



## Top U.S. Postal Service Suppliers for Fiscal Year 2011

Compiled by David P. Hendel

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**Editor's Note:** The below list of the top U.S. Postal Service suppliers in Fiscal Year 2011 was compiled based on data received in response to a Freedom of Information Act request. Entries for companies believed to be affiliated or have common ownership were consolidated under the name of the company with the highest individual ranking. We consolidated more entries this year than in past years, which could account for significant ranking changes for some contractors. City/state designations are based on the information in USPS payment records, which may not be the contractor's primary location. Contractor ranking for FY 2010 is also shown. The data covers payments made by the Postal Service in fiscal year 2011 (October 1, 2010 - September 30, 2011). The information on this list has not been audited and thus may not be fully accurate. Please contact the editor if you have any questions or know of any discrepancies. **A separate alphabetical listing appears on page 3 for ease of finding a particular contractor.**

### Shown are the top 150 suppliers to the U.S. Postal Service based on payments received in fiscal year 2011.

Rank	FY10	Supplier Name	FY11 Amount	City	State
1	1	FedEx Corporation	\$1,495,566,494.35	Pasadena	CA
2	3	Kalitta Air, LLC	\$548,738,004.99	Ypsilanti	MI
3	2	Northrop Grumman*	\$410,690,087.88	Merrifield	VA
4	4	Pat Salmon & Sons, Inc.*	\$136,655,575.73	Little Rock	AR
5	7	Wheeler Bros., Inc.	\$128,593,640.92	Somerset	PA
6	8	Campbell Ewald	\$126,306,238.17	Warren	MI
7	9	Accenture	\$125,209,077.00	Chicago	IL
8	11	Mail Contractors of America, Inc.*	\$116,660,546.63	Little Rock	AR
9	10	International Business Machines	\$108,205,147.21	Atlanta	GA
10	16	United Airlines, Inc.	\$102,885,394.55	Pasadena	CA
11	12	United Parcel Service*	\$101,900,573.93	Louisville	KY
12	18	Eagle Express Lines, Inc.	\$94,330,866.10	South Holland	IL
13	17	Matheson Trucking, Inc.*	\$88,906,697.71	Sacramento	CA
14	14	Parsons	\$86,810,547.82	Pasadena	CA
15	6	Hewlett Packard*	\$80,172,665.98	Herndon	VA
16	13	Continental Airlines*	\$79,013,442.45	Houston	TX
17	21	American Airlines, Inc.	\$77,304,734.39	Chicago	IL
18	15	Verizon*	\$70,966,029.48	Philadelphia	PA
19	19	W. W. Grainger, Inc.	\$69,587,819.14	Kansas City	MO
20	5	Siemens*	\$68,884,789.98	Arlington	TX
21	22	Convergys Government Solutions, LLC	\$66,400,673.49	Cincinnati	OH
22	33	Delta Airlines, Inc.	\$65,280,410.41	Atlanta	GA
23	20	Alan Ritchey, Inc.*	\$64,316,336.83	Valley View	TX
24	25	Southern Mail Service, Inc.*	\$60,704,480.46	Houston	TX
25	23	Midwest Transport, Inc.	\$58,529,633.30	Robinson	IL
26	32	Beam Brothers Trucking	\$52,299,948.22	Mt. Crawford	VA
27	29	NCR Corporation	\$49,816,248.20	Germantown	MD
28	144	Hallmark Custom Marketing, Inc.	\$49,155,572.21	Bloomington	IN
29	37	McCormick Trucking*	\$47,961,237.92	Murfreesboro	TN
30	40	AT&T Corporation	\$47,660,176.07	Phoenix	AZ

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# Top U.S. Postal Service Suppliers for Fiscal Year 2011

