



Top U.S. Postal Service Suppliers for Fiscal Year 2017

Compiled by David P. Hendel

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This list of the top U.S. Postal Service suppliers in fiscal year (FY) 2017 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 company with the highest individual ranking or best known name. City/state designations are based on the information in USPS payment records and may not be the contractor's primary location. The data covers payments made by the Postal Service in FY2017 (October 1, 2016 - September 30, 2017). As in past years, purchases made under credit cards (including U.S. Bank and Voyager card fuel purchases) are not included in this list. The information on this list has not been audited and, thus, may not be fully accurate. Please contact David Hendel if you have questions or know of discrepancies.

A separate alphabetical listing appears on page 3 for ease of finding a particular contractor.

Below are the top 150 suppliers to the U.S. Postal Service based on payments received in fiscal year 2017.

Rank	FY16	Supplier Name	FY17 Amount	City	State
1	1	Federal Express Corporation*	\$ 1,610,032,668	Pasadena	CA
2	8	Eagle Express Lines, Inc. / Hoovestol Inc.*	\$ 452,429,404	South Holland	IL
3	2	EnergyUnited Electric Membership Corporation	\$ 402,457,507	Statesville	NC
4	5	Salmon Companies, Inc.	\$ 314,302,632	Little Rock	AR
5	6	Victory Packaging	\$ 221,231,326	Houston	TX
6	7	Accenture Federal Services	\$ 204,401,689	Chicago	IL
7	3	HP Enterprise Services, LLC*	\$ 198,520,000	Plano	TX
8	10	Northrop Grumman Corporation /Solystic SAS*	\$ 194,079,920	Merrifield	VA
9	9	Wheeler Bros., Inc.	\$ 179,731,008	Somerset	PA
10	11	United Parcel Service of America, Inc* (UPS)*	\$ 171,629,039	Louisville	KY
11	12	United Airlines, Inc.*	\$ 164,566,504	Pasadena	CA
12	13	Citibank North America	\$ 145,751,154	New York	NY
13	14	Universal McCann Worldwide, Inc.*	\$ 141,711,339	New York	NY
14	24	Morgan Olson*	\$ 140,812,882	Sturgis	MI
15	18	Deloitte LLP*	\$ 120,714,663	Philadelphia	PA
16	16	Postal Fleet Services, Inc.	\$ 120,656,661	St. Augustine	FL
17	15	International Business Machines Corporation (IBM)*	\$ 112,266,752	Atlanta	GA
18	22	Verizon, Inc.*	\$ 111,731,297	Philadelphia	PA
19	19	Matheson Trucking, Inc.*	\$ 102,430,781	Sacramento	CA
20	21	Midwest Transport, Inc.	\$ 97,106,698	Robinson	IL
21	26	Southern Mail Service, Inc.	\$ 92,854,241	Houston	TX
22	4	FCA US, LLC (Formerly: Chrysler Group LLC)	\$ 92,727,968	Auburn Hills	MI
23	23	American Airlines, Inc.	\$ 92,554,526	Philadelphia	PA
24	27	Jasper Innovative Solutions*	\$ 89,764,663	Jasper	IN
25	25	Kalitta Air, LLC*	\$ 83,164,506	Ypsilanti	MI
26	28	Delta Air Lines, Inc.	\$ 73,753,118	Atlanta	GA
27	29	Bancroft and Sons Transportation LLC	\$ 73,568,076	Grand Prairie	TX
28	59	Insight Enterprises, Inc.*	\$ 67,094,601	Tempe	AZ
29	31	AT&T Corporation*	\$ 64,695,598	Phoenix	AZ
30		Calero Software, LLC	\$ 61,405,545	Rochester	NY

