

HUSCH BLACKWELL



Top U.S. Postal Service Suppliers for Fiscal Year 2009

Compiled by David P. Hendel

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Editor's Note: This list of the top suppliers to the U.S. Postal Service in Fiscal Year 2009 is based on data received in response to a Freedom of Information Act request. We attempted to combine separate listings for related companies under a single company name, though not in all cases. The city/state designation is from the data provided by the Postal Service. Where multiple city/state designations were provided, we used the designation in the largest single entry. The data covers payments made by the Postal Service in fiscal year 2009 (October 1, 2008 - September 30, 2009). The information on this list has not been audited and may not be fully accurate. For ease of finding a particular contractor, a separate alphabetical listing appears on page 3.

Shown below are the top 150 suppliers to the U.S. Postal Service based on payments received in fiscal 2009.

Rank	FY08	Supplier Name	FY09 Amount	City	State
1	1	Federal Express Corporation	\$1,406,713,770	Pasadena	CA
2	2	Kalitta Air LLC	\$423,642,823	Ypsilanti	MI
3	5	EnergyUnited	\$392,303,900	Statesville	NC
4	3	Northrop Grumman	\$331,085,446	Merrifield	VA
5	6	Hewlett Packard Co.	\$232,241,397	Atlanta	GA
6	18	Accenture	\$164,834,876	Chicago	IL
7	10	IBM Corp.	\$143,795,472	Atlanta	GA
8	8	Wheeler Bros. Inc.	\$142,293,648	Somerset	PA
9	11	Parsons	\$128,335,035	Pasadena	CA
10	7	American Airlines Inc.	\$125,306,710	Chicago	IL
11	9	First Data Merchant Services	\$115,572,528	Englewood	CO
12	15	Verizon	\$114,450,008	Philadelphia	PA
13	16	ProfitLine Inc.	\$111,168,599	San Diego	CA
14	14	Campbell-Ewald Co.	\$106,206,884	Warren	MI
15	13	Alan Ritchey, Inc.	\$101,130,274	Valley View	TX
16	4	Siemens	\$87,516,977	Arlington	TX
17	41	James N. Gray Construction	\$83,445,268	Lexington	KY
18	22	United Parcel Service	\$83,260,369	Louisville	KY
19	19	Eagle Express Lines, Inc.	\$73,497,865	South Holland	IL
20	12	United Airlines Inc.	\$72,996,747	Pasadena	CA

