



Top U.S. Postal Service Suppliers for Fiscal Year 2010

Compiled by David P. Hendel

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Editor's Note: The below list of the top U.S. Postal Service suppliers in Fiscal Year 2010 was compiled based on data received in response to a Freedom of Information Act request. Entries for companies believed to be affiliated or have common ownership were consolidated under the name of the company with the highest individual ranking. We consolidated more entries this year than in past years, which could account for significant ranking changes for some contractors. City/state designations are based on the information in USPS payment records, which may not be the contractor's primary location. Contractor ranking for FY 2009 is also shown. The data covers payments made by the Postal Service in fiscal year 2010 (October 1, 2009 - September 30, 2010). The information on this list has not been audited and thus may not be fully accurate. Please contact the editor if you have any questions or know of any discrepancies. **A separate alphabetical listing appears on page 3 for ease of finding a particular contractor.**

Shown are the top 150 suppliers to the U.S. Postal Service based on payments received in fiscal 2010.

Rank	FY09	Supplier Name	FY10 Amount	City	State
1	1	Federal Express Corporation	\$1,373,140,689	Pasadena	CA
2	4	Northrop Grumman*	\$494,601,395	Merrifield	VA
3	2	Kalitta Air LLC*	\$371,823,791	Ypsilanti	MI
4	42	Pat Salmon & Sons Inc*	\$142,869,164	Little Rock	AR
5	16	Siemens*	\$134,774,653	Arlington	TX
6	5	Hewlett Packard Co*	\$133,240,521	Atlanta	GA
7	8	Wheeler Bros Inc	\$124,868,868	Somerset	PA
8	14	Campbell-Ewald (includes payments to 3rd parties)	\$121,573,393	Warren	MI
9	6	Accenture	\$115,091,627	Chicago	IL
10	7	International Business Machines	\$114,588,310	Atlanta	GA
11	87	Mail Contractors of America, Inc*	\$104,668,098	Little Rock	AR
12	18	United Parcel Service Co*	\$95,068,821	Louisville	KY
13	23	Continental Airlines*	\$92,632,025	Houston	TX
14	9	Parsons	\$92,030,896	Pasadena	CA
15	12	Verizon*	\$91,772,883	Philadelphia	PA
16	20	United Airlines Inc*	\$86,937,922	Pasadena	CA
17	31	Matheson Postal Services Inc*	\$85,999,964	Sacramento	CA
18	19	Eagle Express Lines Inc	\$84,720,331	South Holland	IL
19	25	W W Grainger Inc	\$72,100,009	Kansas City	MO
20	15	Alan Ritchey Inc*	\$67,114,407	Valley View	TX
21	10	American Airlines Inc	\$66,295,225	Chicago	IL
22	21	Convergys Government Solutions LLC	\$66,256,448	Cincinnati	OH
23	30	Midwest Transport Inc	\$61,484,686	Robinson	IL
24	34	EMC Corporation	\$59,496,215	McLean	VA
25	60	Southern Mail Service Inc*	\$56,286,783	Houston	TX
26	32	Lockheed Martin Corp*	\$51,882,635	Chicago	IL
27	28	OfficeMax*	\$50,854,452	Chicago	IL
28	29	New Breed Leasing of NJ Inc	\$50,806,210	High Point	NC
29	24	NCR Corp	\$49,637,955	Charlotte	NC
30	39	Hoovestol Inc*	\$49,020,412	Eagan	MN

