

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 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
21	24	Convergys Government Solutions LLC	\$69,396,357	Cincinnati	OH
22	34	Korte Construction Co.	\$67,879,236	St. Louis	MO
23	25	Continental Airlines	\$64,848,325	Houston	TX
24	27	NCR Corporation	\$64,661,662	Charlotte	NC
25	39	W. W. Grainger, Inc.	\$63,373,035	Kansas City	MO
26	-	Turner Construction Co.	\$62,208,268	New York	NY
27	23	J B Hunt Transport Inc.	\$61,632,880	Lowell	AR
28	20	OfficeMax	\$61,465,741	Chicago	IL
29	31	New Breed Leasing of New Jersey, Inc.	\$54,102,322	Charlotte	NC
30	32	Midwest Transport, Inc.	\$53,155,040	Robinson	IL

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

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Rank	FY08	Supplier Name	FY09 Amount	City	State	Rank	FY08	Supplier Name	FY09 Amount	City	State
31	28	Matheson Postal Services Inc.	\$51,261,495	Elk Grove	CA	76	85	Moore Wallace North America	\$20,563,078	Chicago	IL
32	21	Lockheed Martin Corp.	\$50,915,938	Chicago	IL	77	98	Shuert Industries Inc.	\$20,398,090	Sterling Heights	MI
33	33	CSC Applied Technologies LLC	\$46,567,949	Urbandale	IA	78	80	Northern Air Cargo	\$20,319,920	Anchorage	AK
34	56	EMC Corporation Federal Div	\$43,573,737	McLean	VA	79	87	Goodyear	\$20,005,456	South Holland	IL
35	46	AT&T Corporation	\$42,050,196	Phoenix	AZ	80	86	International Paper	\$19,443,277	Hanover	MD
36	29	Motorola	\$42,026,505	Charlotte	NC	81	-	Electronic Data Systems Corp.	\$19,067,293	Plano	TX
37	36	Pitney Bowes Inc.	\$40,535,118	Lanham	MD	82	145	Jasper Innovative Solutions Inc.	\$18,913,220	Jasper	IN
38	44	Beam Brothers Trucking Inc.	\$37,846,538	Mt. Crawford	VA	83	88	Forbo Siegling LLC	\$18,624,800	Charlotte	NC
39	37	Hoovestol Inc.	\$37,470,858	Eagan	MN	84	102	Japan Airlines Co. Ltd.	\$18,583,753	El Segundo	CA
40	-	EMCOR Facilities Services Inc.	\$36,818,203	Pasadena	CA	85	97	ABX Cargo Services, Inc.	\$18,518,265	Dayton	OH
41	26	Cartus Corporation	\$34,486,106	Danbury	CT	86	108	American Bank Note	\$18,271,881	Trevese	PA
42	45	Pat Salmon & Sons Inc.	\$34,410,513	Little Rock	AR	87	-	Mail Contractors of Arkansas Inc.	\$18,186,290	Little Rock	AR
43	66	Johnston McLamb Case Solutions	\$34,021,494	Chantilly	VA	88	100	Magellan Behavioral Health	\$17,605,218	Philadelphia	PA
44	43	Lange Trucking Inc.	\$33,726,701	Pleasanton	CA	89	55	Deloitte & Touche	\$17,580,795	Philadelphia	PA
45	59	Accu-Sort Systems, Inc.	\$33,152,605	Telford	PA	90	84	BJ Trucking Co., Inc.	\$17,462,951	Greensboro	NC
46	42	Temple-Inland	\$32,508,715	Chicago	IL	91	49	Northwest Airlines	\$17,343,057	Saint Paul	MN
47	62	AC Technologies, Inc.	\$32,126,168	Fairfax	VA	92	69	Ryder Intergrated Logistics	\$17,321,840	West Chester	PA
48	30	Cross Street Service Inc.	\$31,432,103	Little Rock	AR	93	83	Avery Dennison	\$17,198,271	Framingham	MA
49	121	Whiting-Turner Contracting Co.	\$30,988,652	Baltimore	MD	94	-	Aeko Kula	\$16,887,535	Honolulu	HI