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Rank	FY08	Supplier Name	FY09 Amount	City	State	Rank	FY08	Supplier Name	FY09 Amount	City	State
21	24	Convergys Government Solutions LLC	\$69,396,357	Cincinnati	OH	61	60	Transport International Pool Inc.	\$23,741,502	Salt Lake City	UT
22	34	Korte Construction Co.	\$67,879,236	St. Louis	MO	62	40	Mail Contractors of America Inc.	\$23,182,395	Little Rock	AR
23	25	Continental Airlines	\$64,848,325	Houston	TX	63	68	ABM Security Services	\$23,177,141	San Francisco	CA
24	27	NCR Corporation	\$64,661,662	Charlotte	NC	64	65	Tatonduk Flying Service	\$22,917,627	Fairbanks	AK
25	39	W. W. Grainger, Inc.	\$63,373,035	Kansas City	MO	65	77	US Airways Inc.	\$22,402,601	Phoenix	AZ
26	-	Turner Construction Co.	\$62,208,268	New York	NY	66	74	Walbridge Aldinger Corp.	\$22,353,399	Detroit	MI
27	23	J B Hunt Transport Inc.	\$61,632,880	Lowell	AR	67	78	Worldwide Flight Services	\$21,951,844	Euless	TX
28	20	OfficeMax	\$61,465,741	Chicago	IL	68	38	Evergreen EAGLE	\$21,914,189	Portland	OR
29	31	NewBreedLeasingofNewJersey,Inc.	\$54,102,322	Charlotte	NC	69	73	B & B Trucking Inc.	\$21,532,992	Kalamazoo	MI
30	32	Midwest Transport Inc.	\$53,155,040	Robinson	IL	70	61	Sennett Security Products	\$21,426,050	Chantilly	VA
31	28	Matheson Postal Services Inc.	\$51,261,495	Elk Grove	CA	71	112	Tracie McCormick Inc.	\$21,391,941	Murfreesboro	TN
32	21	Lockheed Martin Corp.	\$50,915,938	Chicago	IL	72	76	Sodrel Truck Lines Inc.	\$21,220,198	Jeffersonville	IN
33	33	CSC Applied Technologies LLC	\$46,567,949	Urbandale	IA	73	107	Frontier Flying Service Inc.	\$21,097,692	Fairbanks	AK
34	56	EMC Corporation Federal Div	\$43,573,737	McLean	VA	74	81	SAP Public Services Inc.	\$20,750,079	Washington	DC
35	46	AT&T Corporation	\$42,050,196	Phoenix	AZ	75	114	Orange County Container	\$20,631,874	City of Industry	CA
36	29	Motorola	\$42,026,505	Charlotte	NC	76	85	Moore Wallace North America	\$20,563,078	Chicago	IL
37	36	Pitney Bowes Inc.	\$40,535,118	Lanham	MD	77	98	Shuert Industries Inc.	\$20,398,090	Sterling Hgts.	MI
38	44	Beam Brothers Trucking Inc.	\$37,846,538	Mt. Crawford	VA	78	80	Northern Air Cargo	\$20,319,920	Anchorage	AK
39	37	Hoovestol Inc.	\$37,470,858	Eagan	MN	79	87	Goodyear	\$20,005,456	South Holland	IL
