

Top U.S. Postal Service Suppliers for Fiscal Year 2012

(continued from page 2)

Rank	FY11	Supplier Name	FY12 Amount	City	State	Rank	FY11	Supplier Name	FY12 Amount	City	State
121	108	Mansfield Oil Company	\$11,662,588.16	Atlanta	GA	136	116	Sterigenics East Corp.	\$10,282,295.08	Salem	NJ
122	-	The Boston Consulting Group	\$11,461,150.00	Boston	MA	137	141	Sadler Bros. Trucking & Leasing Co, Inc.	\$10,098,099.40	Nashville	TN
123	120	Sheehy Mail Contractors, Inc.	\$11,425,330.62	Waterloo	WI	138	137	Rand Whitney*	\$10,002,910.00	Montville	CT
124	54	AC Technologies, Inc. - **Avaya Government Solutions, Inc.	\$11,417,425.21	Fairfax	VA	139	148	Southern Counties Oil Co.	\$9,430,652.95	Orange	CA
125	129	E. F. Thompson, Inc.	\$11,340,864.14	Thornburg	VA	140	-	Inteplast Group, LTD	\$9,386,160.00	Livingston	NJ
126	126	British Airways PLC	\$11,247,493.63	Flushing	NY	141	113	EnerSys, Inc.	\$9,325,760.09	Charlotte	NC
127	133	Roth Trucking, Inc.	\$11,230,930.50	Grand Rapids	MI	142	140	Biscayne Contractors, Inc.	\$9,232,052.27	Alexandria	VA
128	-	Roth Bros., Inc.	\$11,109,455.93	Youngstown	OH	143	-	L & G Industries, Inc.	\$9,149,140.31	Little Rock	AR
129	-	Postal Carrier Corp.	\$11,072,260.94	Palm Beach Gardens	FL	144	122	Robert M. Neff, Inc.	\$9,029,053.71	Hebron	OH
130	-	Alaska Central Express, Inc.	\$10,562,909.54	Anchorage	AK	145	142	United States Auto Club Motoring Division, Inc.	\$8,731,586.85	Carrollton	TX
131	130	Harris IT Services Corporation	\$10,534,017.20	Dulles	VA	146	-	Boneal Incorporated	\$8,706,028.03	Means	KY
132	-	TriEnda Lexington Logistics, LLC	\$10,453,171.50	Portage	WI	147	-	Ryan Air Service, Inc.	\$8,666,048.80	Anchorage	AK
133	-	XO Communications Services, Inc.	\$10,428,188.59	Herndon	VA	148	101	Shuert Industries, Inc.	\$8,601,840.18	Sterling Heights	MI
134	109	Variety Contractors, Inc.	\$10,424,801.53	Seville	OH	149	121	State of Oklahoma	\$8,567,921.77	Tulsa	OK
135	112	Cenveo Corp.	\$10,366,565.96	Chicago	IL	150	149	R&F Transportation Company Inc.	\$8,406,817.00	Tranton	MA



David P. Hendel

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

Direct dial: 202.378.2356
david.hendel@huschblackwell.com

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.

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We represent national and global leaders in major industries that include agribusiness, energy, financial services, healthcare, manufacturing, real estate and construction. 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

To learn more about Postal Service Contracting, including the full text of the Supplying Principles and Practices manual and other USPS purchasing rules, visit our website at:

www.huschblackwell.com/postal-service-contracting

The screenshot shows the Husch Blackwell website. At the top, there is a navigation menu with links for HOME, SERVICES, ABOUT, CONTACT, and ARCHIVES. Below the navigation is a banner image of an eagle with the text "Our Insight. Your Advantage." and the website URL "huschblackwell.com". The main content area features a search bar and a list of blog posts. The first post is titled "The Contractor's Perspective" and is dated January 07, 2013, by Claude P. Goddard. The second post is titled "New regulations on nondisplacement of qualified workers under Service Contracts" and is dated January 19, 2013, by David P. Hendel. The third post is titled "The Ghosts of Postal Past, Present, and Future" and is dated December 17, 2012, by David P. Hendel. The website also includes a sidebar with sections for "MEET THE BLOG AUTHORS", "SUBSCRIBE", and "TOPICS".

