



## Top U.S. Postal Service Suppliers for Fiscal Year 2015

Compiled by David P. Hendel

### David P. Hendel

Husch Blackwell LLP  
750 17th Street, NW, Suite 900  
Washington, D.C. 20006-4656

Direct: 202.378.2356  
david.hendel@huschblackwell.com

The below list of the top U.S. Postal Service suppliers in fiscal year (FY) 2015 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 or most well-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 FY 2015 (October 1, 2014 - September 30, 2015). 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 any questions or know of any 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 2015.**

Rank	FY14	Supplier Name	FY15 Amount	City	State
1	1	Federal Express Corporation*	\$1,371,942,204	Pasadena	CA
2	2	EnergyUnited Electric Membership Corporation	\$439,851,813	Statesville	NC
3	-	Honeywell International, Inc.	\$273,078,645	Morris Plains	NJ
4	3	Salmon Companies, Inc.* (Frmly: Pat Salmon & Sons, Inc.)	\$229,166,476	Little Rock	AR
5	4	Victory Packaging	\$211,547,593	Houston	TX
6	6	United Airlines, Inc.*	\$196,698,413	Pasadena	CA
7	7	HP Enterprise Services, LLC	\$191,687,741	Plano	TX
8	8	Accenture Federal Services	\$188,000,633	Chicago	IL
9	9	Wheeler Bros., Inc.	\$175,250,447	Somerset	PA
10	10	Northrop Grumman Corporation*	\$158,566,933	Merrifield	VA
11	12	United Parcel Service* (UPS)	\$153,873,468	Louisville	KY
12	13	Eagle Express Lines, Inc.	\$140,227,508	South Holland	IL
13	11	Universal McCann Worldwide, Inc.*	\$137,489,666	New York	NY
14	14	International Business Machines Corporation (IBM)*	\$122,111,935	Atlanta	GA
15	5	Kalitta Air, LLC	\$96,665,734	Ypsilanti	MI
16	15	Delta Air Lines, Inc.	\$93,438,593	Atlanta	GA
17	19	Hoovestol, Inc.*	\$92,035,999	Eagan	MN
18	25	American Airlines, Inc.	\$81,943,954	Philadelphia	PA
19	40	EMC Corporation	\$81,050,000	McLean	VA
20	17	AT&T Corporation*	\$80,924,391	Phoenix	AZ
21	18	Matheson Trucking, Inc.*	\$80,187,577	Sacramento	CA
22	22	Beam Brothers Trucking, Inc.	\$76,180,489	Mt. Crawford	VA
23	24	Midwest Transport, Inc.	\$74,578,068	Robinson	IL
24	23	Jasper Innovative Solutions*	\$74,255,949	Jasper	IN
25	20	Deloitte LLP*	\$73,740,297	Philadelphia	PA
26	-	FCA US, LLC (Frmly: Chrysler Group LLC)	\$70,608,098	Auburn Hills	MI
27	34	NCR Corporation*	\$59,631,643	Charlotte	NC
28	21	Tangoe, Inc.	\$59,488,370	San Diego	CA
29	33	Bancroft and Sons Transportation LLC	\$57,185,389	Grand Prairie	TX
30	54	Postal Fleet Services, Inc.	\$53,247,172	St. Augustine	FL

\* Denotes consolidated entries

# Top U.S. Postal Service Suppliers for Fiscal Year 2015

(continued from page 1)