40	-	EMCOR Facilities Services Inc.	\$36,818,203	Pasadena	CA	80	86	International Paper	\$19,443,277	Hanover	MD
41	26	Cartus Corporation	\$34,486,106	Danbury	CT	81	-	Electronic Data Systems Corp.	\$19,067,293	Plano	TX
42	45	Pat Salmon & Sons Inc.	\$34,410,513	Little Rock	AR	82	145	Jasper Innovative Solutions Inc.	\$18,913,220	Jasper	IN
43	66	Johnston McLamb Case Solutions	\$34,021,494	Chantilly	VA	83	88	Forbo Siegling LLC	\$18,624,800	Charlotte	NC
44	43	Lange Trucking Inc.	\$33,726,701	Pleasanton	CA	84	102	Japan Airlines Co. Ltd.	\$18,583,753	El Segundo	CA
45	59	Accu-Sort Systems, Inc.	\$33,152,605	Telford	PA	85	97	ABX Cargo Services, Inc.	\$18,518,265	Dayton	OH
46	42	Temple-Inland	\$32,508,715	Chicago	IL	86	108	American Bank Note	\$18,271,881	Treose	PA
47	62	AC Technologies, Inc.	\$32,126,168	Fairfax	VA	87	-	Mail Contractors of Arkansas Inc.	\$18,186,290	Little Rock	AR
48	30	Cross Street Service Inc.	\$31,432,103	Little Rock	AR	88	100	Magellan Behavioral Health	\$17,605,218	Philadelphia	PA
49	121	Whiting-Turner Contracting Co.	\$30,988,652	Baltimore	MD	89	55	Deloitte & Touche	\$17,580,795	Philadelphia	PA
50	47	Alaska Airlines	\$30,355,820	Seattle	WA	90	84	BJ Trucking Co., Inc.	\$17,462,951	Greensboro	NC
51	51	Beco Inc.	\$29,239,763	New Salem	ND	91	49	Northwest Airlines	\$17,343,057	Saint Paul	MN
52	-	Matheson Flight Extenders	\$28,830,826	Elk Grove	CA	92	69	Ryder Intergrated Logistics	\$17,321,840	West Chester	PA
53	-	Clayco	\$27,016,752	St. Louis	MO	93	83	Avery Dennison	\$17,198,271	Framingham	MA
54	35	eBay Inc.	\$26,634,521	San Jose	CA	94	-	Aeko Kula	\$16,887,535	Honolulu	HI
55	54	Ashton Potter USA Ltd.	\$26,269,376	Williamsville	NY	95	92	Axiom	\$16,438,086	Chicago	IL
56	58	Bancroft & Sons Transportation Inc.	\$25,479,138	Grand Prairie	TX	96	64	Postal Products Unlimited Inc.	\$16,396,426	Milwaukee	WI
57	52	Delta Airlines	\$25,475,102	Atlanta	GA	97	89	Veltri Inc.	\$16,305,902	Washington	PA
58	57	Serco Inc.	\$24,479,282	Palatine	IL	98	110	Alliance Packaging LLC	\$16,241,333	Seattle	WA
59	63	American Express	\$24,163,522	Phoenix	AZ	99	93	Sun Microsystems Federal	\$15,911,265	San Francisco	CA
60	50	Southern Mail Services	\$23,755,237	Houston	TX	100	75	Thoroughbred Direct Intermodal Services	\$15,892,151	Fort Wayne	IN