* Denotes consolidated entries

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Rank	FY09	Supplier Name	FY 2010 Amount	City	State	Rank	FY09	Supplier Name	FY 2010 Amount	City	State
31	33	CSC Applied Technologies LLC	\$46,929,979	Urbandale	IA	76	90	BJ Trucking Co Inc	\$17,427,309	Greensboro	NC
32	38	Beam Bros Trucking Inc	\$46,107,270	Mt. Crawford	VA	77	113	Trojan Horse Limited	\$17,175,197	Hanover	MD
33	57	Delta Airlines*	\$45,703,455	Atlanta	GA	78	-	Orange County Container	\$16,806,021	Industry	CA
34	3	EnergyUnited	\$43,815,351	Statesville	NC	79	97	Veltri Inc	\$16,343,130	Washington	PA
35	56	Bancroft & Sons Transportation Inc	\$43,111,037	Grand Prairie	TX	80	101	Bell Inc	\$16,320,533	Sioux Falls	SD
36	46	Temple Inland	\$40,812,979	Chicago	IL	81	102	Hartwig Transit Inc	\$16,307,291	Schiller Park	IL
37	71	McCormick Trucking*	\$40,413,702	Murfreesboro	TN	82	70	Sennett Security Products	\$16,189,573	Chantilly	VA
38	37	Pitney Bowes*	\$38,608,879	Lanham	MD	83	27	J B Hunt Transport Inc	\$16,152,643	Lowell	AR
39	51	Beco Inc	\$36,677,376	New Salem	ND	84	96	Postal Products Unlimited Inc	\$16,036,411	Milwaukee	WI
40	35	AT & T Corporation	\$36,557,388	Phoenix	AZ	85	94	Aeko Kula	\$15,764,718	Honolulu	HI
41	17	James N Gray Construction	\$34,396,847	Lexington	KY	86	-	Western Industrial Contractors	\$15,227,110	Aurora	CO
42	110	Clifford B Finkle Jr Inc*	\$34,078,934	Clifton	NJ	87	105	Petroleum Traders Corp	\$15,184,011	Fort Wayne	IN
43	-	BGA Inc	\$34,032,755	Tampa	FL	88	141	Mansfield Oil Company	\$15,015,616	Atlanta	GA
44	44	Lange Trucking Inc	\$33,675,684	Pleasanton	CA	89	93	Avery Dennison	\$14,865,724	Framingham	MA
45	50	Alaska Airlines	\$33,496,067	Seattle	WA	90	-	Causley Trucking*	\$14,579,011	Saginaw	MI
46	89	Deloitte*	\$32,031,698	Philadelphia	PA	91	119	Contract Transport Inc	\$14,510,768	Des Moines	IA
47	43	Johnston Mclamb Case Solutions	\$30,856,654	Chantilly	VA	92	120	Sid Tool Co Inc	\$14,168,306	Wood Dale	IL
48	36	Motorola	\$29,359,381	Charlotte	NC	93	131	Jasper Engine Exchange Inc	\$14,100,761	Willow Brook	IL
49	47	AC Technologies Inc	\$28,274,672	Fairfax	VA	94	138	Peninsula Air	\$14,070,451	Anchorage	AK
50	11	First Data Merchant Services	\$26,678,516	Englewood	CO	95	-	BMC Software Inc	\$13,929,882	Houston	TX
51	59	American Express	\$26,508,646	Phoenix	AZ	96	-	Litco International Inc	\$13,833,816	Vienna	OH
52	55	Ashton Potter USA Ltd	\$26,170,250	Williamsville	NY	97	106	Oliver Rubber Company LLC	\$13,614,161	Atlanta	GA
53	84	Japan Airlines Co Ltd	\$26,145,901	El Segundo	CA	98	126	Cenveo Corp*	\$13,613,150	Chicago	IL
54	65	US Airways Inc	\$25,128,394	Phoenix	AZ	99	109	Mail Terminal Services LLC	\$13,505,000	Weston	FL
55	72	Sodrel Truck Lines Inc*	\$24,970,279	Jeffersonville	IN	100	135	Teradata Government Systems LLC	\$13,471,933	Chicago	IL
56	64	Tatonduk Flying Service	\$23,643,319	Faribanks	AK	101	142	Alpine Aviation, Inc	\$13,385,118	Provo	UT
57	58	Serco Inc	\$23,586,420	Palatine	IL	102	45	Accu-Sort Systems Inc	\$13,237,324	Telford	PA
58	82	Jasper Innovative Solutions Inc	\$23,435,090	Jasper	IN	103	137	URSA Major Corporation	\$13,216,717	Waukesha	WI
59	73	Frontier Flying Service	\$23,213,671	Fairbanks	AK	104	-	Intralox LLC	\$13,165,544	Harahan	LA
60	63	ABM Security Services	\$22,479,013	San Francisco	CA	105	129	Habasit America	\$13,163,015	Atlanta	GA
61	61	Transport International Pool Inc	\$21,757,035	Salt Lake City	UT	106	-	Videojet Technologies Inc	\$12,988,831	Wood Dale	IL
62	95	Axiom	\$21,558,854	Chicago	IL	107	107	Commercial Trailer Leasing Inc	\$12,843,427	Jersey City	NJ
63	79	Goodyear	\$21,267,392	South Holland	IL	108	140	EnerSys Inc	\$12,399,703	Charlotte	NC
64	69	B & B Trucking Inc	\$21,075,791	Kalamazoo	MI	109	-	T&T Enterprizes of Ohio Inc	\$12,262,014	Cincinnati	OH
65	26	Turner Construction Co	\$19,861,713	New York	NY	110	103	Sadler Bros Trucking & Leasing Co Inc	\$12,064,493	Nashville	TN
66	68	Evergreen - E A G L E	\$19,354,299	Portland	OR	111	-	Area Storage & Transfer Inc	\$11,997,156	Harrisburg	PA
67	-	Oracle*	\$19,184,597	Reston	VA	112	132	Cargo Force Inc	\$11,851,377	Coral Gables	FL
68	76	Moore Wallace North America	\$18,943,585	Chicago	IL	113	-	Sheehy Mail	\$11,741,009	Waterloo	WI
69	98	Alliance Packaging LLC	\$18,853,558	Seattle	WA	114	-	Matson Navigation Co*	\$11,701,729	Phoenix	AZ
70	78	Northern Air Cargo	\$18,578,445	Anchorage	AK	115	139	SG Const Services Inc	\$11,486,501	Flint	MI
71	85	ABX Cargo Services, Inc	\$18,514,888	Dayton	OH	116	-	Trienda LLC	\$11,467,548	Portage	WI
72	67	Worldwide Flight Services	\$18,371,125	Euless	TX	117	123	Lanier Brugh Corp	\$11,402,071	Portland	OR
73	80	International Paper	\$17,905,066	Hanover	MD	118	133	Harris Technical Services	\$11,271,476	Melbourne	FL
74	86	American Bank Note	\$17,813,624	Treose	PA	119	128	Lynden Air Cargo	\$11,168,157	Anchorage	AK
75	88	Magellan Behavioral Health	\$17,518,660	Philadelphia	PA	120	-	AKQA	\$11,152,787	San Francisco	CA