* Denotes consolidated entries

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Rank	FY16	Supplier Name	FY17 Amount	City	State	Rank	FY16	Supplier Name	FY17 Amount	City	State
31		The Korte Company	\$ 61,246,696	Highland	IL	76	73	MBA Consulting Services, Inc.	\$ 26,677,419	Chantilly	VA
32	53	B & B Trucking, Inc.	\$ 58,426,997	Kalamazoo	MI	77		Command Security Corporation	\$ 26,357,048	Herndon	VA
33	32	PAE	\$ 58,254,532	Arlington	VA	78	145	Raytheon Company	\$ 26,145,475	Waltham	MA
34	30	Bank of America, N.A.	\$ 57,830,700	Charlotte	NC	79	79	Ashton Potter USA Ltd.	\$ 25,317,602	Williamsville	NY
35	38	NCR Corporation*	\$ 57,749,468	Charlotte	NC	80		JLL	\$ 25,276,367	Chicago	IL
36	37	XPO Logistics, Inc.*	\$ 57,527,721	Gainesville	GA	81	114	Commercial Trailer Leasing, Inc.	\$ 25,167,969	Jersey City	NJ
37	36	EMC Corporation	\$ 56,162,151	McLean	VA	82	70	Lyons Express LLC	\$ 25,091,797	Carver	MA
38	43	ECS Federal, Inc.	\$ 52,866,268	Fairfax	VA	83	86	Postal Carrier Corp.	\$ 24,736,617	Palm Beach Gardens	FL
39	39	W.W. Grainger, Inc.	\$ 51,585,723	Lake Forest	IL	84	78	Veltri, Inc.*	\$ 24,405,687	Levittown	PA
40	35	EMCOR Group, Inc.	\$ 50,068,965	Norwalk	CT	85	77	Parsons Corporation	\$ 24,305,033	Pasadena	CA
41	52	Sid Tool Co., Inc.	\$ 49,030,199	Melville	NY	86	91	General Information Services, Inc.	\$ 24,124,991	Chapin	SC
42	44	URSA Major Corporation	\$ 47,228,386	Waukesha	WI	87	111	Florence Corporation	\$ 24,122,481	Manhattan	KS
43	47	Tracie McCormick, Inc.	\$ 46,920,491	Murfreesboro	TN	88	102	C Blackburn, Inc.*	\$ 23,892,184	Elizaville	NY
44	42	World Wide Technology, Inc.	\$ 46,023,047	St. Louis	MO	89	104	Davis Mail Services, Inc.	\$ 23,595,820	Jacksonville	FL
45	45	Beco, Inc.	\$ 45,733,924	New Salem	ND	90	107	Automated Control Technologies, LLC	\$ 23,298,819	Tempe	AZ
46	80	FLS Transportation Services	\$ 44,353,316	Chicago	IL	91	103	Sheehy Mail Contractors, Inc.	\$ 22,691,698	Waterloo	WI
47	49	Siemens Corporation*	\$ 42,209,950	Arlington	TX	92	75	FX Logistics, LLC	\$ 22,279,955	Roswell	GA
48		Vantiv Holding, LLC	\$ 39,711,647	Cincinnati	OH	93	85	International Commerce & Marketing Corporation	\$ 22,253,940	Milwaukee	WI
49	56	Ravn Alaska*	\$ 39,021,951	Anchorage	AK	94	82	Cargo Force, Inc.	\$ 21,897,519	Coral Gables	FL
50	54	LGSTX Distribution Services, Inc.	\$ 38,585,235	Wilmington	OH	95	98	Banknote Corporation of America	\$ 21,848,831	Browns Summit	NC
51	65	Alaska Air Group, Inc.	\$ 37,060,886	Seattle	WA	96	97	John W. Ritter Trucking, Inc.*	\$ 21,324,255	Laurel	MD
52	60	Camber Corporation*	\$ 35,865,357	Fairfax	VA	97		Fleet Vehicle Source, Inc.	\$ 21,066,858	Keller	TX