50	47	Alaska Airlines	\$30,355,820	Seattle	WA	95	92	Axiom	\$16,438,086	Chicago	IL
51	51	Beco Inc.	\$29,239,763	New Salem	ND	96	64	Postal Products Unlimited Inc.	\$16,396,426	Milwaukee	WI
52	-	Matheson Flight Extenders	\$28,830,826	Elk Grove	CA	97	89	Veltri Inc.	\$16,305,902	Washington	PA
53	-	Clayco	\$27,016,752	St. Louis	MO	98	110	Alliance Packaging LLC	\$16,241,333	Seattle	WA
54	35	eBay Inc.	\$26,634,521	San Jose	CA	99	93	Sun Microsystems Federal	\$15,911,265	San Francisco	CA
55	54	Ashton Potter USA Ltd.	\$26,269,376	Williamsville	NY	100	75	Thoroughbred Direct Intermodal Services	\$15,892,151	Fort Wayne	IN
56	58	Bancroft & Sons Transportation Inc.	\$25,479,138	Grand Prairie	TX	101	91	Bell Inc.	\$15,544,592	Minneapolis	MN
57	52	Delta Airlines	\$25,475,102	Atlanta	GA	102	103	Hartwig Transit Inc.	\$15,182,019	Schiller Park	IL
58	57	Serco Inc.	\$24,479,282	Palatine	IL	103	96	Sadler Bros. Trucking & Leasing Co. Inc.	\$14,933,297	Nashville	TN
59	63	American Express	\$24,163,522	Phoenix	AZ	104	111	Integrated Airline Services Inc.	\$14,772,600	Denver	CO
60	50	Southern Mail Services	\$23,755,237	Houston	TX	105	72	Petroleum Traders Corp.	\$14,585,193	Fort Wayne	IN
61	60	Transport International Pool Inc.	\$23,741,502	Salt Lake City	UT	106	120	Oliver Rubber Company LLC	\$14,390,483	Atlanta	GA
62	40	Mail Contractors of America Inc.	\$23,182,395	Little Rock	AR	107	105	Commercial Trailer Leasing Inc.	\$14,317,741	Jersey City	NJ
63	68	ABM Security Services	\$23,177,141	San Francisco	CA	108	115	State of Oklahoma	\$14,239,269	Tulsa	OK
64	65	Tatonduk Flying Service	\$22,917,627	Fairbanks	AK	109	146	Mail Terminal Services LLC	\$13,910,597	Weston	FL
65	77	US Airways Inc.	\$22,402,601	Phoenix	AZ	110	106	Clifford B. Finkle Jr., Inc.	\$13,870,648	Clifton	NJ
66	74	Walbridge Aldinger Corp.	\$22,353,399	Detroit	MI	111	90	MT Transportation & Logistics	\$13,647,786	Deer Park	NY
67	78	Worldwide Flight Services	\$21,951,844	Euless	TX	112	116	Resource Consultants Inc.	\$13,622,881	Palatine	IL
68	38	Evergreen EAGLE	\$21,914,189	Portland	OR	113	139	Trojan Horse Limited	\$13,162,789	Hanover	MD
69	73	B & B Trucking Inc.	\$21,532,992	Kalamazoo	MI	114	-	URS-PB Joint Venture	\$13,026,961	Gaithersburg	MD
70	61	Sennett Security Products	\$21,426,050	Chantilly	VA	115	127	Elbar Inc.	\$12,866,287	Little Rock	AR
71	112	Tracie McCormick Inc.	\$21,391,941	Murfreesboro	TN	116	-	Honeywell International Inc.	\$12,796,983	Anchorage	AK
72	76	Sodrel Truck Lines Inc.	\$21,220,198	Jeffersonville	IN	117	118	British Airways PLC	\$12,456,984	Flushing	NY
73	107	Frontier Flying Service Inc.	\$21,097,692	Fairbanks	AK	118	126	Kyla Inc.	\$12,285,493	Little Rock	AR
74	81	SAP Public Services Inc.	\$20,750,079	Washington	DC	119	104	Contract Transport Inc.	\$12,217,511	Des Moines	IA
75	114	Orange County Container	\$20,631,874	City of Industry	CA	120	-	Sid Tool Co. Inc.	\$12,134,497	Wood Dale	IL