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Rank	FY10	Supplier Name	FY 2011 Amount	City	State	Rank	FY10	Supplier Name	FY 2011 Amount	City	State
31	36	Temple Inland	\$44,803,735.10	Austin	TX	76	85	Aeko Kula Inc.	\$16,972,186.74	Honolulu	HI
32	30	Hoovestol Inc.*	\$44,000,328.85	Eagan	MN	77	93	Jasper Engine Exchange Inc.	\$16,793,814.17	Willowbrook	IL
33	27	OfficeMax	\$40,513,177.74	Chicago	IL	78	81	Hartwig Transit, Inc.	\$16,770,678.63	Schiller Park	IL
34	31	CSC Applied Technologies LLC	\$40,488,391.36	Urbandale	IA	79	133	General Dynamics Information Technology, Inc.	\$16,769,189.14	Fairfax	VA
35	24	EMC Corporation	\$38,814,576.15	McLean	VA	80	83	J. B. Hunt Transport, Inc.	\$16,718,074.38	Lowell	AR
36	35	Bancroft & Sons Transportation, Inc.	\$38,346,381.17	Grand Prairie	TX	81	137	Metro Air Service Inc.	\$16,715,478.71	Romulus	MI
37	39	Beco Inc.	\$38,233,391.17	New Salem	ND	82	82	Sennett Security Products	\$16,178,945.02	Chantilly	VA
38	28	New Breed Leasing of New Jersey Inc.	\$38,196,552.23	High Point	NC	83	100	Teradata Government Systems LLC	\$16,071,894.80	Chicago	IL
39	26	Lockheed Martin*	\$36,710,006.48	Chicago	IL	84	111	Area Storage & Transfer, Inc.	\$16,671,741.63	Harrisburg	PA
40	67	Oracle America, Inc.	\$36,618,854.63	Reston	VA	85	-	World Wide Technology, Inc.	\$16,214,900.46	St. Louis	MO
41	34	EnergyUnited	\$36,233,660.64	Statesville	NC	86	146	Webcor Packaging Corporation	\$15,777,691.82	Flint	MI
42	44	Lange Trucking, Inc.	\$36,141,936.95	Pleasanton	CA	87	103	Ursa Major Corporation	\$15,706,508.03	Waukesha	WI
43	42	Clifford B. Finkle Jr., Inc.*	\$35,609,432.70	Clifton	NJ	88	-	W. M. Schlosser Company, Inc.	\$15,643,888.45	Hyattsville	MD
44	47	Johnston McLamb Case Solutions	\$32,566,895.34	Chantilly	VA	89	79	Veltri Inc.	\$15,635,875.95	Washington	PA
45	51	American Express	\$29,469,455.90	Phoenix	AZ	90	78	Orange County Container LLC	\$15,168,370.27	Industry	CA
46	53	Japan Airlines Co., Ltd	\$29,005,830.01	El Segundo	CA	91	90	Causley Trucking Inc.*	\$14,789,997.39	Saginaw	MI
47	57	Serco Inc.	\$28,659,207.34	Palatine	IL	92	91	Contract Transport Inc.	\$14,399,934.51	Des Moines	IA
48	43	BGA, Inc.	\$26,888,932.83	Tampa	FL	93	101	Alpine Aviation Inc.	\$14,270,803.70	Provo	UT
49	55	Sodrel Truck Lines, Inc.*	\$26,158,698.05	Jeffersonville	IN	94	109	T&T Enterprises of Ohio, Inc.	\$14,267,159.73	Cincinnati	OH
50	54	US Airways Inc.	\$25,327,487.49	Phoenix	AZ	95	45	Alaska Airlines	\$14,182,728.21	Seattle	WA
51	86	Western Industrial Contractors	\$25,274,678.25	Aurora	CO	96	135	Support Services of America, Inc.	\$14,054,562.22	Norwalk	CA
52	48	Motorola	\$25,008,563.54	Charlotte	NC	97	73	International Paper Company	\$13,843,969.45	Hanover	MD
53	58	Jasper Innovative Solutions, Inc.	\$24,923,618.79	Jasper	IN	98	92	Sid Tool Co., Inc	\$13,536,837.10	Wood Dale	IL
54	49	AC Technologies, Inc.	\$24,067,290.47	Fairfax	VA	99	115	SG Construction	\$13,519,603.25	Flint	MI
55	63	Goodyear	\$23,780,078.42	South Holland	IL	100	149	Société Air France	\$13,062,952.59	Paris	France
56	60	ABM Security Services	\$23,089,598.10	San Francisco	CA	101	132	Shuert Industries Inc.	\$12,817,224.00	Sterling Heights	MI
57	38	Pitney Bowes Inc.*	\$22,835,404.39	Lanham	MD	102	-	SAP*	\$12,801,744.19	Newton Square	PA
58	62	AXIOM	\$22,633,898.63	Chicago	IL	103	107	Commercial Trailer Leasing, Inc.	\$12,683,618.71	Jersey City	NJ
59	74	American Bank Note	\$22,428,465.49	Trevese	PA	104	99	Mail Terminal Services, LLC	\$12,576,081.11	Weston	FL
60	50	First Data Merchant Services Corporation	\$22,124,001.47	Englewood	CO	105	89	Avery Dennison Corporation	\$12,545,959.60	Framingham	MA
61	46	Deloitte*	\$21,941,608.83	McLean	VA	106	97	Oliver Rubber Company	\$12,343,364.37	Atlanta	GA
62	52	Ashton Potter USA Ltd	\$21,697,354.63	Williamsville	NY	107	106	Videojet Technologies Inc.	\$12,338,875.97	Wood Dale	IL
63	71	ABX Cargo Service	\$21,072,679.50	Dayton	OH	108	88	Mansfield Oil Company	\$12,199,820.30	Atlanta	GA
64	64	B & B Trucking Inc.	\$20,579,738.03	Kalamazoo	MI	109	-	Variety Contractors, Inc.	\$12,127,708.52	Seville	OH
65	61	Transport International Pool, Inc.	\$20,415,678.37	Salt Lake City	UT	110	72	Worldwide Flight Services	\$12,098,477.99	Eules	TX
66	77	Trojan Horse Ltd.	\$19,504,329.90	Hanover	MD	111	126	Foreman Brothers, Inc.	\$12,052,635.53	Detroit	MI
67	69	Alliance Packaging, Inc.	\$19,239,422.65	Seattle	WA	112	98	Cenveo Corporation*	\$12,044,170.95	Chicago	IL
68	87	Petroleum Traders Corporation	\$19,235,790.89	Fort Wayne	IN	113	108	Energys Inc.	\$11,982,974.16	Charlotte	NC
69	80	Bell Inc.	\$18,949,202.48	Sioux Fall	SD	114	136	Davenport Transportation Inc.*	\$11,929,227.00	Blairsville	GA
70	84	Postal Products Unlimited, Inc.	\$18,168,139.23	Milwaukee	WI	115	138	New Directions in Sales, Inc.	\$11,926,111.39	Des Moines	IA
71	68	Moore Wallace North America, Inc.	\$17,827,598.20	Chicago	IL	116	125	Sterigenics East Corp	\$11,905,112.66	Salem	NJ
72	76	BJ Trucking Co, Inc.	\$17,677,605.52	Greensboro	NC	117	-	KANA Software, Inc.	\$11,888,890.90	Menlo Park	CA
73	75	Magellan Behavioral Health	\$17,410,270.94	Philadelphia	PA	118	120	AKQA	\$11,885,630.93	San Francisco	CA
74	66	Evergreen - E A G L E	\$17,202,235.27	Portland	OR	119	117	Lanier Brugh Corporation	\$11,799,826.66	Portland	OR
75	112	Cargo Force Inc.	\$17,347,037.59	Coral Gables	FL	120	113	Sheehy Mail Contractors Inc.	\$11,459,701.94	Waterloo	WI