53	33	Lockheed Martin Corporation*	\$ 35,510,753	Chicago	IL	98	99	International Paper Company*	\$ 20,999,680	Memphis	TN
54	58	Goodyear Tire & Rubber Company	\$ 35,332,423	South Holland	IL	99	81	Cepheid	\$ 20,525,664	Sunnyvale	CA
55	34	C. H. Robinson Worldwide, Inc.	\$ 34,822,590	Overland Park	KS	100	113	Hallmark Custom Marketing, Inc.	\$ 20,365,820	Bloomington	IN
56	48	Alan Ritchey, Inc.*	\$ 34,758,848	Valley View	TX	101	108	MTC Transportation*	\$ 20,240,378	Twentynine Palms	CA
57	55	American Bank Note Company	\$ 34,459,037	Trevese	PA	102	92	Japan Airlines Co., Ltd.	\$ 20,137,048	El Segundo	CA
58	57	Honeywell International, Inc.	\$ 34,375,548	Morris Plains	NJ	103		TriEnda Holdings, LLC	\$ 20,081,308	Portage	WI
59	64	Metro Air Service	\$ 34,286,605	Romulus	MI	104		Marriott International, Inc.	\$ 19,940,108	Bethesda	MD
60	41	Roth Bros., Inc.*	\$ 33,352,804	Youngstown	OH	105	100	Oracle America, Inc.	\$ 19,830,310	Reston	VA
61	67	Staples Contract and Commercial, Inc.	\$ 32,562,559	Englewood	NJ	106	106	The West River Group, Inc.	\$ 19,044,578	Newcomb	MD
62	68	Davenport Transportation, Inc.	\$ 31,994,269	Blairsville	GA	107	116	Hartwig Transit, Inc.	\$ 18,868,571	Schiller Park	IL
63	71	General Dynamics Information Technology	\$ 31,534,748	Fairfax	VA	108	96	Ford Motor Company	\$ 18,808,568	Dearborn	MI
64	76	AJR Trucking, Inc.	\$ 31,140,722	Glendale	CA	109	50	United Sortation Solutions (USS)	\$ 18,642,310	Owings Mills	MD
65	62	Sodrel Truck Lines, Inc.	\$ 29,935,918	Jefferson	IN	110	84	Boyer Ford Trucks, Inc.	\$ 18,498,774	Minneapolis	MN
66	93	Hollingsworth Logistics Group	\$ 29,880,058	Dearborn	MI	111		Nationwide Postal Management	\$ 18,309,577	Cedarhurst	NY
67	88	McCormick Trucking*	\$ 29,579,944	Murfreesboro	TN	112		AECOM*	\$ 18,052,604	Los Angeles	CA
68		Northern Aviation Services*	\$ 29,234,296	Anchorage	AK	113		Cascades Containerboard Packaging	\$ 17,345,775	Quebec	
69	72	Area Storage & Transfer, Inc.	\$ 28,504,647	Harrisburg	PA	114	149	J. J. Morley Enterprises, Inc.	\$ 17,204,341	Alpharetta	GA
70	94	Ryder System, Inc.	\$ 28,183,092	Miami	FL	115		Aramark Corporation	\$ 17,048,372	Philadelphia	PA
71	51	R.R. Donnelley & Sons Company	\$ 27,877,836	Chicago	IL	116	95	OfficeMax North America, Inc.	\$ 16,860,725	Naperville	IL
72	66	Postal Transport, Inc.	\$ 27,867,680	Ocean	NJ	117	117	CompX Security Products	\$ 16,809,523	Dallas	TX
73	87	Alaska Central Express, Inc.	\$ 27,770,541	Anchorage	AK	118	131	Magellan Health, Inc.	\$ 16,786,090	Philadelphia	PA
74	69	Everts Air Alaska*	\$ 27,465,323	Fairbanks	AK	119	129	Thunder Ridge Transport, Inc.	\$ 16,438,675	Springfield	MO
75	74	Le Mar Holdings, Inc.	\$ 27,278,087	Lubbock	TX	120		ForeScout Technologies	\$ 16,305,217	San Jose	CA