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Top U.S. Postal Service Suppliers for Fiscal Year 2009 (in Alphabetical Order)

Rank	Supplier Name
130	90 Church Street Limited
63	ABM Security Services
85	ABX Cargo Services, Inc.
47	AC Technologies Inc.
6	Accenture
45	Accu-Sort Systems Inc.
94	Aeko Kula
15	Alan Ritchey Inc.
50	Alaska Airlines
147	All Star Services Corp.
98	Alliance Packaging LLC
142	Alpine Aviation, Inc.
10	American Airlines Inc.
86	American Bank Note
59	American Express
55	Ashton Potter USA Ltd.
35	AT&T Corporation
124	Automated Control Technologies LLC
93	Avery Dennison
95	Axiom
69	B & B Trucking Inc.
56	Bancroft & Sons Transportation Inc.
38	Beam Bros Trucking Inc.
51	Beco Inc.
101	Bell Inc.
90	BJ Trucking Co. Inc.
117	British Airways PLC
125	Byrd Trucking Co.
122	CA Inc.
14	Campbell-Ewald Co.
132	Cargo Force Inc.
41	Cartus Corporation
146	CBF Trucking Inc.
126	Cenveo Corp.
53	Clayco
110	Clifford B. Finkle Jr., Inc.
107	Commercial Trailer Leasing Inc.
23	Continental Airlines
119	Contract Transport Inc.
21	Convergys Government Solutions LLC
48	Cross Street Service Inc.
33	CSC Applied Technologies LLC
89	Deloitte & Touche
57	Delta Airlines
19	Eagle Express Lines Inc.
54	eBay Inc.
115	Elbar Inc.
81	Electronic Data Systems LLC
34	EMC Corporation Federal Div
40	EMCOR Facilities Services Inc.

Rank	Supplier Name
148	Emirates Airlines
3	EnergyUnited
140	EnerSys Inc.
68	Evergreen EAGLE
1	Federal Express Corporation
11	First Data Merchant Services
127	Florence Corporation of Kansas
83	Forbo Siegling LLC
73	Frontier Flying Service
79	Goodyear
129	Habasit Belting Inc.
149	Hallmark Custom Marketing Inc.
133	Harris Technical Services
102	Hartwig Transit Inc.
136	Hess Corporation
5	Hewlett Packard Co.
116	Honeywell International Inc.
39	Hoovestol Inc.
7	IBM Corp.
104	Integrated Airline Service Inc.
80	International Paper
27	J B Hunt Transport Inc.
17	James N. Gray Construction
84	Japan Airlines Co. Ltd.
131	Jasper Engine Exchange Inc.
82	Jasper Innovative Solutions Inc.
43	Johnston McLamb Case Solutions
2	Kalitta Air LLC
22	Korte Construction Co.
118	Kyla Inc.
44	Lange Trucking Inc.
123	Lanier Brugh Corp.
32	Lockheed Martin Corp.
128	Lynden Air Cargo
88	Magellan Behavioral Health
62	Mail Contractors of America Inc.
87	Mail Contractors of Arkansas Inc.
109	Mail Terminal Services LLC
141	Mansfield Oil Company
52	Matheson Flight Extenders
31	Matheson Postal Services Inc.
150	Midland Delivery
30	Midwest Transport Inc.
76	Moore Wallace North America
143	Morcon Construction Co. Inc.
36	Motorola
111	MT Transportation & Logistics
24	NCR Corp.
29	New Breed Leasing of New Jersey, Inc.
78	Northern Air Cargo