(Top 150 list continues on page 4)

# Top U.S. Postal Service Suppliers for Fiscal Year 2011

## Alphabetical Listing

Rank	Supplier Name
56	<b>ABM Security Services</b>
63	ABX Cargo Service
54	AC Technologies, Inc.
7	Accenture
76	Aeko Kula Inc.
118	AKQA
23	Alan Ritchey, Inc.*
95	Alaska Airlines
127	All Star Services Corporation
67	Alliance Packaging, Inc.
145	Alpha Mail Carriers Inc.
93	Alpine Aviation Inc.
17	American Airlines, Inc.
59	American Bank Note
45	American Express
84	Area Storage & Transfer, Inc.
62	Ashton Potter USA Ltd
30	AT&T Corporation
105	Avery Dennison Corporation
58	AXIOM
64	<b>B &amp; B Trucking Inc.</b>
72	BJ Trucking Co., Inc.
36	Bancroft & Sons Transportation, Inc.
26	Beam Brothers Trucking
37	Beco Inc.
69	Bell Inc.
48	BGA, Inc.
140	Biscayne Contractors, Inc.
126	British Airways PLC
6	<b>Campbell Ewald</b>
75	Cargo Force Inc.
91	Causley Trucking Inc.*
112	Cenveo Corporation*
134	Clayco, Inc.
43	Clifford B. Finkle Jr., Inc.*
103	Commercial Trailer Leasing, Inc.
16	Continental Airlines*
92	Contract Transport Inc.
21	Convergys Government Solutions, LLC
34	CSC Applied Technologies LLC
114	<b>Davenport Transportation Inc.*</b>
61	Deloitte*
22	Delta Airlines, Inc.
135	DraftFCB, Inc.
129	<b>E. F. Thompson Inc.</b>
12	Eagle Express Lines, Inc.
35	EMC Corporation
41	EnergyUnited
113	Energys Inc.
123	Ernst & Young LLP