For current issues in Postal Service Contracting, visit our blog at contractorsperspective.com



Top U.S. Postal Service Suppliers for Fiscal Year 2012

Compiled by David P. Hendel

David P. Hendel

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

Direct dial: 202.378.2356
david.hendel@huschblackwell.com

The below list of the top U.S. Postal Service suppliers in Fiscal Year (FY) 2012 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. City/state designations are based on the information in USPS payment records, which may not be the contractor's primary location. The data covers payments made by the Postal Service in fiscal year 2012 (October 1, 2011 - September 30, 2012). The contractor ranking for FY 2011 is slightly revised from our prior year's publication based on additional data from Alaska air carriers not previously provided. 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.

Shown are the top 150 suppliers to the U.S. Postal Service based on payments received in fiscal year 2012.

Rank	FY11	Supplier Name	FY12 Amount	City	State
1	1	Federal Express Corporation	\$1,618,197,536.71	Pasadena	CA
2	2	Kalitta Air LLC	\$396,618,974.95	Ypsilanti	MI
3	4	Pat Salmon & Sons, Inc.*	\$227,979,587.43	Little Rock	AR
4	3	Northrop Grumman*	\$184,363,645.00	Merrifield	VA
5	20	Siemens*	\$167,811,740.07	Arlington	TX
6	10	United Airlines, Inc.	\$153,411,749.00	Pasadena	CA
7	15	Hewlett-Packard Co.*	\$143,553,827.00	Atlanta	GA
8	7	Accenture	\$135,883,812.57	Chicago	IL
9	5	Wheeler Bros., Inc.	\$129,735,270.65	Somerset	PA
10	11	United Parcel Service Company, Inc.*	\$126,357,591.00	Louisville	KY
11	9	International Business Machines	\$125,260,869.17	Atlanta	GA
12	6	Campbell Ewald Co.	\$104,480,948.45	Warren	MI
13	12	Eagle Express Lines, Inc.	\$94,020,615.33	South Holland	IL
14	13	Matheson Trucking, Inc.	\$90,288,013.00	Sacramento	CA
15	22	Delta Air Lines, Inc.	\$85,570,535.92	Atlanta	GA
16	21	Convergys Government Solutions LLC	\$73,600,941.72	Cincinnati	OH
17	35	EMC Corporation	\$67,114,671.76	McLean	VA
18	24	Southern Mail Services*	\$60,075,237.00	Houston	TX
19	26	Beam Bros. Trucking, Inc.	\$58,192,681.90	Mt. Crawford	VA
20	25	Midwest Transport, Inc.	\$55,552,626.59	Robinson	IL
21	17	American Airlines, Inc.	\$55,191,715.07	Chicago	IL
22	18	Verizon*	\$54,093,885.00	Philadelphia	PA
23	14	Parsons Corporation	\$53,445,582.16	Pasadena	CA
24	19	W. W. Grainger, Inc.	\$53,352,533.03	Kansas City	MO
25	30	AT&T Corporation	\$52,626,205.27	Phoenix	AZ
26	34	CSC Applied Technologies LLC	\$52,610,301.32	Urbandale	IA
27	97	International Paper Company	\$50,258,127.00	Memphis	TN
28	39	Lockheed Martin Corp.	\$47,971,609.14	Chicago	IL
29	59	American Bank Note	\$47,115,948.15	Trevoise	PA
30	52	Motorola	\$46,595,644.00	Charlotte	NC

* Denotes consolidated entries
** Denotes new company name

Top U.S. Postal Service Suppliers for Fiscal Year 2012

(continued from page 1)

