



Top U.S. Postal Service Suppliers for Fiscal Year 2013

Compiled by David P. Hendel

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The below list of the top U.S. Postal Service suppliers in Fiscal Year (FY) 2013 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. City/state designations are based on the information in USPS payment records, which may not be the contractor's primary location. The data covers payments made by the Postal Service in fiscal year 2013 (October 1, 2012 - September 30, 2013). The information on this list has not been audited and, thus, may not be fully accurate. Please contact David Hendel 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 2013.

Rank	FY12	Supplier Name	FY13 Amount	City	State
1	1	Federal Express Corporation*	\$1,775,554,309.54	Pasadena	CA
2	63	EnergyUnited Electric Membership Corporation	\$414,334,927.51	Statesville	NC
3	2	Kalitta Air, LLC	\$304,677,636.61	Ypsilanti	MI
4	3	Pat Salmon & Sons, Inc.*	\$217,865,457.52	Little Rock	AR
5	6	United Airlines, Inc.*	\$169,586,939.32	Pasadena	CA
6	7	Hewlett-Packard Co.*	\$165,213,944.81	Atlanta	GA
7	4	Northrop Grumman Corporation*	\$160,838,429.58	Merrifield	VA
8	8	Accenture Federal Services	\$145,328,803.75	Chicago	IL
9	9	Wheeler Bros., Inc.	\$135,265,169.72	Somerset	PA
10	10	United Parcel Service Company, Inc.*	\$129,303,306.02	Louisville	KY
11	11	International Business Machines Corporation (IBM)	\$122,188,453.09	Atlanta	GA
12	15	Delta Air Lines, Inc.	\$98,279,312.07	Atlanta	GA
13	13	Eagle Express Lines, Inc.	\$95,565,510.96	South Holland	IL
14		Victory Packaging	\$86,147,920.44	Houston	TX
15	14	Matheson Trucking, Inc.*	\$78,028,136.55	Sacramento	CA
16		Universal McCann Worldwide, Inc.*	\$72,711,852.73	New York	NY
17	25	AT&T Corporation*	\$71,886,862.23	Phoenix	AZ
18	16	Convergys Corporation	\$66,752,929.73	Cincinnati	OH
19	19	Beam Brothers Trucking, Inc.	\$61,587,725.60	Mt. Crawford	VA
20	17	EMC Corporation	\$58,803,036.97	McLean	VA
21		Tangoe, Inc.	\$57,567,672.90	San Diego	CA
22	31	Deloitte Consulting LLP*	\$56,399,396.54	Philadelphia	PA
23	20	Midwest Transport, Inc.	\$56,123,539.16	Robinson	IL
24	18	Southern Mail Service, Inc.*	\$56,066,692.26	Houston	TX
25	21	American Airlines, Inc.	\$53,851,107.71	Philadelphia	PA
26	55	Jasper Innovative Solutions	\$53,596,007.60	Jasper	IN
27	24	W.W. Grainger, Inc.	\$47,950,964.47	Lake Forest	IL
28	23	Parsons Corporation	\$47,460,374.73	Pasadena	CA
29	22	Verizon Communications, Inc.*	\$46,823,975.39	Philadelphia	PA
30		C. H. Robinson Worldwide, Inc.	\$45,973,822.86	Overland Park	KS

* Denotes consolidated entries

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Top U.S. Postal Service Suppliers for Fiscal Year 2013

(continued from page 1)