Rank	FY14	Supplier Name	FY15 Amount	City	State	Rank	FY14	Supplier Name	FY15 Amount	City	State
31	30	PAE	\$50,682,567	Arlington	VA	76	100	Teradata Government Systems LLC	\$24,177,828	Chicago	IL
32	26	W.W. Grainger, Inc.	\$49,342,348	Lake Forest	IL	77	103	Davenport Transportation, Inc.	\$23,963,603	Blairsville	GA
33	37	Bank of America, N.A.	\$49,001,667	Charlotte	NC	78	76	Ashton Potter USA Ltd.	\$23,222,142	Williamsville	NY
34	57	Roth Bros., Inc.*	\$48,158,995	Youngstown	OH	79	67	Cargo Force, Inc.	\$23,093,919	Coral Gables	FL
35	-	United Sortation Solutions (USS)	\$46,902,024	Owings Mills	MD	80	78	Area Storage & Transfer, Inc.	\$22,771,654	Harrisburg	PA
36	43	C. H. Robinson Worldwide, Inc.	\$45,211,964	Overland Park	KS	81	73	ABM	\$22,549,869	San Francisco	CA
37	50	World Wide Technology, Inc.	\$45,034,689	St. Louis	MO	82	88	T&T Enterprises of Ohio, Inc.	\$22,269,587	Cincinnati	OH
38	31	American Express Company	\$42,532,821	Phoenix	AZ	83	90	Postal Carrier Corp.	\$22,053,901	Palm Beach Gardens	FL
39	27	Verizon, Inc.*	\$42,363,629	Philadelphia	PA	84	74	The West River Group, Inc.	\$21,801,454	Newcomb	MD
40	32	Beco, Inc.	\$40,556,190	New Salem	ND	85	-	Amec Foster Wheeler	\$21,100,231	London	UK
41	62	Southern Mail Service, Inc.	\$38,158,600	Houston	TX	86	83	Hollingsworth Logistics Group	\$20,863,242	Dearborn	MI
42	42	EMCOR Group, Inc.	\$38,093,506	Norwalk	CT	87	87	Hallmark Custom Marketing, Inc.	\$20,419,031	Bloomington	IN
43	69	ECS Federal, Inc.	\$38,017,798	Fairfax	VA	88	85	FedCentric Technologies, LLC	\$20,117,551	Chevy Chase	MD
44	55	LGSTX Distribution Services, Inc.	\$37,166,880	Wilmington	OH	89	77	Cepheid	\$19,995,297	Sunnyvale	CA
45	36	Siemens*	\$36,540,428	Arlington	TX	90	94	Alaska Central Express, Inc.	\$19,769,421	Anchorage	AK
46	38	American Bank Note Company	\$35,734,226	Trevoise	PA	91	84	Oracle America, Inc.	\$19,722,671	Reston	VA
47	52	Tracie McCormick, Inc.	\$34,882,829	Murfreesboro	TN	92	102	Sennett Security Products, LLC	\$19,267,526	Chantilly	VA
48	53	Sid Tool Co., Inc.	\$34,856,048	Melville	NY	93	96	International Paper Company*	\$18,758,913	Memphis	TN
49	-	Minnesota Diversified Industries (MDI)*	\$34,634,077	Minneapolis	MN	94	75	Florence Corporation	\$18,192,727	Manhattan	KS
50	41	Goodyear Tire & Rubber Company	\$34,446,486	South Holland	IL	95	97	Axiom Automotive Technologies	\$17,484,803	Walton Hills	OH
51	51	R.R. Donnelley & Sons Company	\$33,576,799	Chicago	IL	96	111	eBay, Inc.	\$17,443,150	San Jose	CA
52	47	Ravn Alaska*	\$33,360,713	Anchorage	AK	97	-	AECOM*	\$17,183,684	Los Angeles	CA