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Top U.S. Postal Service Suppliers for Fiscal Year 2010 (in Alphabetical Order)

Rank	Supplier Name
60	ABM Security Services
71	ABX Cargo Services, Inc
49	AC Technologies Inc
9	Accenture
102	Accu-Sort Systems Inc
85	Aeko Kula
120	AKQA
20	Alan Ritchey Inc*
45	Alaska Airlines
69	Alliance Packaging LLC
139	Alpha Mail Carriers Inc
101	Alpine Aviation, Inc
21	American Airlines Inc
74	American Bank Note
51	American Express
111	Area Storage & Transfer Inc
52	Ashton Potter USA Ltd
40	AT & T Corporation
89	Avery Dennison
62	Axiom
64	B & B Trucking Inc
35	Bancroft & Sons Transportation Inc
32	Beam Bros Trucking Inc
39	Beco Inc
80	Bell Inc
43	BGA Inc
134	Biscayne Contractors Inc
76	BJ Trucking Co Inc
95	BMC Software Inc
8	Campbell Ewald Co (Includes Payments To 3rd Parties)
112	Cargo Force Inc
90	Causley Trucking*
98	Cenveo Corp*
145	Chicago Tag & Label Inc
127	Clayco
42	Clifford B Finkle Jr Inc*
107	Commercial Trailer Leasing Inc
13	Continental Airlines*
91	Contract Transport Inc
22	Convergys Government Solutions LLC
31	CSC Applied Technologies LLC
136	Davenport Transportation Inc
46	Deloitte*
33	Delta Airlines*
147	Drafftcb Inc
130	E F Thompson Inc
18	Eagle Express Lines Inc
24	EMC Corporation
34	EnergyUnited
108	EnerSys Inc

