



Top U.S. Postal Service Suppliers for Fiscal Year 2019

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 (USPS) suppliers in fiscal year (FY) 2019 was compiled in accordance with data received from a Freedom of Information Act request and covers payments made by the Postal Service in FY 2019 (October 1, 2018- September 30, 2019).

As in past years, not included are purchases made via credit cards (including, U.S. Bank and Voyager card fuel purchases). When companies are believed to be affiliated or under common ownership, we have often consolidated their separate entries under the company with the highest individual ranking or best-known name. Our consolidations vary from year to year, and this may affect numerical rankings. City/state designations are derived from USPS's payment records and may not be the contractor's primary location. The information on this list has not been audited and, thus, may not be entirely 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 2019.

Table with 6 columns: 2019 Rank, 2018 Rank, Supplier Name, FY19 Totals, City, State. Lists top 30 suppliers including Federal Express Corporation, EnergyUnited Electric Membership Corporation, Eagle Express Lines, Inc., etc.

* Denotes consolidated entries.

Top U.S. Postal Service Suppliers for Fiscal Year 2019

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2019 Rank	2018 Rank	Supplier Name	FY19 Totals	City	State	2019 Rank	2018 Rank	Supplier Name	FY19 Totals	City	State
31	31	World Wide Technology, Inc.	\$67,292,260.25	Saint Louis	MO	76	78	MBA Consulting Services, Inc.	\$31,540,465.56	Chantilly	VA
32	34	ECS Federal, Inc	\$65,482,543.78	Fairfax	VA	77	88	Davis Mail Services, Inc.	\$31,401,129.39	Jacksonville	FL
33	32	PAE	\$64,634,172.01	Arlington	VA	78	107	Gordian	\$31,097,419.80	Greenville	SC
34	30	Calero Software, LLC	\$61,393,399.93	Rochester	NY	79	80	Area Storage & Transfer, Inc.	\$29,968,672.87	Harrisburg	PA
35	33	Northern Aviation Services* (See insert for detail)	\$59,527,644.49	Anchorage	MI	80	58	American Bank Note Company	\$29,911,302.53	Treose	PA
36	29	AT&T Corporation*	\$59,225,318.33	Phoenix	AZ	81	83	Command Security Corporation	\$29,777,656.08	Herndon	VA
37	40	EMCOR Group, Inc.	\$58,517,122.69	Norwalk	CT	82	Over 250	Amerijet International	\$29,642,916.57	Ft Lauderdale	FL
38	-	Navistar Inc.	\$54,302,460.00	Knoxville	TN	83	67	MTC Transportation*	\$29,214,344.33	Twentynine Palms	CA
39	18	Verizon, Inc.*	\$53,845,153.02	Philadelphia	PA	84	91	General Information Services, Inc.	\$28,421,733.73	Chapin	SC
40	38	Insight Enterprises, Inc.*	\$53,531,482.82	Tempe	AZ	85	89	Postal Products Unlimited, Inc.	\$27,993,898.31	Milwaukee	WI
41	66	Davenport Transportation, Inc.	\$51,584,017.09	Blairsville	GA	86	115	Matson, Inc.	\$26,698,214.41	Honolulu	HI
42	42	Tracie McCormick, Inc.*	\$49,873,100.01	Murfreesboro	TN	87	109	Weston Solutions, Inc.	\$26,593,729.75	West Chester	PA
43	45	Beco, Inc.	\$49,798,743.23	New Salem	ND	88	82	R.R. Donnelley & Sons Company	\$25,798,908.42	Chicago	IL
44	53	Alaska Air Group, Inc.	\$49,148,941.86	Seattle	WA	89	94	C Blackburn, Inc.*	\$25,527,820.60	Elizaville	NY
45	48	Ryder System, Inc.*	\$49,070,795.73	Miami	FL	90	116	Parsons Corporation	\$25,269,800.12	Pasadena	CA
46	35	B & B Trucking, Inc.	\$48,524,611.20	Kalamazoo	MI	91	85	Veltri, Inc.	\$25,260,892.43	Levittown	PA
47	55	C. H. Robinson Worldwide, Inc.	\$48,516,798.51	Overland Park	KS	92	118	Steel Craft Corporation	\$24,774,608.52	Hartford	WI