53	63	Sodrel Truck Lines, Inc.	\$32,952,342	Jefferson	IN	98	-	FX Logistics, LLC	\$16,933,598	Roswell	GA
54	70	XO Communications Services, LLC	\$32,580,486	Herndon	VA	99	125	C Blackburn, Inc.*	\$16,692,723	Elizaville	NY
55	44	Northern Air Cargo, Inc.	\$31,894,773	Anchorage	AK	100	98	Commercial Trailer Leasing, Inc.	\$16,688,953	Jersey City	NJ
56	59	B & B Trucking, Inc.	\$31,630,421	Kalamazoo	MI	101	147	XPO Logistics, Inc.*	\$16,685,599	Gainesville	GA
57	48	Alan Ritchey, Inc.	\$31,610,337	Valley View	TX	102	115	Sheehy Mail Contractors, Inc.	\$16,601,807	Waterloo	WI
58	56	Veltri, Inc.	\$31,192,100	Levittown	PA	103	127	John W. Ritter Trucking, Inc.*	\$16,325,826	Laurel	MD
59	49	Alaska Air Group, Inc.	\$30,786,375	Seattle	WA	104	86	Bowman Sales and Equipment, Inc.	\$16,041,560	Hagerstown	MD
60	28	Parsons Corporation	\$30,450,124	Pasadena	CA	105	132	McCormick Trucking	\$15,953,693	Murfreesboro	TN
61	91	URSA Major Corporation	\$28,487,198	Waukesha	WI	106	99	Oliver Rubber Company LLC	\$15,847,501	Atlanta	GA
62	71	Staples Contract and Commercial, Inc.	\$27,809,252	Englewood	NJ	107	122	Boneal, Inc.	\$15,355,609	Means	KY
63	82	General Dynamics Information Technology	\$27,484,400	Fairfax	VA	108	140	New Directions In Sales, Inc.	\$15,052,761	Des Moines	IA
64	60	Everts Air Alaska*	\$26,998,129	Fairbanks	AK	109	108	Marriott International, Inc.	\$15,022,442	Bethesda	MD
65	-	Utilimaster Corporation	\$26,821,593	Bristol	IN	110	104	Magellan Health, Inc.	\$14,874,860	Philadelphia	PA
66	93	Camber Corporation*	\$26,655,871	Fairfax	VA	111	101	The Port Authority of New York and New Jersey	\$14,789,024	New York	NY
67	80	MBA Consulting Services, Inc.	\$26,382,496	Chantilly	VA	112	113	Ryder System, Inc.	\$13,944,284	Miami	FL
68	92	Postal Transport, Inc.	\$25,992,687	Ocean	NJ	113	107	CompX Security Products	\$13,828,555	Dallas	TX
69	72	Postal Products Unlimited, Inc.	\$25,325,851	Milwaukee	WI	114	119	Rood Trucking Company, Inc.	\$13,781,243	Mineral Ridge	OH
70	66	Aeko Kula, Inc.	\$25,158,211	Honolulu	HI	115	109	Hartwig Transit, Inc.	\$13,734,263	Schiller Park	IL
71	81	Le Mar Holdings, Inc.	\$24,926,527	Lubbock	TX	116	45	The Korte Company	\$13,667,372	Highland	IL
72	46	Japan Airlines Co., Ltd.	\$24,832,049	El Segundo	CA	117	144	Fames Transport, Inc.	\$13,567,686	Escondido	CA
73	65	OfficeMax North America, Inc.	\$24,339,289	Naperville	IL	118	126	Integrated Airline Services, Inc.	\$13,520,921	Denver	CO
74	68	Metro Air Service	\$24,222,885	Romulus	MI	119	139	Maxway Trucking	\$13,492,018	Salt Lake City	UT
75	39	Lockheed Martin Corporation*	\$24,210,193	Chicago	IL	120	105	Foreman Brothers, Inc.	\$13,397,268	Detroit	MI