Rank	FY11	Supplier Name	FY12 Amount	City	State	Rank	FY11	Supplier Name	FY12 Amount	City	State
31	61	Deloitte	\$43,493,611.00	Philadelphia	PA	76	67	Alliance Packaging, Inc.	\$18,480,143.40	Seattle	WA
32	28	Hallmark Custom Marketing, Inc.	\$43,162,033.17	Bloomington	IN	77	69	Bell, Inc.	\$18,242,916.54	Sioux Falls	SD
33	29	McCormick Trucking, Inc.*	\$41,411,996.00	Murfreesboro	TN	78	82	Sennett Security Products, LLC	\$18,213,307.47	Chantilly	VA
34	37	Beco, Inc.	\$39,607,679.77	New Salem	ND	79	80	J. B. Hunt Transport, Inc.	\$17,953,835.85	Lowell	AR
35	42	Lange Trucking, Inc.	\$37,158,475.68	Pleasanton	CA	80	90	Orange County Container - **Smurfit Kappa Group	\$17,673,560.38	Industry	CA
36	32	Hoovestol, Inc.*	\$36,333,917.00	Eagan	MN	81	94	T&T Enterprises of Ohio, Inc.	\$17,074,931.34	Cincinnati	OH
37	33	OfficeMax, Inc.*	\$35,758,049.00	Chicago	IL	82	71	Moore Wallace North America	\$16,852,614.34	Chicago	IL
38	43	Clifford B. Finkle, Jr. Inc.*	\$35,490,724.00	Clifton	NJ	83	84	Area Storage & Transfer, Inc.	\$16,784,161.77	Harrisburg	PA
39	27	NCR Corporation*	\$35,350,293.00	Charlotte	NC	84	-	Electronic Consulting Services, Inc.	\$16,603,955.37	Fairfax	VA
40	36	Bancroft & Sons Transportation, LLC	\$35,319,948.96	Grand Prairie	TX	85	81	Metro Air Service, Inc.	\$16,434,915.90	Romulus	MI
41	-	Emcor Facilities Services, Inc.	\$35,308,736.90	Phoenix	AZ	86	73	Magellan Behavioral Health	\$16,266,775.12	Philadelphia	PA
42	45	American Express	\$34,603,804.83	Phoenix	AZ	87	78	Hartwig Transit, Inc.	\$16,260,680.36	Schiller Park	IL
43	65	Northern Air Cargo	\$34,052,301.77	Anchorage	AK	88	125	Le-Mar Holdings, Inc.	\$15,896,318.03	Lubbock	TX
44	23	Alan Ritchey, Inc.*	\$32,797,747.00	Valley View	TX	89	89	Veltri, Inc.	\$15,782,329.97	Levittown	PA
45	95	Alaska Airlines, Inc.	\$32,332,256.39	Seattle	WA	90	70	Postal Products Unlimited, Inc.	\$15,729,037.14	Milwaukee	WI
46	75	Cargo Force, Inc.	\$31,990,663.46	Coral Gables	FL	91	40	Oracle America, Inc.	\$15,664,997.02	Reston	VA
47	46	Japan Airlines Co., Ltd.	\$31,917,221.44	El Segundo	CA	92	87	URSA Major Corporation	\$15,483,771.81	Waukesha	WI
48	38	New Breed Leasing of NJ, Inc.	\$30,721,015.99	High Point	NC	93	-	Avaya Government Solutions	\$15,283,245.57	Fairfax	VA
49	57	Pitney Bowes, Inc.*	\$30,077,201.00	Lanham	MD	94	114	Davenport Transportation Company	\$14,885,925.00	Blairsville	GA
50	55	Goodyear Tire and Rubber Company	\$27,913,025.67	South Holland	IL	95	91	Causley Trucking, Inc.*	\$14,732,692.00	Saginaw	MI
51	-	ERA Aviation, Inc	\$27,167,313.79	Anchorage	AK	96	150	Postal Fleet Services, Inc.	\$14,575,047.62	St. Augustine	FL
52	49	Sodrel Truck Lines, Inc.*	\$26,560,715.00	Jeffersonville	IN	97	92	Contract Transport, Inc.	\$14,453,898.44	Des Moines	IA
53	16	Continental Airlines - ** United Continental Holdings	\$25,906,261.00	Houston	TX	98	93	Alpine Aviation, Inc.	\$14,207,212.66	Provo	UT
54	50	Tatonduk Flying Service - **Everts Air Alaska	\$26,076,823.53	Fairbanks	AK	99	96	Support Services of America, Inc.	\$13,853,217.23	Norwalk	CA
55	53	Jasper Innovative Solutions, Inc.	\$25,558,148.53	Jasper	IN	100	110	Worldwide Flight Services	\$13,712,800.28	Euless	TX
56	47	Serco, Inc.	\$25,288,015.18	Palatine	IL	101	-	Staples Contract & Commercial, Inc.	\$13,664,739.45	Englewood	NJ
57	-	The West River Group	\$25,129,105.55	Newcomb	MD	102	106	Oliver Rubber Company LLC	\$13,493,300.35	Atlanta	GA
58	79	General Dynamics Information Technology	\$23,745,113.89	Fairfax	VA	103	107	Videojet Technologies, Inc.	\$13,470,656.87	Wood Dale	IL
59	56	ABM Security Services	\$23,173,456.47	San Francisco	CA	104	-	Pallet Companies, Inc.	\$13,394,708.55	Houston	TX
60	62	Ashton Potter USA LTD	\$22,332,814.37	Williamsville	NY	105	115	New Directions In Sales, Inc.	\$13,012,631.29	Des Moines	IA
61	-	LGSTX Services, Inc.	\$22,245,305.77	Wilmington	OH	106	103	Commercial Trailer Leasing, Inc.	\$12,746,231.82	Jersey City	NJ
62	86	Webcor Packaging Corporation	\$22,062,855.35	Flint	MI	107	135	Draftfcb, Inc.	\$12,720,385.50	Chicago	IL
63	41	EnergyUnited Electric Membership Corporation	\$21,925,409.08	Statesville	NC	108	136	Habasit America	\$12,688,426.40	Atlanta	GA
64	64	B & B Trucking, Inc.	\$21,918,592.62	Kalamazoo	MI	109	128	John W Ritter Trucking, Inc.	\$12,663,777.49	Laurel	MD
65	66	Trojan Horse Limited	\$20,497,431.79	Hanover	MD	110	72	BJ Trucking Co., Inc.	\$12,642,543.02	Greensboro	NC
66	60	First Data Merchant Services Corporation	\$20,001,422.76	Englewood	CO	111	83	Teradata Government Systems LLC	\$12,642,528.47	Chicago	IL
67	-	Hollingsworth Logistics Group	\$19,847,660.98	Dearborn	MI	112	-	ConEdison Solutions	\$12,390,921.17	Tampa	FL
68	-	MDI	\$19,578,266.21	St. Paul	MN	113	111	Foreman Brothers, Inc.	\$12,373,314.21	Detroit	MI
69	98	Sid Tool Co., Inc.	\$19,298,637.70	Wood Dale	IL	114	144	Florence Corporation of Kansas	\$12,329,458.08	Manhattan	KS
70	58	Axiom	\$19,125,575.14	Chicago	IL	115	119	Lanier Brugh Corporation	\$12,039,599.35	Portland	OR
71	77	Jasper Engine Exchange, Inc.	\$19,050,115.13	Willow Brook	IL	116	51	Western Industrial Contractors	\$11,998,149.25	Aurora	CO
72	68	Petroleum Traders Corp.	\$19,036,164.21	Fort Wayne	IN	117	105	Avery Dennison Corporation*	\$11,979,707.00	Framingham	MA
73	65	Transport International Pool, Inc. - **GE Trail Fleet Services Co.	\$18,574,902.52	Salt Lake City	UT	118	110	Peninsula Airways, Inc.	\$11,941,750.39	Anchorage	AK
74	74	Evergreen Aviation Ground Logistics Enterprises, Inc. (EAGLE)	\$18,550,622.84	Portland	OR	119	125	Lynden Air Cargo	\$11,857,111.83	Anchorage	AK
75	76	Aeko Kula, Inc.	\$18,516,321.42	Honolulu	HI	120	123	Ernst & Young	\$11,670,293.21	Philadelphia	PA