Rank	FY12	Supplier Name	FY13Amount	City	State	Rank	FY12	Supplier Name	FY12 Amount	City	State
31	49	Pitney Bowes, Inc.*	\$44,561,970.22	Lanham	MD	76	101	Staples Contract and Commercial, Inc.	\$19,875,116.44	Englewood	NJ
32	5	Siemens	\$41,725,150.80	Arlington	TX	77	96	Postal Fleet Services, Inc.	\$19,695,972.06	St. Augustine	FL
33	33	Tracie McCormick, Inc.*	\$41,516,885.18	Murfreesboro	TN	78		Cartus Corporation	\$19,604,253.34	Danbury	CT
34		PAE	\$40,701,591.78	Arlington	VA	79	89	Veltri, Inc.	\$19,522,534.81	Levittown	PA
35	34	Beco, Inc.	\$40,157,818.38	New Salem	ND	80	57	The West River Group	\$19,349,058.09	Newcomb	MD
36	48	New Breed Leasing of New Jersey, Inc.	\$39,884,558.02	High Point	NC	81	106	Commercial Trailer Leasing, Inc.	\$19,307,321.48	Jersey City	NJ
37	42	American Express Company	\$38,848,872.38	Phoenix	AZ	82	90	Postal Products Unlimited, Inc.	\$19,090,747.03	Milwaukee	WI
38		World Wide Technology, Inc.	\$36,684,700.97	St. Louis	MO	83	85	Metro Air Services, Inc.	\$18,989,324.45	Romulus	MI
39	39	NCR Corporation	\$36,252,193.82	Charlotte	NC	84	62	Webcor Packaging Corporation	\$18,842,959.71	Flint	MI
40	36	Hoovestol, Inc.*	\$35,697,718.59	Eagan	MN	85	93	Avaya Government Solutions, Inc.	\$18,122,001.06	Fairfax	VA
41	41	EMCOR Group, Inc.	\$35,661,817.33	Norwalk	CT	86	76	Alliance Packaging, Inc.	\$18,053,111.24	Seattle	WA
42	40	Bancroft and Sons Transportation LLC	\$34,423,963.24	Grand Prairie	TX	87	58	General Dynamics Information Technology	\$17,651,708.70	Fairfax	VA
43	35	Lange Trucking, Inc.	\$34,182,306.25	Pleasanton	CA	88	88	Le Mar Holdings, Inc.	\$17,629,131.33	Lubbock	TX
44	46	Cargo Force, Inc.	\$34,177,271.21	Coral Gables	FL	89	83	Area Storage & Transfer, Inc.	\$17,448,653.14	Harrisburg	PA
45	45	Alaska Air Group, Inc.	\$33,541,626.59	Seattle	WA	90	80	Orange County Container Group LLC	\$17,427,643.68	Industry	CA
46	148	Shuert Industries, Inc.	\$32,727,358.25	Sterling Heights	MI	91		ECS Federal, Inc.	\$17,310,476.69	Fairfax	VA
47	43	Northern Air Cargo, Inc.	\$31,976,883.34	Anchorage	AK	92		Bowman Sales and Equipment	\$17,191,672.23	Hagerstown	MD
48	50	Goodyear Tire & Rubber Company	\$31,324,587.46	South Holland	IL	93	81	T&T Enterprises of Ohio, Inc.	\$16,782,507.81	Cincinnati	OH
49	32	Hallmark Custom Marketing, Inc.	\$31,025,382.14	Bloomington	IN	94	78	Sennett Security Products, LLC	\$16,625,997.12	Chantilly	VA
50	28	Lockheed Martin Corporation*	\$30,861,633.45	Chicago	IL	95	128	Roth Bros., Inc.	\$16,116,167.34	Youngstown	OH
51	107	Drafftcb, Inc.	\$30,846,097.86	Chicago	IL	96	86	Magellan Health Services, Inc.	\$15,179,169.28	Philadelphia	PA
52	37	OfficeMax North America, Inc.	\$29,992,758.95	Naperville	IL	97	129	Postal Carrier Corp.	\$14,878,054.20	Palm Beach Gardens	FL
