



DHL Global Mail awarded contract by nationwide network of municipal agencies

Product quality, customer service, pricing and marketplace leadership cited as primary factors

Weston, Florida—February 23, 2009—With its broad array of reliable, cost-effective delivery solutions, DHL Global Mail is the trusted mailing partner for many governmental agencies. The latest to join that growing list is the National Joint Powers Alliance® (NJPA), a network of more than 26,000 municipal agencies across the country.

Following a competitive bidding process, DHL Global Mail was awarded the NJPA's vendor partnership contract for Mail Delivery Solutions & Services (Contract #112608-DHL). Under this contract, DHL Global Mail will provide domestic and international mailing and shipping solutions for the municipal and educational agencies that make up the NJPA.

Governed by elected officials, the NJPA is a national contracting organization dedicated to securing the best value for its members by leveraging their collective purchasing power. According to the organization, its bid evaluation committee chose DHL Global Mail over competing companies because of the mail expeditor's product quality, customer service, pricing and general marketplace leadership.

"At a time when municipal budgets are being slashed, DHL Global Mail is proud to help NJPA members save on mailing costs without sacrificing service or quality," said Lee Spratt, CEO of DHL Global Mail – Americas. "With the value we provide, the citizens that NJPA members serve can be assured their tax dollars are being stretched as far as possible when it comes to shipping and mailing services."

All the agencies that make up the NJPA can now access DHL Global Mail's unmatched solutions for high-volume mailers, including the industry's most comprehensive suite of products, optional services and mail management tools.

Mike Hajek, Director of Business Development & Marketing at NJPA, cited this breadth of offerings in announcing the contract award, calling DHL Global Mail a "perfect fit" for his organization.

“Our members will be thrilled to know that they can count on DHL Global Mail as the one-stop shop for all of their mailing needs,” Hajek said.

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Deutsche Post World Net is the world's leading logistics group.

Its integrated Deutsche Post, DHL and Postbank brands offer tailored, customer-focused solutions for the management and transport of goods, information and payments through a global network combined with local expertise. DPWN is also the leading provider of direct marketing services, with a unique portfolio of efficient outsourcing and system solutions for the mail business. The Group generated revenue of 63 billion euros in 2007. With some 500,000 employees in more than 220 countries and territories, DPWN is one of the biggest employers worldwide.

Delivering Success. Worldwide.

DHL Global Mail (www.dhlglobalmail.com) is the one-stop shop for all international mail services. This division of Deutsche Post World Net operates offices and production facilities on four continents, with direct connections to more than 200 countries. DHL Global Mail's service portfolio consists of three pillars: In addition to cross-border mail, the company is increasingly focusing on domestic services in international markets and is further expanding its value-added mail services.