(Top 150 list continues on page 4)

Top U.S. Postal Service Suppliers for Fiscal Year 2012

Alphabetical Listing

Rank	Supplier Name
59	ABM Security Services
124	AC Technologies, Inc. - **Avaya Government Solutions, Inc.
8	Accenture
75	Aeko Kula, Inc.
44	Alan Ritchey, Inc.*
45	Alaska Airlines, Inc.
130	Alaska Central Express, Inc.
76	Alliance Packaging, Inc.
98	Alpine Aviation, Inc.
21	American Airlines, Inc.
29	American Bank Note
42	American Express
83	Area Storage & Transfer, Inc.
60	Ashton Potter USA LTD
25	AT&T Corporation
93	Avaya Government Solutions
117	Avery Dennison Corporation*
70	Axiom
64	B & B Trucking, Inc.
40	Bancroft & Sons Transportation, LLC
19	Beam Bros Trucking, Inc.
34	Beco, Inc.
77	Bell, Inc.
142	Biscayne Contractors, Inc.
110	BJ Trucking Co, Inc.
146	Boneal Incorporated
126	British Airways PLC
12	Campbell Ewald Co.
46	Cargo Force, Inc.
95	Causley Trucking, Inc.*
135	Cenveo Corp.
38	Clifford B. Finkle, Jr., Inc.*
106	Commercial Trailer Leasing, Inc.
112	ConEdison Solutions
53	Continental Airlines - ** United Continental Holdings
97	Contract Transport, Inc.
16	Convergys Government Solutions LLC
26	CSC Applied Technologies LLC
94	Davenport Transportation Company
31	Deloitte
15	Delta Air Lines, Inc.
107	Draftfcb, Inc.
125	E. F. Thompson, Inc.
13	Eagle Express Lines, Inc.
84	Electronic Consulting Services, Inc.
17	EMC Corporation
41	Emcor Facilities Services, Inc.
63	EnergyUnited Electric Membership Corporation
141	EnerSys, Inc.
51	ERA Aviation, Inc.

