



# Top U.S. Postal Service Suppliers for Fiscal Year 2018

Compiled by David P. Hendel

**David P. Hendel**

Husch Blackwell LLP  
750 17th Street, NW, Suite 900  
Washington, D.C. 20006-4675

Direct: 202.378.2356  
david.hendel@huschblackwell.com

This list of the top U.S. Postal Service suppliers in fiscal year (FY) 2018 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 FY 2018 (October 1, 2017 - September 30, 2019). As in past years, purchases made under credit cards (including U.S. Bank and Voyager card fuel purchases) are not included in this list.

**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 2018.**

Rank	FY17	Supplier Name	FY18	City	State
1	1	Federal Express Corporation*	\$ 2,001,154,548.78	Pasadena	CA
2	2	Eagle Express Lines, Inc. / Hoovestol Inc.*	\$ 480,806,282.38	South Holland	IL
3	3	EnergyUnited Electric Membership Corporation*	\$ 429,307,400.89	Statesville	NC
4	5	Victory Packaging	\$ 220,139,733.80	Houston	TX
5	10	United Parcel Service of America, Inc* (UPS)	\$ 205,556,407.98	Louisville	KY
6	22	FCA US, LLC (Frmly: Chrysler Group LLC)	\$ 178,607,251.00	Auburn Hills	MI
7	7	HP Enterprise Services, LLC*	\$ 177,293,718.97	Plano	TX
8	9	Wheeler Bros., Inc.	\$ 171,581,828.95	Somerset	PA
9	8	Northrop Grumman Corporation /Solystic SAS*	\$ 169,690,459.91	Merrifield	VA
10	11	United Airlines, Inc.*	\$ 167,470,951.91	Pasadena	CA
11	6	Accenture Federal Services	\$ 165,092,853.51	Chicago	IL
12	16	Postal Fleet Services, Inc.*	\$ 161,273,133.35	Saint Augustine	FL
13	12	Citibank North America	\$ 151,547,623.95	New York	NY
14	13	Universal McCann Worldwide, Inc.*	\$ 143,482,522.91	New York	NY
15	4	Pat Salmon & Sons, Inc.*	\$ 138,148,200.65	Little Rock	AR
16	17	International Business Machines Corporation (IBM)*	\$ 127,379,741.18	Atlanta	GA
17	4	Mail Contractors of America, Inc.*	\$ 122,545,851.64	Little Rock	AR
18	18	Verizon, Inc.*	\$ 118,313,047.95	Philadelphia	PA
19	19	Matheson Trucking, Inc.*	\$ 113,911,464.02	Sacramento	CA
20	20	Midwest Transport, Inc.	\$ 103,062,890.30	Robinson	IL
21	25	Kalitta Air, LLC*	\$ 102,054,367.21	Ypsilanti	MI
22	21	Southern Mail Service, Inc.	\$ 101,237,595.58	Houston	TX
23	23	American Airlines, Inc.	\$ 98,047,403.61	Philadelphia	PA
24	24	Jasper Innovative Solutions*	\$ 97,441,319.43	Jasper	IN
25	26	Delta Air Lines, Inc.	\$ 84,944,970.08	Atlanta	GA
26	15	Deloitte LLP*	\$ 80,748,290.21	Philadelphia	PA
27	27	Bancroft and Sons Transportation LLC	\$ 77,166,385.81	Grand Prairie	TX
28	4	Pat Salmon & Sons of Florida, Inc.*	\$ 74,627,559.65	Jacksonville	FL
29	29	AT&T Corporation*	\$ 67,236,357.39	Phoenix	AZ
30	30	Calero Software, LLC	\$ 62,838,346.66	Rochester	NY