Rank	Supplier Name
150	Ernst & Young
66	Evergreen - E A G L E
1	Federal Express Corporation
50	First Data Merchant Services
140	Florence Corporation of Kansas
141	Forbo Siegling LLC
126	Foreman Brothers Inc
59	Frontier Flying Service
133	General Dynamics Information Technology
63	Goodyear
105	Habasit America
144	Hallmark Custom Marketing Inc
118	Harris Technical Services
81	Hartwig Transit Inc
6	Hewlett Packard Co*
30	Hoovestol Inc*
143	I L Long Construction Co Inc
122	Integrated Airline Services, Inc
10	International Business Machines
73	International Paper
104	Intralox LLC
83	J B Hunt Transport Inc
41	James N Gray Construction
53	Japan Airlines Co Ltd
93	Jasper Engine Exchange Inc
58	Jasper Innovative Solutions Inc
131	John W Ritter Trkg Inc
47	Johnston Mclamb Case Solutions
3	Kalitta Air LLC*
44	Lange Trucking Inc
117	Lanier Brugh Corp
129	Lighton Industries Inc
96	Litco International Inc
26	Lockheed Martin Corp*
119	Lynden Air Cargo
75	Magellan Behavioral Health
11	Mail Contractors of America, Inc*
99	Mail Terminal Services LLC
88	Mansfield Oil Company
17	Matheson Postal Services Inc*
114	Matson Navigation Co*
37	McCormick Trucking*
137	Metro Air Service Inc
23	Midwest Transport Inc
68	Moore Wallace North America
48	Motorola
124	MT Transportation and Logistics
29	NCR Corp
28	New Breed Leasing of NJ Inc
138	New Directions In Sales

Rank	Supplier Name
70	Northern Air Cargo
2	Northrop Grumman*
27	OfficeMax*
97	Oliver Rubber Company LLC
67	Oracle*
78	Orange County Container
14	Parsons
4	Pat Salmon & Sons Inc*
94	Peninsula Air
87	Petroleum Traders Corp
38	Pitney Bowes*
84	Postal Products Unlimited Inc
142	Resources Connection Inc
123	Robert M Neff Inc
128	Roth Trucking Inc
110	Sadler Bros Trucking & Leasing Co Inc
82	Sennett Security Products
57	Serco Inc
115	SG Const Services Inc
113	Sheehy Mail
132	Shuert Industries Inc
92	Sid Tool Co Inc
5	Siemens*
148	Skyline Mail Carriers
149	Societe Air France
55	Sodrel Truck Lines Inc*
25	Southern Mail Service Inc*
121	State of Oklahoma
125	Sterigenics East Corp
135	Support Services of America Inc
109	T&T Enterprizes of Ohio Inc
56	Tatonduk Flying Service
36	Temple Inland
100	Teradata Government Systems LLC
61	Transport International Pool Inc
116	Trienda LLC
77	Trojan Horse Limited
65	Turner Construction Co
16	United Airlines Inc*
12	United Parcel Service Co*
103	URSA Major Corporation
54	US Airways Inc
79	Veltri Inc
15	Verizon*
106	Videojet Technologies Inc
19	W W Grainger Inc
146	Webcor Packaging Corporation
86	Western Industrial Contractors
7	Wheeler Bros Inc
72	Worldwide Flight Services