48	44	W.W. Grainger, Inc.	\$46,361,787.71	Lake Forest	IL	93	187	Booz Allen & Hamilton, Inc.	\$24,569,655.00	Mc Lean	VA
49	74	Amec Foster Wheeler*	\$46,071,076.35	Scotland	UK	94	93	Postal Carrier Corp.	\$24,482,887.20	West Palm Beach	FL
50	43	Sid Tool Co., Inc.	\$44,741,737.94	Melville	NY	95	81	Commercial Trailer Leasing, Inc.	\$24,270,907.35	Jersey City	NJ
51	84	Automated Control Technologies, LLC	\$44,560,433.86	Tempe	AZ	96	105	Banknote Corporation of America	\$24,190,364.44	Browns Summit	NC
52	57	Ravn Alaska*	\$42,346,160.70	Anchorage	AK	97	110	Raytheon Company	\$23,619,694.37	Waltham	MA
53	52	AJR Trucking, Inc.	\$41,994,980.33	Glendale	CA	98	99	Ashton Potter USA Ltd.	\$23,576,769.98	Williamsville	NY
54	73	Alaska Central Express, Inc.	\$41,504,841.08	Anchorage	AK	99	174	Turbo Logistics Corp	\$23,555,051.21	Gainesville	GA
55	36	Siemens Corporation*	\$41,141,001.37	Arlington	TX	100	97	Cepheid	\$23,457,484.50	Sunnyvale	CA
56	6	FCA US, LLC	\$40,968,344.68	Auburn Hills	MI	101	108	The West River Group, Inc.	\$23,367,456.74	Newcomb	MD
57	64	HII Mission Driven Innovative Solutions (formerly Camber	\$39,499,461.05	Newport News	VA	102	159	NFI - United Express Service, Inc.	\$23,250,007.64	Glastonbury	CT
58	76	Hollingsworth Logistics Group	\$38,548,118.27	Dearborn	MI	103	103	DDA Transport Inc.	\$22,883,475.66	Londonderry	NH
59	59	Hand Held Products Inc. dba Honeywell Scanning and Mobility	\$38,371,295.62	Fort Mill	SC	104	132	ITS Logistics	\$22,594,842.39	Reno	NV
60	47	EMC Corporation	\$38,089,640.87	McLean	VA	105	134	Louis Berger*	\$21,937,516.80	Morristown	NJ
61	72	McCormick Trucking*	\$38,025,435.34	Murfreesboro	TN	106	150	W & L Mail Service Inc.*	\$21,743,481.17	Keysville	VA
62	77	International Paper Company*	\$37,892,415.21	Memphis	TN	107	113	Hartwig Transit, Inc.	\$20,585,222.30	Schiller Park	IL
63	63	Sodrel Truck Lines, Inc.*	\$37,857,935.99	Jeffersonville	IN	108	-	Amazon.com, Inc.*	\$20,420,869.75	Seattle	WA
64	61	Goodyear Tire & Rubber Company	\$37,162,743.04	Akron	OH	109	122	Maxway Trucking	\$19,966,755.99	Salt Lake City	UT
65	79	General Dynamics Information Technology	\$36,849,525.59	Fairfax	VA	110	86	Oracle America, Inc.	\$19,774,511.25	Reston	VA
66	54	Staples Contract and Commercial, Inc.	\$36,538,435.79	Englewood	NJ	111	178	Trienda Holdings LLC	\$19,645,786.00	Chicago	IL
67	56	XPO Logistics, Inc.*	\$36,388,190.43	Gainesville	GA	112	Over 250	Salsbury Industries	\$19,573,511.17	Carson	CA
68	120	Intralox, L.L.C.	\$34,399,746.08	New Orleans	LA	113	129	Carahsoft Technology Corp.	\$19,568,972.72	Reston	VA
69	90	Lyons Express LLC*	\$33,795,482.10	Carver	MA	114	Over 250	Morcon Construction Company	\$19,131,873.61	Golden Valley	MN
70	70	Milestone Equipment Holdings, LLC*	\$33,681,773.45	St. Charles	MO	115	136	Lynden Air Cargo*	\$18,957,310.80	Anchorage	AK
71	39	NCR Corporation*	\$33,613,711.28	Charlotte	NC	116	87	Japan Airlines Co., Ltd.	\$17,851,103.86	El Segundo	CA
72	69	Metro Air Service	\$33,180,974.82	Romulus	MI	117	117	Western Industrial Contractors, Inc.	\$17,831,615.78	Aurora	CO
73	96	FX Logistics, LLC	\$32,700,319.77	Gainesville	GA	118	157	New Directions in Sales	\$17,791,484.71	Grimes	IA
74	62	Lockheed Martin Corporation*	\$32,150,361.22	Chicago	IL	119	146	C&W Services	\$17,716,595.58	Auburndale	MA
75	75	Everts Air Alaska*	\$31,786,727.32	Fairbanks	AK	120	124	The Port Authority of New York and New Jersey	\$17,486,521.37	Philadelphia	PA