53	44	Alan Ritchey, Inc.*	\$29,265,616.27	Valley View	TX	98	102	Oliver Rubber Company LLC	\$14,639,366.74	Atlanta	GA
54	38	Clifford B. Finkle, Jr., Inc.*	\$29,091,520.98	Clinton	NJ	99		The Port Authority of New York and New Jersey	\$14,437,191.62	New York	NY
55	61	LGSTX Distribution Services	\$28,641,287.65	Wilmington	OH	100	109	John W. Ritter Trucking, Inc.	\$14,266,279.66	Laurel	MD
56	51	Era Alaska	\$27,591,267.63	Anchorage	AK	101	92	URSA Major Corporation	\$13,990,675.61	Waukesha	WI
57	47	Japan Airlines Co., Ltd.	\$27,542,802.85	El Segundo	CA	102	95	Causley Trucking, Inc.*	\$13,884,049.93	Saginaw	MI
58	27	International Paper Company*	\$27,195,224.18	Memphis	TN	103		Ryder System, Inc.	\$13,783,246.74	Miami	FL
59		US Airways	\$26,703,016.15	Tempe	AZ	104	87	Hartwig Transit, Inc.	\$13,763,685.01	Schiller Park	IL
60	52	Sodrel Truck Lines, Inc.*	\$26,694,934.16	Jeffersonville	IN	105	113	Foreman Bros. Inc., Trucking	\$13,740,851.29	Detroit	MI
61	54	Tatonduk Flying Service	\$26,662,824.66	Fairbanks	AK	106	98	Alpine Aviation, Inc.	\$13,622,603.23	Provo	UT
62		R.R. Donnelley	\$25,486,563.03	Chicago	IL	107	94	Davenport Transportation Company*	\$13,366,500.81	Blairsville	GA
63	69	Sid Tool Co., Inc.	\$24,374,123.71	Melville	NY	108	97	Contract Transport, Inc.	\$13,332,923.77	Des Moines	IA
64	30	Motorola Solutions, Inc.	\$24,266,042.79	Charlotte	NC	109	74	Evergreen Aviation Ground Logistics Enterprise, Inc. (EAGLE)	\$12,576,349.47	Portland	OR
65	29	American Bank Note Company	\$23,197,507.16	Trevese	PA	110		Diebold, Incorporated	\$12,469,131.88	North Canton	OH
66	60	Ashton Potter USA Ltd.	\$22,556,287.36	Williamsville	NY	111		90 Church Street Limited Partnership	\$12,439,436.04	New York	NY
67	75	Aeko Kula, Inc.	\$22,301,807.03	Honolulu	HI	112	130	ACE Air Cargo	\$12,409,243.37	Anchorage	AK
68	72	Petroleum Traders Corporation	\$22,298,961.87	Fort Wayne	IN	113	56	Serco, Inc.	\$12,196,544.78	Palatine	IL
69	59	ABM Industries, Inc.	\$21,782,610.95	San Francisco	CA	114	119	Lynden Air Cargo	\$12,143,629.84	Anchorage	AK
70	68	MDI	\$21,525,989.28	St. Paul	MN	115	111	Teradata Government Systems LLC	\$12,099,527.15	Chicago	IL
71	64	B & B Trucking, Inc.	\$21,502,500.29	Kalamazoo	MI	116		Cepheid	\$12,046,412.80	Sunnyvale	CA
72		Bank of America, N.A.	\$20,864,159.17	Charlotte	NC	117	91	Oracle America, Inc.	\$12,025,865.16	Reston	VA
73	114	Florence Corporation	\$20,779,070.27	Manhattan	KS	118	123	Sheehy Mail Contractors, Inc.	\$12,024,692.82	Waterloo	WI
74	132	TriEnda Lexington Logistics, LLC	\$20,191,130.10	Portage	WI	119	103	Videojet Technologies, Inc.	\$11,972,046.59	Wood Dale	IL
75	67	Hollingsworth Logistics Group	\$19,908,495.01	Dearborn	MI	120		Veltri Trucking, Inc.*	\$11,900,800.10	Levittown	PA