* Denotes consolidated entries

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Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2017

Rank	Supplier Name	Rank	Supplier Name	Rank	Supplier Name
Rank	Supplier Name	22	FCA US, LLC (Frmly: Chrysler Group LLC)	145	New Directions In Sales, Inc.
147	90 Church Street Limited Partnership	1	Federal Express Corporation*	144	Nicholas Trucking Co., Inc.
6	Accenture Federal Services	96	Fleet Vehicle Source, Inc.	37	Northern Aviation Services*
111	AECOM*	86	Florence Corporation	8	Northrop Grumman Corporation /Solystic SAS*
65	AJR Trucking, Inc.	47	FLS Transportation Services	131	OEM Systems, LLC
57	Alan Ritchey , Inc.*	107	Ford Motor Company	115	OfficeMax North America, Inc.
52	Alaska Air Group, Inc.	134	Foreman Brothers, Inc.	133	Oliver Rubber Company LLC
72	Alaska Central Express, Inc.	119	ForeScout Technologies	104	Oracle America, Inc.
146	AM General	91	FX Logistics, LLC	33	PAE
120	Amec Foster Wheeler	64	General Dynamics Information Technology	84	Parsons Corporation
23	American Airlines, Inc.	85	General Information Services, Inc.	82	Postal Carrier Corp.
58	American Bank Note Company	55	Goodyear Tire & Rubber Company	16	Postal Fleet Services, Inc.
130	American Express Company	124	Gordian	71	Postal Transport, Inc.
114	Aramark Corporation	99	Hallmark Custom Marketing, Inc.	70	R.R. Donnelley & Sons Company
68	Area Storage & Transfer, Inc.	106	Hartwig Transit, Inc.	50	Ravn Alaska*
78	Ashton Potter USA Ltd.	67	Hollingsworth Logistics Group	77	Raytheon Company
29	AT&T Corporation*	59	Honeywell International, Inc.	135	Rood Trucking Company, Inc.
89	Automated Control Technologies, LLC	7	HP Enterprise Services, LLC*	61	Roth Bros., Inc.*
32	B & B Trucking, Inc.	28	Insight Enterprises, Inc.*	69	Ryder System, Inc.
27	Bancroft and Sons Transportation LLC	17	International Business Machines Corporation (IBM)*	4	Salmon Companies, Inc.
34	Bank of America, N.A.	92	International Commerce & Marketing Corporation	90	Sheehy Mail Contractors, Inc.
94	Banknote Corporation of America	97	International Paper Company*	140	Shuert Technologies
46	Beco, Inc.	132	Intralox, LLC	42	Sid Tool Co., Inc.
109	Boyer Ford Trucks, Inc.	113	J. J. Morley Enterprises, Inc.	48	Siemens Corporation*
87	C Blackburn, Inc.*	150	J.B. Hunt Transport Services, Inc.	66	Sodrel Truck Lines, Inc.
56	C. H. Robinson Worldwide, Inc.	101	Japan Airlines Co., Ltd.	21	Southern Mail Service, Inc.
30	Calero Software, LLC	24	Jasper Innovative Solutions*	62	Staples Contract and Commercial, Inc.
53	Camber Corporation*	79	JLL	31	The Korte Company
93	Cargo Force, Inc.	95	John W. Ritter Trucking, Inc.*	122	The Port Authority of New York and New Jersey
128	Carroll Fulmer Logistics Corporation	25	Kaliitta Air, LLC*	105	The West River Group, Inc.
112	Cascades Containerboard Packaging	148	Lanier Brugh Corporation	118	Thunder Ridge Transport, Inc.
98	Cepheid	74	Le Mar Holdings, Inc.	138	Total Quality Logistics (TQL)
12	Citibank North America	51	LGSTX Distribution Services, Inc.	44	Tracie McCormick, Inc.
149	Clifford B. Finkle, Jr. Inc.	54	Lockheed Martin Corporation*	102	TriEnda Holdings, LLC
76	Command Security Corporation	121	Louis Berger	11	United Airlines, Inc.*
80	Commercial Trailer Leasing, Inc.	142	Lynden Air Cargo	10	United Parcel Service of America, Inc* (UPS)*
116	CompX Security Products	81	Lyons Express LLC	108	United Sortation Solutions (USS)
141	Contract Transport, Inc.	117	Magellan Health, Inc.	13	Universal McCann Worldwide, Inc.
63	Davenport Transportation, Inc.	137	Maples Truck Line, Inc.	43	URSA Major Corporation
88	Davis Mail Services, Inc.	103	Marriott International, Inc.	49	Vantiv Holding, LLC
143	DDA Transport Inc.	19	Matheson Trucking, Inc.*	123	Veltri Trucking*
15	Deloitte LLP*	127	Maxway Trucking	83	Veltri, Inc.*
26	Delta Air Lines, Inc.	75	MBA Consulting Services, Inc.	18	Verizon, Inc.*
2	Eagle Express Lines, Inc. / Hoovestol Inc.*	125	McCormick Trucking*	5	Victory Packaging
39	ECS Federal, Inc.	60	Metro Air Service	40	W.W. Grainger, Inc.
136	Edward Zengel & Son Express Inc.	20	Midwest Transport, Inc.	126	Western Industrial Contractors, Inc.
38	EMC Corporation	14	Morgan Olson*	139	Weston Solutions, Inc.
41	EMCOR Group, Inc.	100	MTC Transportation*	9	Wheeler Bros., Inc.
3	EnergyUnited Electric Membership Corporation	110	Nationwide Postal Management	45	World Wide Technology, Inc.
73	Everts Air Alaska*	35	NCR Corporation*	36	XPO Logistics, Inc.*
129	Fames Transport, Inc.	101	Japan Airlines Co., Ltd.		