\* Denotes consolidated entries

(Top 150 list continues on page 4)

# Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2015

Rank	Supplier Name	Rank	Supplier Name	Rank	Supplier Name
124	90 Church Street Limited Partnership	26	FCA US, LLC (Frmly: Chrysler Group LLC)	106	Oliver Rubber Company LLC
81	ABM	88	FedCentric Technologies, LLC	91	Oracle America, Inc.
8	Accenture Federal Services	1	Federal Express Corporation*	31	PAE
97	AECOM*	94	Florence Corporation	60	Parsons Corporation
70	Aeko Kula, Inc.	120	Foreman Brothers, Inc.	125	Petroleum Traders Corporation
121	AJR Trucking, Inc.	98	FX Logistics, LLC	83	Postal Carrier Corp.
57	Alan Ritchey , Inc.	63	General Dynamics Information Technology	30	Postal Fleet Services, Inc.
59	Alaska Air Group, Inc.	50	Goodyear Tire & Rubber Company	69	Postal Products Unlimited, Inc.
90	Alaska Central Express, Inc.	138	Habasit America	68	Postal Transport, Inc.
139	Alpine Aviation, Inc..	87	Hallmark Custom Marketing, Inc.	133	R. & F. Transportation Company, Inc.
85	Amec Foster Wheeler	115	Hartwig Transit, Inc.	51	R.R. Donnelley & Sons Company
18	American Airlines, Inc.	86	Hollingsworth Logistics Group	140	Rand-Whitney Group LLC
46	American Bank Note Company	3	Honeywell International, Inc.	52	Ravn Alaska*
38	American Express Company	17	Hoovestol, Inc.*	114	Rood Trucking Company, Inc.
80	Area Storage & Transfer, Inc.	7	HP Enterprise Services, LLC	34	Roth Bros., Inc.*
78	Ashton Potter USA Ltd.	135	HUB Group, Inc.	112	Ryder System, Inc.
20	AT& T Corporation*	128	Insight Enterprises, Inc.*	4	Salmon Companies, Inc.* (Frmly: Pat Salmon & Sons, Inc.)
95	Axiom Automotive Technologies	118	Integrated Airline Services, Inc.	92	Sennett Security Products, LLC
56	B & B Trucking, Inc.	14	International Business Machines Corporation (IBM)*	102	Sheehy Mail Contractors, Inc.
145	B J Trucking Company, Inc.	93	International Paper Company*	48	Sid Tool Co., Inc.
29	Bancroft and Sons Transportation LLC	149	Intralox, L.L.C.	45	Siemens*
33	Bank of America, N.A.	72	Japan Airlines Co., Ltd.	143	Skyline Mail Carriers, Inc.
22	Beam Brothers Trucking, Inc.	24	Jasper Innovative Solutions*	53	Sodrel Truck Lines, Inc.
40	Beco, Inc.	103	John W. Ritter Trucking, Inc.*	41	Southern Mail Service, Inc.
107	Boneal, Inc.	129	Jones Lang LaSalle Incorporated	62	Staples Contract and Commercial, Inc.
104	Bowman Sales and Equipment, Inc.	15	Kalitta Air, LLC	131	Sterigenics East Corporation
99	C Blackburn, Inc.*	142	Kore, Inc.	82	T&T Enterprises of Ohio, Inc.
36	C. H. Robinson Worldwide, Inc.	130	Lanier Brugh Corporation	28	Tangoe, Inc.
66	Camber Corporation*	71	Le Mar Holdings, Inc.	76	Teradata Government Systems LLC
79	Cargo Force, Inc.	44	LGSTX Distribution Services, Inc.	148	The Boston Consulting Group
123	Carroll Fulmer Logistics Corporation	75	Lockheed Martin Corporation*	116	The Korte Company
132	Causley Trucking, Inc.	134	Louis Berger	111	The Port Authority of New York and New Jersey
89	Cepheid	150	Louis V Lepak Trucking Co., Inc.	84	The West River Group, Inc.
100	Commercial Trailer Leasing, Inc.	144	Lynden Air Cargo	127	Total Quality Logistics (TQL)
113	CompX Security Products	110	Magellan Health, Inc.	47	Tracie McCormick, Inc.
137	Contract Transport, Inc.	109	Marriott International, Inc.	147	TriEnda Lexington Logistics, LLC
141	Cowley Distributing, Inc.	21	Matheson Trucking, Inc.*	6	United Airlines, Inc.*
77	Davenport Transportation, Inc.	119	Maxway Trucking	11	United Parcel Service of America, Inc* (UPS)
126	Davis Mail Services, Inc.	67	MBA Consulting Services, Inc.	35	United Sortation Solutions (USS)
25	Deloitte LLP*	105	McCormick Trucking	13	Universal McCann Worldwide, Inc.*
16	Delta Air Lines, Inc.	74	Metro Air Service	61	URSA Major Corporation
136	Driven Solutions, Inc.*	23	Midwest Transport, Inc.	65	Utilimaster Corporation
12	Eagle Express Lines, Inc.	49	Minnesota Diversified Industries (MDI)*	58	Veltri, Inc.
96	eBay, Inc.	122	MTC Transportation*	39	Verizon, Inc.*
43	ECS Federal, Inc.	27	NCR Corporation*	5	Victory Packaging
19	EMC Corporation	108	New Directions In Sales, Inc.	32	W.W. Grainger, Inc.
42	EMCOR Group, Inc.	146	Nicholas Trucking Co., Inc.	9	Wheeler Bros., Inc.
2	EnergyUnited Electric Membership Corporation	55	Northern Air Cargo, Inc.	37	World Wide Technology, Inc.
64	Everts Air Alaska*	10	Northrop Grumman Corporation*	54	XO Communications Services, LLC
117	Fames Transport, Inc.	73	OfficeMax North America, Inc.	101	XPO Logistics, Inc.*

\* Denotes consolidated entries

# Top U.S. Postal Service Suppliers for Fiscal Year 2015

(continued from page 2)