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Rank	FY09	Supplier Name	FY10 Amount	City	State	Rank	FY09	Supplier Name	FY10 Amount	City	State
121	108	State of Oklahoma	\$11,150,315	Tulsa	OK	136	-	Davenport Transportation Inc	\$9,661,121	Blairsville	GA
122	104	Integrated Airline Services, Inc	\$11,090,264	Denver	CO	137	-	Metro Air Service Inc	\$9,524,080	Romulus	MI
123	-	Robert M Neff Inc	\$10,935,753	Hebron	OH	138	-	New Directions In Sales	\$9,460,488	Des Moines	IA
124	111	MT Transportation and Logistics	\$10,728,227	Deer Park	NY	139	-	Alpha Mail Carriers Inc	\$9,452,929	Ashland	NE
125	-	Sterigenics East Corp	\$10,629,265	Salem	NJ	140	127	Florence Corporation of Kansas	\$9,437,787	Manhattan	KS
126	-	Foreman Brothers Inc	\$10,444,996	Detroit	MI	141	83	Forbo Siegling LLC	\$9,427,257	Charlotte	NC
127	53	Clayco	\$10,280,244	St. Louis	MO	142	-	Resources Connection Inc	\$9,331,237	Los Angeles	CA
128	144	Roth Trucking Inc	\$10,073,283	Grand Rapids	MI	143	-	I L Long Construction Co Inc	\$9,299,558	Winston-Salem	NC
129	-	Lighton Industries Inc	\$9,937,149	Lakewood	NJ	144	149	Hallmark Custom Marketing Inc	\$9,256,265	Bloomington	IN
130	-	E F Thompson Inc	\$9,842,772	Thornburg	VA	145	-	Chicago Tag & Label Inc	\$9,208,671	Libertyville	IL
131	-	John W Ritter Trkg Inc	\$9,772,696	Laurel	MD	146	-	Webcor Packaging Corporation	\$8,839,860	Flint	MI
132	77	Shuert Industries Inc	\$9,745,628	Sterling Heights	MI	147	-	Draftfcb Inc	\$8,655,043	Chicago	IL
133	-	General Dynamics Information Technology	\$9,728,011	Fairfax	VA	148	-	Skyline Mail Carriers	\$8,543,789	Federal Way	WA
134	-	Biscayne Contractors Inc	\$9,707,688	Alexandria	VA	149	-	Societe Air France	\$8,413,942	Paris	France
135	-	Support Services of America Inc	\$9,666,828	Norwalk	CA	150	-	Ernst & Young	\$8,366,635	Philadelphia	PA



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About Husch Blackwell

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We represent national and global leaders in major industries that include agribusiness, energy, financial services, healthcare, manufacturing, chemicals, and telecommunications. Our attorneys are recognized by leading professional and industry organizations for their knowledge and expertise across a broad range of legal services.

Our Government Contracts practice, based in our Washington, D.C. office, represents domestic and international clients involved in all phases of government contracting, including bid protests, contract administration, change orders, audits, claims and disputes, and compliance programs. A special focus of this practice is providing advice to Postal Service contractors.

David Hendel, chair of the firm's Postal Service Contracting practice, commenced his legal practice in 1982 as an Honors Attorney in the Office of Contracts and Property Law at U.S. Postal Service Headquarters. For six years, he advised postal officials on procurement matters, litigated contract claims, and handled agency protests. He received a special commendation for meritorious service from the agency's top procurement official.

After entering private practice and representing clients in "standard" federal agency procurements, he realized how vastly those rules differed from the Postal Service's procurement environment. To help contractors succeed within this special environment, he developed four popular training courses on postal contracting. Over 1,000 contractors have attended these seminars. Since 2001, he has annually compiled and published a list of the Postal Service's top suppliers. Recognized as an authority on postal contracting, he is highly sought-after by the media and industry trade journals on postal procurement topics.

David has assisted hundreds of postal suppliers on a wide variety of contract-related matters. In addition, he regularly litigates claims and other matters before the U.S. Court of Federal Claims, the Postal Service Board of Contract Appeals, and various U.S. District Courts. With the government intensifying its efforts to find fraud under federal contracts, David frequently assists contractors facing False Claims Act investigations and litigation.

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