Rank	Supplier Name
74	Evergreen - E A G L E
1	<b>FedEx Corporation</b>
60	First Data Merchant Services
144	Florence Corporation of Kansas
111	Foreman Brothers, Inc.
79	<b>General Dynamics Information Technology, Inc.</b>
143	Globe Composite Solutions, Ltd.
55	Goodyear
136	<b>Habasit America</b>
28	Hallmark Custom Marketing, Inc.
138	Happel & Associates, Inc.
130	Harris IT Services
78	Hartwig Transit, Inc.
15	Hewlett Packard*
32	Hoovestol Inc.*
139	Horizon Lines, Inc.*
9	<b>International Business Machines</b>
97	International Paper Company
80	<b>J. B. Hunt Transport, Inc.</b>
46	Japan Airlines Co., Ltd
77	Jasper Engine Exchange Inc.
53	Jasper Innovative Solutions, Inc.
128	John W Ritter Trucking, Inc.
44	Johnston McLamb Case Solutions
2	<b>Kalitta Air, LLC</b>
117	KANA Software, Inc.
42	<b>Lange Trucking, Inc.</b>
119	Lanier Brugh Corporation
125	Le-Mar Holdings Inc.
147	Litco International, Inc.
39	Lockheed Martin*
73	<b>Magellan Behavioral Health</b>
8	Mail Contractors of America, Inc.*
104	Mail Terminal Services, LLC
108	Mansfield Oil Company
13	Matheson Trucking, Inc.*
29	McCormick Trucking*
81	Metro Air Service Inc.
131	Microstrategy Services Corporation
25	Midwest Transport, Inc.
71	Moore Wallace North America, Inc.
146	Morcon Construction Co., Inc.
52	Motorola
27	<b>NCR Corporation</b>
38	New Breed Leasing of New Jersey Inc.
115	New Directions in Sales, Inc.
3	Northrop Grumman*
33	<b>OfficeMax</b>
106	Oliver Rubber Company
40	Oracle America, Inc.

Rank	Supplier Name
90	Orange County Container LLC
14	<b>Parsons</b>
4	Pat Salmon & Sons, Inc.*
68	Petroleum Traders Corporation
57	Pitney Bowes Inc.*
150	Postal Fleet Services Inc.
70	Postal Products Unlimited, Inc.
149	<b>R&amp;F Transportation Company Inc.</b>
137	Rand Whitney*
122	Robert M. Neff, Inc.
133	Roth Trucking, Inc.
141	<b>Sadler Bros. Trucking &amp; Leasing Co., Inc.</b>
102	SAP*
124	Scandinavian Airlines System
82	Sennett Security Products
47	Serco Inc.
99	SG Construction
120	Sheehy Mail Contractors Inc.
101	Shuert Industries Inc.
132	SICK, Inc.
98	Sid Tool Co., Inc
20	Siemens*
100	Société Air France
49	Sodrel Truck Lines, Inc.*
148	Southern Counties Oil Company
24	Southern Mail Service, Inc.*
121	State of Oklahoma
116	Sterigenics East Corp
96	Support Services of America, Inc.
94	<b>T&amp;T Enterprises of Ohio, Inc.</b>
31	Temple Inland
83	Teradata Government Systems LLC
65	Transport International Pool, Inc.
66	Trojan Horse Ltd.
10	<b>United Airlines, Inc.</b>
11	United Parcel Service*
142	United States Auto Club, Motoring Division, Inc.
87	Ursa Major Corporation
50	US Airways Inc.
109	<b>Variety Contractors, Inc.</b>
89	Veltri Inc.
18	Verizon*
107	Videojet Technologies Inc.
88	<b>W. M. Schlosser Company, Inc.</b>
19	W. W. Grainger, Inc.
86	Webcor Packaging Corporation
51	Western Industrial Contractors
5	Wheeler Bros., Inc.
85	World Wide Technology, Inc.
110	Worldwide Flight Services