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(Shown in alphabetical order)

Rank	Supplier Name	Rank	Supplier Name	Rank	Supplier Name
130	90 Church Street Limited	148	Emirates Airlines	4	Northrop Grumman
63	ABM Security Services	3	EnergyUnited	91	Northwest Airlines
85	ABX Cargo Services, Inc.	140	EnerSys Inc.	28	OfficeMax
47	AC Technologies Inc.	68	Evergreen EAGLE	106	Oliver Rubber Company LLC
6	Accenture	1	Federal Express Corporation	75	Orange County Container
45	Accu-Sort Systems Inc.	11	First Data Merchant Services	9	Parsons
94	Aeko Kula	127	Florence Corporation of Kansas	42	Pat Salmon & Sons Inc.
15	Alan Ritchey Inc.	83	Forbo Siegling LLC	138	Peninsula Air
50	Alaska Airlines	73	Frontier Flying Service	105	Petroleum Traders Corp.
147	All Star Services Corp.	79	Goodyear	37	Pitney Bowes Inc.
98	Alliance Packaging LLC	129	Habasit Belting Inc.	96	Postal Products Unlimited Inc.
142	Alpine Aviation, Inc.	149	Hallmark Custom Marketing Inc.	13	ProfitLine Inc.
10	American Airlines Inc.	133	Harris Technical Services	121	Rand Whitney Container LLC
86	American Bank Note	102	Hartwig Transit Inc.	145	Ready Built Distributors Inc.
59	American Express	136	Hess Corporation	112	Resource Consultants Inc.
55	Ashton Potter USA Ltd.	5	Hewlett Packard Co.	144	Roth Trucking Inc.
35	AT&T Corporation	116	Honeywell International Inc.	92	Ryder Intergrated Logistics
124	Automated Control Technologies LLC	39	Hoovestol Inc.	103	Sadler Bros. Trucking & Leasing Co. Inc.
93	Avery Dennison	7	IBM Corp.	74	SAP Public Services Inc.
95	Axiom	104	Integrated Airline Service Inc.	70	Sennett Security Products
69	B & B Trucking Inc.	80	International Paper	58	Serco Inc.
56	Bancroft & Sons Transportation Inc.	27	J B Hunt Transport Inc.	139	SG Const. Services Inc.
38	Beam Bros Trucking Inc.	17	James N. Gray Construction	77	Shuert Industries Inc.
51	Beco Inc.	84	Japan Airlines Co. Ltd.	120	Sid Tool Co. Inc.
101	Bell Inc.	131	Jasper Engine Exchange Inc.	16	Siemens
90	BJ Trucking Co. Inc.	82	Jasper Innovative Solutions Inc.	72	Sodrel Truck Lines Inc.
117	British Airways PLC	43	Johnston McLamb Case Solutions	60	Southern Mail Services
125	Byrd Trucking Co.	2	Kalitta Air LLC	108	State of Oklahoma
122	CA Inc.	22	Korte Construction Co.	99	Sun Microsystems Federal
14	Campbell-Ewald Co.	118	Kyla Inc.	64	Tatonduk Flying Service
132	Cargo Force Inc.	44	Lange Trucking Inc.	46	Temple-Inland
41	Cartus Corporation	123	Lanier Brugh Corp.	135	Teradata Government Systems LLC
146	CBF Trucking Inc.	32	Lockheed Martin Corp.	134	Texas Mail Service Inc.
126	Cenveo Corp.	128	Lynden Air Cargo	100	Thoroughbred Direct Intermodal Services
53	Clayco	88	Magellan Behavioral Health	71	Tracie McCormick Inc.
110	Clifford B. Finkle Jr., Inc.	62	Mail Contractors of America Inc.	61	Transport International Pool Inc.
107	Commercial Trailer Leasing Inc.	87	Mail Contractors of Arkansas Inc.	113	Trojan Horse Limited
23	Continental Airlines	109	Mail Terminal Services LLC	26	Turner Construction Co.
119	Contract Transport Inc.	141	Mansfield Oil Company	20	United Airlines Inc.
21	Convergys Government Solutions LLC	52	Matheson Flight Extenders	18	United Parcel Service
48	Cross Street Service Inc.	31	Matheson Postal Services Inc.	137	Ursa Major Corporation
33	CSC Applied Technologies LLC	150	Midland Delivery	114	URS-PB Joint Venture
89	Deloitte & Touche	30	Midwest Transport Inc.	65	US Airways Inc.
57	Delta Airlines	76	Moore Wallace North America	97	Veltri Inc.
19	Eagle Express Lines Inc.	143	Morcon Construction Co. Inc.	12	Verizon
54	eBay Inc.	36	Motorola	25	W. W. Grainger Inc.
115	Elbar Inc.	111	MT Transportation & Logistics	66	Walbridge Aldinger
81	Electronic Data Systems LLC	24	NCR Corp.	8	Wheeler Bros. Inc.
34	EMC Corporation Federal Div	29	New Breed Leasing of New Jersey, Inc.	49	Whiting-Turner
40	EMCOR Facilities Services Inc.	78	Northern Air Cargo	67	Worldwide Flight Services