Rank	Supplier Name
4	Northrop Grumman
91	Northwest Airlines
28	OfficeMax
106	Oliver Rubber Company LLC
75	Orange County Container
9	Parsons
42	Pat Salmon & Sons Inc.
138	Peninsula Air
105	Petroleum Traders Corp.
37	Pitney Bowes Inc.
96	Postal Products Unlimited Inc.
13	ProfitLine Inc.
121	Rand Whitney Container LLC
145	Ready Built Distributors Inc.
112	Resource Consultants Inc.
144	Roth Trucking Inc.
92	Ryder Intergrated Logistics
103	Sadler Bros. Trucking & Leasing Co. Inc.
74	SAP Public Services Inc.
70	Sennett Security Products
58	Serco Inc.
139	SG Const. Services Inc.
77	Shuert Industries Inc.
120	Sid Tool Co. Inc.
16	Siemens
72	Sodrel Truck Lines Inc.
60	Southern Mail Services
108	State of Oklahoma
99	Sun Microsystems Federal
64	Tatonduk Flying Service
46	Temple-Inland
135	Teradata Government Systems LLC
134	Texas Mail Service Inc.
100	Thoroughbred Direct Intermodal Services
71	Tracie McCormick Inc.
61	Transport International Pool Inc.
113	Trojan Horse Limited
26	Turner Construction Co.
20	United Airlines Inc.
18	United Parcel Service
137	Ursa Major Corporation
114	URS-PB Joint Venture
65	US Airways Inc.
97	Veltri Inc.
12	Verizon
25	W. W. Grainger Inc.
66	Walbridge Aldinger
8	Wheeler Bros. Inc.
49	Whiting-Turner
67	Worldwide Flight Services

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Rank	FY08	Supplier Name	FY09 Amount	City	State	Rank	FY08	Supplier Name	FY09 Amount	City	State
121	-	Rand Whitney Container LLC	\$12,073,182	Boston	MA	136	70	Hess Corporation	\$11,162,522	Charlotte	NC
122	-	CA Inc.	\$11,947,389	Philadelphia	PA	137	-	Ursa Major Corporation	\$10,895,168	Waukesha	WI
123	128	Lanier Brugh Corp.	\$11,937,836	Portland	OR	138	144	Peninsula Air	\$10,846,919	Anchorage	AK
124	-	Automated Control Technologies LLC	\$11,931,811	Tempe	AZ	139	-	SG Const. Services Inc.	\$10,819,275	Flint	MI
125	123	Byrd Trucking Co.	\$11,931,063	Houston	TX	140	132	EnerSys Inc.	\$10,756,560	Charlotte	NC
126	141	Cenveo Corp.	\$11,805,491	Chicago	IL	141	124	Mansfield Oil Company	\$10,681,108	Atlanta	GA
127	-	Florence Corporation of Kansas	\$11,719,432	Manhattan	KS	142	-	Alpine Aviation, Inc.	\$10,662,417	Provo	UT
128	133	Lynden Air Cargo	\$11,713,485	Anchorage	AK	143	-	Morcon Construction Co. Inc.	\$10,518,411	Golden Valley	MN
129	134	Habasit Belting Inc.	\$11,620,439	Atlanta	GA	144	131	Roth Trucking Inc.	\$10,480,276	Grand Rapids	MI
130	113	90 Church Street Limited	\$11,577,488	Boston	MA	145	148	Ready Built Distributors Inc.	\$10,403,483	Montgomery	AL
131	145	Jasper Engine Exchange Inc.	\$11,482,921	Willow Brook	IL	146	142	CBF Trucking Inc.	\$10,403,175	Ocean	NJ
132	-	Cargo Force Inc.	\$11,412,085	Coral Gables	FL	147	-	All Star Services Corp.	\$10,343,114	Tucson	AZ
133	125	Harris Technical Services	\$11,319,093	Melbourne	FL	148	101	Emirates Airlines	\$10,259,977	New York	NY
134	130	Texas Mail Service Inc.	\$11,257,114	Little Rock	AR	149	48	Hallmark Custom Marketing Inc.	\$10,080,907	Bloomington	IN
135	-	Teradata Government Systems LLC	\$11,251,439	Chicago	IL	150	-	Midland Delivery	\$10,054,314	Little Rock	AR



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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 three 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 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 more than 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 helps 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