

DHL partners with JUNA to electrify its carrier network - Starting with Bavarian subcontractor Pflaum

Through DHL's Partner Store program, JUNA, helps DHL's subcontracted carriers adopt electric trucks beginning with a five-year, 20-truck agreement with Pflaum.

BERLIN, GERMANY, September 15, 2026 /EINPresswire.com/ -- [DHL](#) is expanding the electrification of its road freight network beyond its own fleet and into the carriers it contracts to move freight. Through its Partner Store program, DHL gives its network of subcontracted carriers structured, pre-negotiated access to electric trucks from [JUNA](#), which operates one of Europe's largest electric truck fleets.



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JUNA's model is to build partnerships with large shippers like DHL and, through them, electrify the carriers who move freight on their behalf. Rather than asking a subcontractor to buy or finance a truck outright, JUNA provides route and usage analysis, technical expertise, and a flexible as-a-service model where the carrier pays only for the truck it actually uses. This keeps the total cost of ownership on par with diesel. The shipper keeps running its network as before while cutting CO₂e emissions, the carrier joins the transition without a long-term capital commitment, and JUNA grows one of Europe's largest electric truck fleets, building toward becoming a leading player in sustainable road freight.

"DHL has committed to achieving net-zero logistics-related greenhouse gas emissions by 2050. To reach this goal, we are continuously decarbonizing our own fleet. In addition, we work closely with our extensive network of logistics partners, supporting them in transitioning their fleets to low-emission vehicles. The Partner Store enables our network partners to accelerate their sustainability journey while leveraging the scale and expertise of DHL. [Pflaum's](#) agreement with JUNA for 20 electric trucks is exactly the kind of transition we aim for and want to make possible

with the Partner Store initiative," said Stefan Kasprowiak, VP Transport Procurement at DHL Freight.

"DHL and Pflaum are long-standing partners, and moving into sustainable transport together was something we always wanted to do," said Matthias Schellenberger, CEO at Pflaum. "Working with JUNA means we can leverage their electric truck expertise and run these trucks for DHL at a comparable cost, without carrying the investment or the resale risk ourselves. It lets us move forward on sustainability without changing how we run our business."

"Electrification moves at the speed of the relationships behind it," said Johan Kjellner, COO at JUNA. "We build long-term partnerships with industry players like DHL, and then, together with them, we bring their subcontractors into the transition one by one. That's what this agreement is: DHL, Pflaum, and JUNA committed to each other for five years — and that's how we're building one of Europe's largest electric truck fleets."

Pflaum is a family-owned company founded in 1980 and based in Strullendorf near Bamberg. Electromobility isn't new territory for the company: in July 2026, Pflaum took delivery of 45 trucks, one of its largest investments to date as part of a sustainability strategy targeting 75% of its fleet on alternative fuels or drivetrains by 2030. "Once you've driven electric, you rarely want to go back to a combustion engine," said Matthias Schellenberger of Pflaum at the time.

With those 45 self-owned trucks already on the road and 20 more now arriving through JUNA, Pflaum's electric fleet will reach 65 vehicles by the end of 2026 - combining direct ownership with JUNA's as-a-service model inside the same carrier. DHL and JUNA both point to that mix as a template for extending electrification across DHL's wider subcontracted carrier network, where carriers can pair outright ownership with flexible, risk-shared partnerships depending on what fits their operations.

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