(Top 150 list continues on page 4)

Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2013

Rank	Supplier Name
111	90 Church Street Limited Partnership
69	ABM Industries, Inc.
8	Accenture Federal Services
112	ACE Air Cargo
67	Aeko Kula, Inc.
53	Alan Ritchey, Inc.*
45	Alaska Air Group, Inc.
86	Alliance Packaging, Inc.
106	Alpine Aviation, Inc.
25	American Airlines, Inc.
65	American Bank Note Company
37	American Express Company
147	Aquilent
89	Area Storage & Transfer, Inc.
66	Ashton Potter USA Ltd.
17	AT&T Corporation*
125	Automated Control Technologies, LLC
85	Avaya Government Solutions, Inc.
143	Avery Dennison Corporation
71	B & B Trucking, Inc.
42	Bancroft and Sons Transportation LLC
72	Bank of America, N.A.
19	Beam Brothers Trucking, Inc.
35	Beco, Inc.
135	Bell Incorporated
92	Bowman Sales and Equipment
30	C. H. Robinson Worldwide, Inc.
44	Cargo Force, Inc.
78	Cartus Corporation
102	Causley Trucking, Inc.*
116	Cepheid
54	Clifford B. Finkle, Jr., Inc.*
81	Commercial Trailer Leasing, Inc.
126	CompX Security Products
108	Contract Transport, Inc.
18	Convergys Corporation
136	Cowley Distributing, Inc.
107	Davenport Transportation Company*
22	Deloitte Consulting LLP*
12	Delta Air Lines, Inc.
149	DHL Aero Expreso S.A.
110	Diebold, Incorporated
51	Draftfcb, Inc.
139	E. F. Thompson, Inc.
13	Eagle Express Lines, Inc.
132	eBay, Inc.
91	ECS Federal, Inc.
20	EMC Corporation
41	EMCOR Group, Inc.
2	EnergyUnited Electric Membership Corporation

Rank	Supplier Name
56	Era Alaska
127	Ernst & Young
129	Escher Group Limited
109	Evergreen Aviation Ground Logistics Enterprise, Inc. (EAGLE)
1	Federal Express Corporation*
73	Florence Corporation
105	Foreman Bros., Inc., Trucking
87	General Dynamics Information Technology
48	Goodyear Tire & Rubber Company
133	Habasit America
49	Hallmark Custom Marketing, Inc.
104	Hartwig Transit, Inc.
6	Hewlett-Packard Co.*
75	Hollingsworth Logistics Group
40	Hoovestol, Inc.*
146	HUB Group, Inc.
11	International Business Machines Corporation (IBM)
58	International Paper Company*
57	Japan Airlines Co., Ltd.
26	Jasper Innovative Solutions
100	John W. Ritter Trucking, Inc.
3	Kalitta Air, LLC
43	Lange Trucking, Inc.
131	Lanier Brugh Corporation
88	Le Mar Holdings, Inc.
55	LGSTX Distribution Services
140	Lighton Industries, Inc.
50	Lockheed Martin Corporation*
114	Lynden Air Cargo
96	Magellan Health Services, Inc.
130	Mansfield Oil Company
15	Matheson Trucking, Inc.*
70	MDI
83	Metro Air Services, Inc.
23	Midwest Transport, Inc.
64	Motorola Solutions, Inc.
39	NCR Corporation
36	New Breed Leasing of New Jersey, Inc.
145	New Directions In Sales, Inc.
47	Northern Air Cargo, Inc.
7	Northrop Grumman Corporation*
52	OfficeMax North America, Inc.
98	Oliver Rubber Company LLC
117	Oracle America, Inc.
90	Orange County Container Group LLC
34	PAE
28	Parsons Corporation
4	Pat Salmon & Sons, Inc.*
68	Petroleum Traders Corporation
31	Pitney Bowes, Inc.*

Rank	Supplier Name
97	Postal Carrier Corp.
77	Postal Fleet Services, Inc.
82	Postal Products Unlimited, Inc.
149	R. & F. Transportation Company, Inc.
62	R.R. Donnelley
142	Rand Whitney Container LLC*
95	Roth Bros., Inc.
123	Roth Trucking, Inc.
103	Ryder System, Inc.
121	Sadler Bros. Trucking & Leasing Co., Inc.
94	Sennett Security Products, LLC
113	Serco, Inc.
118	Sheehy Mail Contractors, Inc.
46	Shuert Industries, Inc.
63	Sid Tool Co., Inc.
32	Siemens
144	Skyline Mail Carriers, Inc.
60	Sodrel Truck Lines, Inc.*
24	Southern Mail Service, Inc.*
76	Staples Contract and Commercial, Inc.
124	Sterigenics East Corporation
93	T&T Enterprises of Ohio, Inc.
21	Tangoe, Inc.
61	Tatonduk Flying Service
115	Teradata Government Systems LLC
99	The Port Authority of New York and New Jersey
137	The Siebold Company, Inc.
80	The West River Group
134	The Whiting-Turner Contracting Company
33	Tracie McCormick, Inc.*
74	TriEnda Lexington Logistics, LLC
122	Trojan Horse Ltd.
5	United Airlines, Inc.*
10	United Parcel Service Company, Inc.*
148	United States Auto Club, Motoring Division, Inc.
16	Universal McCann Worldwide, Inc.*
101	URSA Major Corporation
59	US Airways
79	Veltri, Inc.
120	Veltri Trucking, Inc.*
29	Verizon Communications, Inc.*
14	Victory Packaging
119	Videojet Technologies, Inc.
128	VITRONIC Machine Vision Ltd.
27	W.W. Grainger, Inc.
84	Webcor Packaging Corporation
9	Wheeler Bros., Inc.
38	World Wide Technology, Inc.
141	Worldwide Flight Services
138	XO Communications Services, LLC