Rank	FY14	Supplier Name	FY15 Amount	City	State
121	-	AJR Trucking, Inc.	\$13,394,717	Glendale	CA
122	-	MTC Transportation*	\$12,978,163	Twentynine Palms	CA
123	-	Carroll Fulmer Logistics Corporation	\$12,876,927	Groveland	FL
124	116	90 Church Street Limited Partnership	\$12,701,447	New York	NY
125	89	Petroleum Traders Corporation	\$12,439,269	Fort Wayne	IN
126	-	Davis Mail Services, Inc.	\$12,401,227	Jacksonville	FL
127	-	Total Quality Logistics (TQL)	\$12,212,311	Cincinnati	OH
128	-	Insight Enterprises, Inc.*	\$11,830,626	Tempe	AZ
129	-	Jones Lang LaSalle Incorporated	\$11,749,250	Chicago	IL
130	137	Lanier Brugh Corporation	\$11,646,249	Portland	OR
131	141	Sterigenics East Corporation	\$11,632,626	Salem	NJ
132	142	Causley Trucking, Inc.	\$11,587,726	Saginaw	MI
133	145	R. & F. Transportation Company, Inc.	\$11,562,946	Taunton	MA
134	-	Louis Berger	\$11,551,927	Morristown	NJ
135	112	HUB Group, Inc.	\$11,502,958	Downers Grove	IL

Rank	FY14	Supplier Name	FY15 Amount	City	State
136	-	Driven Solutions, Inc.*	\$11,474,060	Dallas	TX
137	114	Contract Transport, Inc.	\$11,433,284	Des Moines	IA
138	143	Habasit America	\$11,337,219	Atlanta	GA
139	110	Alpine Aviation, Inc..	\$11,284,449	Provo	UT
140	-	Rand-Whitney Group LLC	\$11,269,179	Worcester	MA
141	136	Cowley Distributing, Inc.	\$11,217,030	Jefferson City	MO
142	-	Kore, Inc.	\$11,076,797	Orlando	FL
143	128	Skyline Mail Carriers, Inc.	\$11,018,680	Federal Way	WA
144	131	Lynden Air Cargo	\$10,971,730	Anchorage	AK
145	118	B J Trucking Company, Inc.	\$10,918,940	Greensboro	NC
146	-	Nicholas Trucking Co., Inc.	\$10,788,887	Court Dale	PA
147	121	TriEnda Lexington Logistics, LLC	\$10,778,117	Portage	WI
148	-	The Boston Consulting Group	\$10,602,999	Boston	MA
149	150	Intralox, L.L.C.	\$10,469,075	New Orleans	LA
150	-	Louis V Lepak Trucking Co., Inc.	\$10,316,444	Oklahoma City	OK

To view previous Top Supplier lists or learn more about Postal Service Contracting, visit our website at [www.huschblackwell.com/postal-service-contracting](http://www.huschblackwell.com/postal-service-contracting).



## David P. Hendel

Husch Blackwell LLP  
750 17th Street, NW, Suite 900  
Washington, D.C. 20006-4656

Direct: 202.378.2356  
david.hendel@huschblackwell.com

Chair of Husch Blackwell's Postal Service Contracting practice and partner in the Government Contract group, David's practice focuses on Postal Service contracting matters. He has represented hundreds of postal contractors, from small businesses to Fortune 50 companies. He has extensive 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.

## About Husch Blackwell

Husch Blackwell is an industry focused full-service litigation and business law firm with 16 offices across the U.S. and in London. We represent national and global leaders in major industries including energy and natural resources; financial services; food and agribusiness; healthcare, life sciences and education; real estate, development and construction; and technology, manufacturing and transportation.

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.

© 2016 Husch Blackwell LLP

**HUSCH BLACKWELL**

# The Contractor's Perspective

HOME > FUNDING SHORTFALLS (SEQUESTRATION & SHUTDOWN) > IS THE U.S. POSTAL SERVICE ACTUALLY OVER-FUNDED?

## Is the U.S. Postal Service actually over-funded?

By David P. Hendel on February 10, 2015

POSTED IN FUNDING SHORTFALLS (SEQUESTRATION & SHUTDOWN), POSTAL SERVICE CONTRACTING

Ever since the Postal Service "defaulted" on its annual \$5.5 billion payment to the U.S. Treasury for retiree pre-funding obligations, it has been assumed that USPS is a pauper agency. But a new white paper issued by the USPS Office of Inspector General concludes that the value of the Postal Service's real estate holdings, and other factors, far outweigh its retiree obligations.



Our government contracts blog offers perspective on key developments in the law affecting contractors that do business with the federal government. For current posts on postal service contracting, visit our blog at: [contractorsperspective.com/postal-service-contracting](http://contractorsperspective.com/postal-service-contracting)