* Denotes consolidated entries.

(Top 150 list continues on page 4)

Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2019

* Denotes consolidated entries

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

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2019 Rank	2018 Rank	Supplier Name	FY19 Totals	City	State
121		JDA Software, Inc.	\$17,280,450.09	Scottsdale	AZ
122	95	Roth Bros., Inc.*	\$17,228,616.38	Youngstown	OH
123	127	CompX Security Products	\$17,006,264.31	Dallas	TX
124	125	Veltri Trucking*	\$16,833,964.20	Washington	PA
125	121	Hallmark Custom Marketing, Inc.	\$16,708,773.62	Bloomington	IN
126	176	Minnesota Diversified	\$16,573,498.96	Edina	MN
127	126	United Sortation Solutions (USS)	\$16,226,741.97	Owings Mills	MD
128	139	Oliver Rubber Company LLC	\$16,123,696.22	Atlanta	GA
129	149	OfficeMax North America, Inc.*	\$16,109,345.94	Boca Raton	FL
130	233	Total Quality Logistics LLC	\$15,537,573.83	Cincinnati	OH
131	138	Foreman Brothers, Inc.	\$15,490,751.26	Detroit	MI
132	46	The Korte Company	\$15,418,272.37	Highland	IL
133	148	J.B. Hunt Transport Services, Inc.	\$15,401,657.05	Lowell	AR
134	154	Lepak Trucking Company, Inc.	\$15,341,577.96	Oklahoma City	OK
135	164	Ryan Air Service, Inc.	\$15,207,984.24	Anchorage	AK

2019 Rank	2018 Rank	Supplier Name	FY19 Totals	City	State
136	144	Edward Zengel & Son Express Inc.	\$15,037,641.42	Fort Myers	FL
137	95	Roth Trucking, Inc	\$14,919,195.69	Grand Rapids	MI
138	104	Le Mar Holdings, Inc.	\$14,787,108.90	Lubbock	TX
139	106	Cargo Force, Inc.	\$14,629,815.52	Coral Gables	FL
140	162	Boneal, Inc.	\$14,561,561.07	Means	KY
141	160	Skyline Mail Carriers, Inc.	\$14,546,451.32	Tacoma	WA
142	203	Kack Enterprise LLC	\$14,401,642.70	Fayetteville	NC
143	133	Fames Transport, Inc.	\$14,399,218.51	Fontana	CA
144	166	Causley Trucking Inc.	\$14,387,399.92	Saginaw	MI
145	130	Aramark Corporation*	\$14,022,107.68	Philadelphia	PA
146	226	SMS Assist LLC	\$13,978,252.04	Chicago	IL
147	206	Lighton Industries Inc	\$13,902,731.89	Toms River	NJ
148	128	UnitedHealthcare	\$13,830,347.56	Minneapolis	MN
149		The Boston Consulting Group Inc.	\$13,783,497.86	Boston	MA
150	140	Rood Trucking Company, Inc.	\$13,765,075.34	Mineral Ridge	OH



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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 is a frequent writer on postal contracting topics and regularly presents seminars on postal contracting topics.

About Husch Blackwell

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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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