* Denotes consolidated entries

Top U.S. Postal Service Suppliers for Fiscal Year 2017

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Rank	FY16	Supplier Name	FY17 Amount	City	State
121	105	Amec Foster Wheeler	\$ 16,302,294	London	UK
122	127	Louis Berger	\$ 16,256,370	Morristown	NJ
123	121	The Port Authority of New York and New Jersey	\$ 16,072,196	New York	NY
124	123	Veltri Trucking*	\$ 16,062,773	Washington	PA
125		Gordian	\$ 16,005,599	Greenville	SC
126	144	Western Industrial Contractors, Inc.	\$ 15,955,218	Aurora	CO
127	122	Maxway Trucking	\$ 15,832,963	Salt Lake City	UT
128	90	Carroll Fulmer Logistics Corporation	\$ 15,399,814	Groveland	FL
129	125	Fames Transport, Inc.	\$ 15,390,240	Escondido	CA
130	46	American Express Company	\$ 15,275,778	Phoenix	AZ
131	101	OEM Systems, LLC	\$ 14,964,592	Okarche	OK
132	126	Intralox, LLC	\$ 14,495,151	New Orleans	LA
133	118	Oliver Rubber Company LLC	\$ 14,411,492	Atlanta	GA
134	136	Foreman Brothers, Inc.	\$ 14,257,685	Detroit	MI
135	141	Rood Trucking Company, Inc.	\$ 14,057,758	Mineral Ridge	OH

Rank	FY16	Supplier Name	FY17 Amount	City	State
136	139	Edward Zengel & Son Express Inc.	\$ 14,021,728	Fort Myers	FL
137	138	Maples Truck Line, Inc.	\$ 13,985,823	Springfield	MO
138	89	Total Quality Logistics (TQL)	\$ 13,939,314	Cincinnati	OH
139	132	Weston Solutions, Inc.	\$ 13,816,906	West Chester	PA
140		Shuert Technologies	\$ 13,726,296	Sterling Heights	MI
141	134	Contract Transport, Inc.	\$ 13,604,303	Des Moines	IA
142	128	Lynden Air Cargo	\$ 13,358,299	Anchorage	AK
143	135	DDA Transport Inc.	\$ 13,302,443	Londonderry	NH
144	142	Nicholas Trucking Co., Inc.	\$ 13,293,324	Court Dale	PA
145	110	New Directions In Sales, Inc.	\$ 13,131,679	Des Moines	IA
146		AM General	\$ 13,059,251	South Bend	IN
147	140	90 Church Street Limited Partnership	\$ 12,968,970	New York	NY
148	130	Lanier Brugh Corporation	\$ 12,789,392	Portland	OR
149	150	Clifford B. Finkle, Jr. Inc.	\$ 12,744,098	Clifton	NJ
150		J.B. Hunt Transport Services, Inc.	\$ 12,670,525	Lowell	AR



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David is chair of Husch Blackwell's Postal Service Contracting practice and a partner in the Government Contracts group. He focuses his practice on Postal Service contracting matters and has represented hundreds of postal contractors, from small businesses to Fortune 50 companies. David has experience in procurement issues, bid protests, contract administration and interpretation, claim preparation and litigation, terminations, fraud investigations and False Claims Act matters. He writes a monthly "Legal Corner" column on postal contracting for the National Star Route Mail Contractors Association and regularly presents seminars on postal contracting topics.

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Based in Washington, D.C., our Government Contracts practice 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.

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