Rank	Supplier Name
120	Ernst & Young
74	Evergreen Aviation Ground Logistics Enterprises, Inc. (EAGLE)
1	Federal Express Corporation
66	First Data Merchant Services Corporation
114	Florence Corporation of Kansas
113	Foreman Brothers, Inc.
58	General Dynamics Information Technology
50	Goodyear Tire and Rubber Company
108	Habasit America
32	Hallmark Custom Marketing, Inc.
131	Harris IT Services Corporation
87	Hartwig Transit, Inc.
7	Hewlett- Packard Co.*
67	Hollingsworth Logistics Group
36	Hoovestol Inc.*
140	Inteplast Group LTD
11	International Business Machines
27	International Paper Company
79	J. B. Hunt Transport, Inc.
47	Japan Airlines Co., Ltd.
71	Jasper Engine Exchange, Inc.
55	Jasper Innovative Solutions, Inc.
109	John W Ritter Trucking, Inc.
2	Kalitta Air LLC
143	L & G Industries, Inc.
35	Lange Trucking, Inc.
115	Lanier Brugh Corporation
88	Le-Mar Holdings, Inc.
61	LGSTX Services, Inc.
28	Lockheed Martin Corp.
119	Lynden Air Cargo
86	Magellan Behavioral Health
121	Mansfield Oil Company
14	Matheson Trucking, Inc.
33	McCormick Trucking, Inc.*
68	MDI
85	Metro Air Service, Inc.
20	Midwest Transport, Inc.
82	Moore Wallace North America
30	Motorola
39	NCR Corporation*
48	New Breed Leasing of NJ, Inc.
105	New Directions In Sales, Inc.
43	Northern Air Cargo
4	Northrop Grumman*
37	OfficeMax, Inc.*
102	Oliver Rubber Company LLC
91	Oracle America, Inc.
80	Orange County Container - **Smurfit Kappa Group
104	Pallet Companies, Inc.

Rank	Supplier Name
23	Parsons Corporation
3	Pat Salmon & Sons, Inc*
118	Peninsula Airways, Inc.
72	Petroleum Traders Corp.
49	Pitney Bowes, Inc.*
129	Postal Carrier Corp.
96	Postal Fleet Services, Inc.
90	Postal Products Unlimited, Inc.
150	R&F Transportation Company, Inc.
138	Rand Whitney*
144	Robert M. Neff, Inc.
128	Roth Bros., Inc.
127	Roth Trucking, Inc.
147	Ryan Air Service, Inc.
137	Sadler Bros. Trucking & Leasing Co., Inc.
78	Sennett Security Products, LLC
56	Serco, Inc.
123	Sheehy Mail Contractors, Inc.
148	Shuert Industries, Inc.
69	Sid Tool Co., Inc.
5	Siemens*
52	Sodrel Truck Lines, Inc.*
139	Southern Counties Oil Co.
18	Southern Mail Services*
101	Staples Contract & Commercial, Inc.
149	State of Oklahoma
136	Sterigenics East Corp.
99	Support Services of America, Inc.
81	T&T Enterprises of Ohio, Inc.
54	Tatonduk Flying Service - **Everts Air Alaska
111	Teradata Government Systems LLC
122	The Boston Consulting Group
57	The West River Group
73	Transport International Pool Inc. - **GE Trail Fleet Services Co.
132	TriEnda Lexington Logistics, LLC
65	Trojan Horse Limited
6	United Airlines, Inc.
10	United Parcel Service Company*
145	United States Auto Club Motoring Division, Inc.
92	URSA Major Corporation
134	Variety Contractors, Inc.
89	Veltri, Inc.
22	Verizon*
103	Videojet Technologies, Inc.
24	W. W. Grainger, Inc.
62	Webcor Packaging Corporation
116	Western Industrial Contractors
9	Wheeler Bros, Inc.
100	Worldwide Flight Services
133	XO Communications Services, Inc.