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Rank	FY10	Supplier Name	FY11 Amount	City	State	Rank	FY10	Supplier Name	FY11 Amount	City	State
121	121	State of Oklahoma	\$11,284,853.56	Tulsa	OK	136	105	Habasit America	\$10,161,088.24	Atlanta	GA
122	123	Robert M. Neff, Inc.	\$11,269,890.31	Hebron	OH	137	-	Rand Whitney*	\$10,011,890.59	Newtown	CT
123	150	Ernst & Young LLP	\$11,241,829.72	Philadelphia	PA	138	-	Happel & Associates, Inc.	\$9,927,069.41	Golden	CO
124	-	Scandinavian Airlines System	\$11,192,348.09	Newark	NJ	139	-	Horizon Lines, Inc.*	\$9,884,312.30	Charlotte	NC
125	-	Le-Mar Holdings Inc.	\$11,106,989.60	Lubbock	TX	140	134	Biscayne Contractors, Inc.	\$9,740,584.70	Alexandria	VA
126	-	British Airways PLC	\$11,072,902.89	Flushing	NY	141	110	Sadler Bros. Trucking & Leasing Co., Inc.	\$9,701,854.85	Nashville	TN
127	-	All Star Services Corporation	\$10,971,843.91	San Diego	CA	142	-	United States Auto Club, Motoring Division, Inc.	\$9,700,639.27	Carrollton	TX
128	131	John W Ritter Trucking, Inc.	\$10,952,575.60	Laurel	MD	143	-	Globe Composite Solutions, Ltd.	\$9,632,855.16	Rockland	MA
129	130	E. F. Thompson Inc.	\$10,797,487.86	Thornburg	VA	144	140	Florence Corporation of Kansas	\$9,305,770.15	Manhattan	KS
130	118	Harris IT Services	\$10,795,463.98	Dulles	VA	145	139	Alpha Mail Carriers Inc.	\$9,286,916.76	Ashland	NE
131	-	Microstrategy Services Corporation	\$10,528,913.86	Vienna	VA	146	-	Morcon Construction Co., Inc.	\$9,235,845.59	Golden Valley	MN
132	-	SICK, Inc.	\$10,523,271.57	Minneapolis	MN	147	96	Litco International, Inc.	\$9,126,716.00	Vienna	OH
133	128	Roth Trucking, Inc.	\$10,495,757.44	Grand Rapids	MI	148	-	Southern Counties Oil Company	\$9,024,293.39	Orange	CA
134	127	Clayco, Inc.	\$10,366,094.57	St. Louis	MO	149	-	R&F Transportation Company Inc.	\$8,920,758.51	Taunton	MA
135	147	DraftFCB, Inc.	\$10,196,429.30	Chicago	IL	150	-	Postal Fleet Services Inc.	\$8,883,907.53	St. Augustine	FL



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David Hendel, chair of the firm's Postal Service Contracting practice, commenced his legal practice in 1982 as an Honors Attorney in the Office of Contracts and Property Law at U.S. Postal Service Headquarters. For six years, he advised postal officials on procurement matters, litigated contract claims, and handled agency protests. He received a special commendation for meritorious service from the agency's top procurement official.

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 five popular training courses on postal contracting. More than 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 has assisted hundreds of postal suppliers on a wide variety of contract-related matters. In addition, he 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.

## About Husch Blackwell

Husch Blackwell LLP is a full-service litigation and business law firm with 600 attorneys in locations across the United States and in London, serving clients with domestic, international, and multinational operations. We focus on providing sophisticated legal services at a compelling value that help manage risk, overcome hurdles and create meaningful advantages for our clients.

We represent national and global leaders in major industries that include agribusiness, energy, financial services, healthcare, manufacturing, chemicals and telecommunications. Our attorneys are recognized by leading professional and industry organizations for their knowledge and expertise across a broad range of legal services.

Our Government Contracts practice, based in our Washington, D.C., office, represents domestic and international clients involved in all phases of government contracting, including bid protests, contract administration, change orders, audits, claims and disputes, and compliance programs. A special focus of this practice is providing advice to Postal Service contractors.

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

[www.huschblackwell.com/postal-service-contracting](http://www.huschblackwell.com/postal-service-contracting)

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