\* Denotes consolidated entries

# Top U.S. Postal Service Suppliers for Fiscal Year 2018

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Rank	FY17	Supplier Name	FY18 Amount	City	State	Rank	FY17	Supplier Name	FY18 Amount	City	State
31	44	World Wide Technology, Inc.	\$62,765,603.33	St. Louis	MO	76	66	Hollingsworth Logistics Group	\$30,626,696.25	Dearborn	MI
32	33	PAE	\$59,493,322.70	Arlington	VA	77	98	International Paper Company*	\$30,315,621.64	Memphis	TN
33	68	Northern Aviation Services*	\$58,737,664.91	Anchorage	AK	78	76	MBA Consulting Services, Inc.	\$29,834,171.80	Chantilly	VA
34	38	ECS Federal, Inc	\$58,531,767.75	Fairfax	VA	79	63	General Dynamics Information Technology	\$29,503,910.19	Fairfax	VA
35	32	B & B Trucking, Inc.	\$58,403,769.63	Kalamazoo	MI	80	69	Area Storage & Transfer, Inc.	\$28,917,648.97	Harrisburg	PA
36	47	Siemens Corporation*	\$57,586,959.66	Arlington	TX	81	81	Commercial Trailer Leasing, Inc.	\$28,815,305.84	Jersey City	NJ
37	80	JLL	\$57,284,044.04	Chicago	IL	82	71	R.R. Donnelley & Sons Company	\$28,540,381.64	Chicago	IL
38	28	Insight Enterprises, Inc.*	\$56,378,604.73	Tempe	AZ	83	77	Command Security Corporation	\$28,364,292.50	Herndon	VA
39	35	NCR Corporation*	\$53,309,024.73	Charlotte	NC	84	90	Automated Control Technologies, LLC	\$27,938,771.72	Tempe	AZ
40	40	EMCOR Group, Inc.	\$52,707,112.54	Norwalk	CT	85	84	Veltri, Inc.	\$27,340,371.92	Levittown	PA
41	42	URSA Major Corporation	\$51,666,324.14	Waukesha	WI	86	105	Oracle America, Inc.	\$27,105,607.88	Reston	VA
42	43	Tracie McCormick, Inc.*	\$50,157,939.14	Murfreesboro	TN	87	102	Japan Airlines Co., Ltd.	\$25,981,025.23	El Segundo	CA
43	41	Sid Tool Co., Inc.	\$49,746,512.35	Melville	NY	88	89	Davis Mail Services, Inc.	\$25,622,375.06	Jacksonville	FL
44	39	W.W. Grainger, Inc.	\$49,339,896.60	Lake Forest	IL	89	Over 250	Postal Products Unlimited, Inc.	\$25,429,545.42	Milwaukee	WI
45	45	Beco, Inc.	\$48,265,017.78	New Salem	ND	90	82	Lyons Express LLC*	\$25,350,637.43	Carver	MA
46	31	The Korte Company	\$47,203,539.29	Highland	IL	91	86	General Information Services, Inc.	\$25,237,554.72	Chapin	SC
47	37	EMC Corporation	\$45,422,595.96	McLean	VA	92	168	Booz Allen Hamilton, Inc*	\$24,884,832.34	Laurel	MD
48	70	Ryder System, Inc.	\$43,760,896.79	Miami	FL	93	83	Postal Carrier Corp.	\$24,535,106.42	Palm Beach Gardens	FL
49	120	ForeScout Technologies	\$43,478,290.40	San Jose	CA	94	88	C Blackburn, Inc.*	\$24,471,174.66	Elizaville	NY
50	50	LGSTX Distribution Services, Inc.*	\$42,527,921.55	Wilmington	OH	95	60	Roth Bros., Inc.*	\$24,424,331.94	Youngstown	OH
51	Over 250	Spartan Motors Inc	\$41,501,369.54	Charlotte	MI	96	92	FX Logistics, LLC	\$23,985,319.96	Roswell	GA
52	64	AJR Trucking, Inc.	\$40,314,806.97	Glendale	CA	97	99	Cepheid	\$23,529,973.71	Sunnyvale	CA
53	51	Alaska Air Group, Inc.	\$39,447,702.75	Seattle	WA	98	87	Florence Corporation	\$23,452,508.86	Manhattan	KS
54	61	Staples Contract and Commercial, Inc.	\$39,025,486.96	Englewood	NJ	99	79	Ashton Potter USA Ltd.	\$23,311,275.02	Williamsville	NY
55	55	C. H. Robinson Worldwide, Inc.	\$39,019,226.82	Overland Park	KS	100	111	Nationwide Postal Management*	\$23,205,706.80	Cedarhurst	NY
56	36	XPO Logistics, Inc.*	\$38,678,241.25	Gainesville	GA	101	119	Thunder Ridge Transport, Inc.	\$23,028,787.91	Springfield	MO
57	49	Ravn Alaska*	\$38,179,365.50	Anchorage	AK	102	91	Sheehy Mail Contractors, Inc.	\$23,009,051.35	Waterloo	WI
58	57	American Bank Note Company	\$37,414,236.16	Trevese	PA	103	143	DDA Transport Inc.	\$22,405,790.47	Londonderry	NH
59	58	Honeywell International, Inc.*	\$36,713,688.19	Charlotte	NC	104	75	Le Mar Holdings, Inc.	\$21,832,966.01	Lubbock	TX
60	110	Boyer Ford Trucks, Inc.	\$36,190,000.00	Minneapolis	MN	105	95	Banknote Corporation of America	\$21,699,985.49	Browns Summit	NC
61	54	Goodyear Tire & Rubber Company	\$36,188,280.06	South Holland	IL	106	94	Cargo Force, Inc.	\$21,558,731.57	Coral Gables	FL
62	53	Lockheed Martin Corporation*	\$35,931,426.92	Chicago	IL	107	125	Gordian	\$21,503,897.30	Greenville	SC
63	65	Sodrel Truck Lines, Inc.	\$35,873,032.62	Jeffersonville	IN	108	106	The West River Group, Inc.	\$21,135,785.34	Newcomb	MD
64	52	Hill Mission Driven Innovative Solutions (formerly Camber)*	\$35,770,107.62	Newport News	VA	109	139	Weston Solutions, Inc.	\$20,726,716.47	West Chester	PA
65	46	FLS Transportation Services	\$35,552,015.97	Chicago	IL	110	78	Raytheon Company	\$20,520,050.41	Waltham	MA
66	62	Davenport Transportation, Inc.	\$35,340,402.38	Blairsville	GA	111	96	John W. Ritter Trucking, Inc.*	\$20,307,155.01	Laurel	MD
67	101	MTC Transportation*	\$34,863,153.21	Twentynine Palms	CA	112	114	J. J. Morley Enterprises, Inc.	\$20,075,918.81	Alpharetta	GA
68	14	Morgan Olson*	\$33,657,244.57	Sturgis	MI	113	107	Hartwig Transit, Inc.	\$19,831,873.78	Schiller Park	IL
69	59	Metro Air Service	\$33,535,666.05	Romulus	MI	114	72	Postal Transport, Inc.	\$19,349,207.40	Newark	NJ
70	182	Milestone Equipment Holdings, LLC	\$33,280,015.30	St. Charles	MO	115	Over 250	Matson, Inc.	\$18,791,197.74	Honolulu	HI
71	56	Alan Ritchey, Inc.*	\$32,652,352.76	Valley View	TX	116	85	Parsons Corporation	\$18,653,409.85	Pasadena	CA
72	67	McCormick Trucking*	\$32,300,494.77	Murfreesboro	TN	117	126	Western Industrial Contractors, Inc.	\$18,354,078.73	Aurora	CO
73	73	Alaska Central Express, Inc.	\$32,277,373.20	Anchorage	AK	118	175	Steel Craft Corporation	\$17,697,457.64	Hartford	WI
74	121	Amec Foster Wheeler*	\$31,997,541.90	Scotland	UK	119	Over 250	Cornerstone OnDemand Inc.	\$17,261,247.93	Santa Monica	CA
75	74	Everts Air Alaska*	\$31,211,014.86	Fairbanks	AK	120	132	Intralox, L.L.C.	\$16,907,166.73	New Orleans	LA