Top U.S. Postal Service Suppliers for Fiscal Year 2013

(continued from page 2)

Rank	FY12	Supplier Name	FY13 Amount	City	State	Rank	FY12	Supplier Name	FY13 Amount	City	State
121	137	Sadler Bros. Trucking & Leasing Co., Inc.	\$11,672,293.25	Nashville	TN	136		Cowley Distributing, Inc.	\$10,374,267.11	Jefferson City	MO
122	65	Trojan Horse Ltd.	\$11,651,529.03	Hanover	MD	137		The Siebold Company, Inc.	\$10,348,020.05	Coral Springs	FL
123	127	Roth Trucking, Inc.	\$11,544,619.78	Grand Rapids	MI	138	133	XO Communications Services, LLC	\$10,338,299.44	Herndon	VA
124	136	Sterigenics East Corporation	\$11,468,592.00	Salem	NJ	139	125	E.F. Thompson, Inc.	\$10,313,859.13	Thornburg	VA
125		Automated Control Technologies, LLC	\$11,459,283.72	Tempe	AZ	140		Lighton Industries, Inc.	\$10,176,936.94	Lakewood	NJ
126		CompX Security Products	\$11,334,882.56	Dallas	TX	141	100	Worldwide Flight Services	\$10,145,419.43	Euless	TX
127	120	Ernst & Young	\$11,024,692.00	Philadelphia	PA	142	138	Rand Whitney Container LLC*	\$10,010,757.17	Montville	CT
128		VITRONIC Machine Vision Ltd.	\$10,864,625.09	Louisville	KY	143	117	Avery Dennison Corporation	\$9,999,328.35	Framingham	MA
129		Escher Group Limited	\$10,827,755.86	Boston	MA	144		Skyline Mail Carriers, Inc.	\$9,785,099.01	Federal Way	WA
130	121	Mansfield Oil Company	\$10,771,943.07	Atlanta	GA	145	105	New Directions in Sales, Inc.	\$9,744,632.54	Des Moines	IA
131	115	Lanier Brugh Corporation	\$10,727,208.91	Portland	OR	146		HUB Group, Inc.	\$9,729,282.37	Downers Grove	IL
132		eBay, Inc.	\$10,533,690.22	San Jose	CA	147		Aquilent	\$9,485,992.84	Laurel	MD
133	108	Habasit America	\$10,461,435.90	Atlanta	GA	148	145	United States Auto Club, Moting Division, Inc.	\$9,459,271.21	Carrollton	TX
134		The Whiting-Turner Contracting Company	\$10,435,857.00	Baltimore	MD	149		DHL Aero Expreso S.A.	\$9,396,539.61	Miami	FL
135	77	Bell Incorporated	\$10,383,267.20	Sioux Falls	SD	150		R & F Transportation Company, Inc.	\$9,375,799.57	Taunton	MA



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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.

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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

The screenshot shows a blog post from 'THE CONTRACTOR'S PERSPECTIVE' by David P. Hendel. The article discusses a lawsuit filed by the Postal Service against a sculptor for using a 'sexier' version of the Statue of Liberty on a stamp. The blog post includes a search bar, navigation links (HOME, ABOUT, SERVICES, CONTACT, SUBSCRIBE), and a sidebar with 'ABOUT US', 'MEET THE BLOG AUTHORS', 'STAY CONNECTED', and 'TOPICS'.

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