



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

(continued from page 1)

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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(continued from page 2)

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



David P. Hendel
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 750 17th Street, NW, Suite 900
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 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

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.



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



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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, 2018). 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

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(continued from page 1)

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 (Frmlly: 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

(continued from page 2)

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.



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



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

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) 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

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

(continued from page 1)

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

(Top 150 list continues on page 4)

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

(continued from page 2)

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



David P. Hendel

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

Direct: 202.378.2356
david.hendel@huschblackwell.com

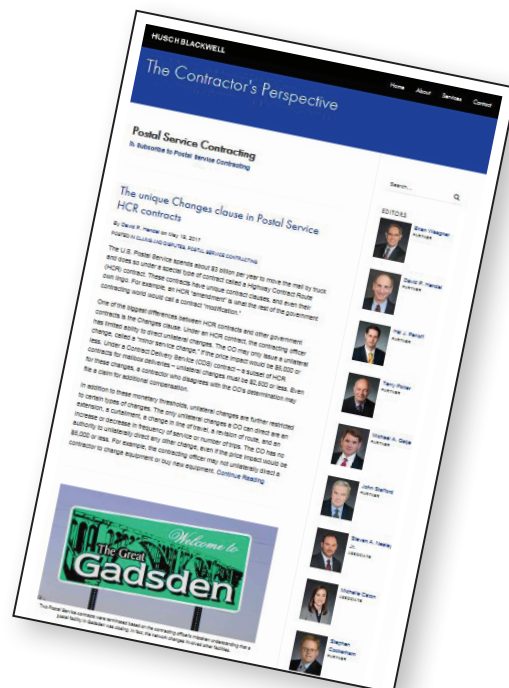
David is chair of Husch Blackwell's Postal Service Contracting practice and a partner in the Government Contracts group. He focuses his practice on Postal Service contracting matters and has represented hundreds of postal contractors, from small businesses to Fortune 50 companies. David has experience 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.



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