\* Denotes consolidated entries

(Top 150 list continues on page 4)

# Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2018

\* Denotes consolidated entries

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

# Top U.S. Postal Service Suppliers for Fiscal Year 2018

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Rank	FY17	Supplier Name	FY18 Amount	City	State
121	100	Hallmark Custom Marketing, Inc.	\$16,300,317.91	Bloomington	IN
122	127	Maxway Trucking	\$16,274,194.79	Salt Lake City	UT
123	137	Maples Truck Line, Inc.	\$16,212,499.37	Springfield	MO
124	123	The Port Authority of New York and New Jersey	\$16,206,757.13	New York	NY
125	124	Veltri Trucking*	\$16,146,544.73	Washington	PA
126	109	United Sortation Solutions (USS)	\$16,144,620.98	Owings Mills	MD
127	117	CompX Security Products	\$16,129,074.08	Dallas	TX
128	162	UnitedHealthcare	\$16,035,416.51	Minneapolis	MN
129	178	Carahsoft Technology Corp.	\$16,006,776.78	Reston	VA
130	115	Aramark Corporation*	\$15,895,447.37	Philadelphia	PA
131	118	Magellan Health, Inc.	\$15,871,013.93	Philadelphia	PA
132		ITS Logistics	\$15,519,554.36	Reno	NV
133	129	Fames Transport, Inc.	\$15,437,561.01	Escondido	CA
134	122	Louis Berger*	\$15,393,068.30	Morristown	NJ
135	149	Clifford B. Finkle, Jr. Inc.	\$15,342,226.73	Clifton	NJ

Rank	FY17	Supplier Name	FY18 Amount	City	State
136	142	Lynden Air Cargo*	\$15,225,064.29	Anchorage	AK
137	113	Cascades Containerboard Packaging	\$15,152,245.42	Quebec	
138	134	Foreman Brothers, Inc.	\$15,069,191.58	Detroit	MI
139	133	Oliver Rubber Company LLC	\$15,025,717.06	Atlanta	GA
140	135	Rood Trucking Company, Inc.	\$14,875,594.80	Mineral Ridge	OH
141	104	Marriott International, Inc.	\$14,827,457.48	Bethesda	MD
142	144	Nicholas Trucking Co., Inc.	\$14,406,064.60	Courtdale	PA
143	128	Carroll Fulmer Logistics Corporation	\$14,283,823.31	Groveland	FL
144	136	Edward Zengel & Son Express Inc.	\$14,189,871.73	Fort Myers	FL
145	158	T R Stone Trucking Company*	\$14,025,035.31	Springfield	MA
146	163	C&W Services	\$14,017,384.28	Auburndale	MA
147	141	Contract Transport, Inc.	\$13,984,303.92	Des Moines	IA
148	150	J.B. Hunt Transport Services, Inc.	\$13,942,789.09	Lowell	AR
149	116	OfficeMax North America, Inc.*	\$13,785,114.94	Boca Raton	FL
150	159	W & L Mail Service Inc.	\$13,601,186.53	Keysville	VA



**David P. Hendel**  
 Husch Blackwell  
 750 17th Street, NW, Suite 900  
 Washington, D.C. 20006-4675  
 Direct: 202.378.2356  
 david.hendel@huschblackwell.com

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.

## About Husch Blackwell

Husch Blackwell is an industry-focused, full-service litigation and business law firm with offices in 18 cities across the United States. We represent national and global leaders in major industries including energy and natural resources; financial services and capital markets; 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.

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



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)