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Rank	FY08	Supplier Name	FY09 Amount	City	State	Rank	FY08	Supplier Name	FY09 Amount	City	State
101	91	Bell Inc.	\$15,544,592	Minneapolis	MN	126	141	Cerveo Corp.	\$11,805,491	Chicago	IL
102	103	Hartwig Transit Inc.	\$15,182,019	Schiller Park	IL	127	-	Florence Corporation of Kansas	\$11,719,432	Manhattan	KS
103	96	Sadler Bros. Trucking & Leasing Co. Inc.	\$14,933,297	Nashville	TN	128	133	Lynden Air Cargo	\$11,713,485	Anchorage	AK
104	111	Integrated Airline Services Inc.	\$14,772,600	Denver	CO	129	134	Habasit Belting Inc.	\$11,620,439	Atlanta	GA
105	72	Petroleum Traders Corp.	\$14,585,193	Fort Wayne	IN	130	113	90 Church Street Limited	\$11,577,488	Boston	MA
106	120	Oliver Rubber Company LLC	\$14,390,483	Atlanta	GA	131	145	Jasper Engine Exchange Inc.	\$11,482,921	Willow Brook	IL
107	105	Commercial Trailer Leasing Inc.	\$14,317,741	Jersey City	NJ	132	-	Cargo Force Inc.	\$11,412,085	Coral Gables	FL
108	115	State of Oklahoma	\$14,239,269	Tulsa	OK	133	125	Harris Technical Services	\$11,319,093	Melbourne	FL
109	146	Mail Terminal Services LLC	\$13,910,597	Weston	FL	134	130	Texas Mail Service Inc.	\$11,257,114	Little Rock	AR
110	106	Clifford B. Finkle Jr., Inc.	\$13,870,648	Clifton	NJ	135	-	Teradata Government Systems LLC	\$11,251,439	Chicago	IL
111	90	MT Transportation & Logistics	\$13,647,786	Deer Park	NY	136	70	Hess Corporation	\$11,162,522	Charlotte	NC
112	116	Resource Consultants Inc.	\$13,622,881	Palatine	IL	137	-	Ursa Major Corporation	\$10,895,168	Waukesha	WI
113	139	Trojan Horse Limited	\$13,162,789	Hanover	MD	138	144	Peninsula Air	\$10,846,919	Anchorage	AK
114	-	URS-PB Joint Venture	\$13,026,961	Gaithersburg	MD	139	-	SG Const. Services Inc.	\$10,819,275	Flint	MI
115	127	Elbar Inc.	\$12,866,287	Little Rock	AR	140	132	EnerSys Inc.	\$10,756,560	Charlotte	NC
116	-	Honeywell International Inc.	\$12,796,983	Anchorage	AK	141	124	Mansfield Oil Company	\$10,681,108	Atlanta	GA
117	118	British Airways PLC	\$12,456,984	Flushing	NY	142	-	Alpine Aviation, Inc.	\$10,662,417	Provo	UT
118	126	Kyla Inc.	\$12,285,493	Little Rock	AR	143	-	Morcon Construction Co. Inc.	\$10,518,411	Golden Valley	MN
119	104	Contract Transport Inc.	\$12,217,511	Des Moines	IA	144	131	Roth Trucking Inc.	\$10,480,276	Grand Rapids	MI
120	-	Sid Tool Co. Inc.	\$12,134,497	Wood Dale	IL	145	148	Ready Built Distributors Inc.	\$10,403,483	Montgomery	AL
121	-	Rand Whitney Container LLC	\$12,073,182	Boston	MA	146	142	CBF Trucking Inc.	\$10,403,175	Ocean	NJ
122	-	CA Inc.	\$11,947,389	Philadelphia	PA	147	-	All Star Services Corp.	\$10,343,114	Tucson	AZ
123	128	Lanier Brugh Corp.	\$11,937,836	Portland	OR	148	101	Emirates Airlines	\$10,259,977	New York	NY
124	-	Automated Control Technologies LLC	\$11,931,811	Tempe	AZ	149	48	Hallmark Custom Marketing Inc.	\$10,080,907	Bloomington	IN
125	123	Byrd Trucking Co.	\$11,931,063	Houston	TX	150	-	Midland Delivery	\$10,054,314	Little Rock	AR



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About David Hendel

David 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.

After entering private practice and representing clients in "standard" federal agency procurements, he realized how vastly those rules differed from the Postal Service's procurement environment. To help contractors succeed within this special environment, he developed two popular training courses on postal contracting. Over 1,000 contractors have attended these seminars. Since 2001, he has annually compiled and published a list of the Postal Service's top suppliers. Recognized as an authority on postal contracting, he is highly sought-after by the media and industry trade journals on postal procurement topics.

David regularly litigates claims and other matters before the U.S. Court of Federal Claims, the Postal Service Board of Contract Appeals, and various U.S. District Courts. With the government intensifying its efforts to find fraud under federal contracts, David frequently assists contractors facing False Claims Act investigations and litigation. He has been involved in several notable cases, including an action in which a U.S. District Court awarded market rate attorney fees to his client for governmental bad faith.