Doug Tulino Delivers Keynote Address at 2025 National Postal Forum - Newsroom - About.usps.com](#)

NPF SUPPLY MANAGEMENT OFFICER LED SESSION AND WORKSHOPS

Supply Management hosted several supplier specific events and educational workshops at NPF. On Monday, Mark Guilfoil, USPS Vice President, Supply Management, presented "Delivering Supply Chain Excellence", an officer led session on how the Supply Management organization integrates and supports the Delivering for America Plan and shared new initiatives. Supply Management events at NPF also included 1) "Supplier Relationship Management", a workshop led by Donna Schoenbeck, USPS Director SCM Strategies and Mark Travers, USPS Senior Director Mail and Operational Equipment Portfolio, 2) "Topics in Technology Contract—Privacy, Artificial Intelligence and Cyber Security" a workshop led by Robert Oates, USPS Sr. Director Technology Infrastructure Portfolio, and Janine Castorina, USPS Chief Privacy and Records Management Officer, 3) "Facilities and Fleet Acquisition Portfolio: Current Initiatives and Supplier Expectations" led by Martin Petrey, USPS Senior Director Facilities and Fleet Acquisition. 4) Postal Supplier Council (PSC) meeting, hosted by PSC co-chairs Donna Schoenbeck, Director SCM Strategies and Monique Derrick, Managing Director JLL PI Public Sector, and led by Mark Guilfoil, VP Supply Management. Supply Management also hosted the "Let's Do Business" exhibit booth dedicated to connecting with companies interested in becoming potential suppliers.

Plan now to join the 2026 National Postal Forum scheduled for May 3-6, 2026, in Phoenix, AZ.

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2025 SUPPLIER PERFORMANCE AWARD WINNERS:

Supplier Excellence Award Winners:

**Manhattan Telecommunications (MetTel), Laurits R. Christensen Associates,
Infinite Peripherals Inc., and Skopenow**

Supplier Innovation Award Winner: Greif Packaging LLC

Supplier Performance Award Winners:

**Zebra Technologies Corporation, Minnesota Diversified Industries, Intralox LLC, and
Patriot Construction Management LLC**



On Tuesday, April 29th, at NPF, Luke Grossmann, CFO and Executive Vice President, and Mark Guilfoil, Vice President of Supply Management, presented the 10 companies listed above with 2025 Supplier Performance Awards within four categories: Supplier Excellence, Supplier Innovation, Supplier Performance, and Supplier Sustainability Excellence.

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2025 SUPPLIER OF THE YEAR AWARD

On Wednesday April 30th, at NPF, Doug Tulino, Acting Postmaster General and Chief Executive Officer, presented a Supplier of the Year Award as part of the Delivering for America Partnership for Excellence awards. The Supplier of the Year Award recognizes a supplier who demonstrates process innovation and extraordinary contract compliance as well as exceptional quality and on-time delivery performance.

The winner of the award this year is Patriot Construction Management. See additional information about the 2025 Delivering for America Partnership for Excellence awards in the press release here: [Postal Service Honors Award Winners in Mailing and Shipping Supply Chain at the National Postal Forum - Newsroom - About.usps.com](#).



From Left, Steve Monteith, USPS Chief Customer Marketing Officer and EVP; Bill Fraine, USPS SVP of Sales; Anthony Zircher, Engineering VP, Patriot Construction Management LLC; Doug Tulino, USPS Acting Postmaster General and Chief Executive Officer; Ronnie Jarriel, USPS Chief Logistics and Infrastructure Officer and EVP; and Luke Grossmann, USPS Chief Financial Officer and EVP.

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POSTAL SERVICE BOARD OF GOVERNORS APPOINTS 76TH POSTMASTER GENERAL AND CEO OF THE UNITED STATES POSTAL SERVICE

The U.S. Postal Service Board of Governors announced that they have chosen David Steiner to be America's 76th Postmaster General and CEO. Pending the outcome of necessary background and ethics checks, Steiner will succeed former Postmaster General Louis DeJoy, who resigned in March, and current Acting Postmaster General Doug Tulino, who will return to his permanent position as Deputy Postmaster General and Chief Human Resources Officer. We anticipate Steiner will formally join the organization in July, assuming his successful completion of the ethics and security clearance vetting process.

Read the full press announcement here: <https://about.usps.com/newsroom/national-releases/2025/0509-usps-bog-appoints-david-steiner-to-be-76th-pmg-and-ceo-of-usps.pdf>

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 Supplier Registration system. For more information, please go to: [USPS.com/suppliers](https://usps.com/suppliers).

REGISTERED SUPPLIERS – ENSURE YOUR CONTACT INFORMATION IS UP-TO-DATE

Keeping your information current is the only way to guarantee you won't miss out on the latest USPS supply management news and procurement opportunities. If you have changes to your contact or company information, send your updates to the helpdesk at esourcing@usps.gov and, if you have a Contracting Officer assigned to your company also share with them your updated contact information.

CONTACT US!

We value your questions and feedback to this newsletter. Please feel free to reply to this message with your feedback or mail to:

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