



Top U.S. Postal Service Suppliers for Fiscal Year 2014

Compiled by David P. Hendel

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The below list of the top U.S. Postal Service suppliers in fiscal year (FY) 2014 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 or most well-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 fiscal year 2014 (October 1, 2013 - September 30, 2014). 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.

Below are the top 150 suppliers to the U.S. Postal Service based on payments received in fiscal year 2014.

Rank	FY13	Supplier Name	FY14 Amount	City	State
1	1	Federal Express Corporation	\$1,408,985,575.12	Pasadena	CA
2	2	EnergyUnited Electric Membership Corporation	\$433,947,370.45	Statesville	NC
3	4	Pat Salmon & Sons, Inc.*	\$226,058,006.23	Little Rock	AR
4	14	Victory Packaging	\$214,456,360.01	Houston	TX
5	3	Kalitta Air, LLC*	\$196,546,191.37	Ypsilanti	MI
6	5	United Airlines, Inc.*	\$176,568,690.27	Pasadena	CA
7	6	Hewlett-Packard Co.*	\$171,703,627.38	Atlanta	GA
8	8	Accenture Federal Services	\$170,856,752.85	Chicago	IL
9	9	Wheeler Bros., Inc.	\$159,298,582.16	Somerset	PA
10	7	Northrop Grumman Corporation*	\$154,790,095.31	Merrifield	VA
11	16	Universal McCann Worldwide, Inc.*	\$140,062,861.27	New York	NY
12	10	United Parcel Service Company, Inc.*	\$123,402,155.89	Louisville	KY
13	13	Eagle Express Lines, Inc.	\$119,821,516.37	South Holland	IL
14	11	International Business Machines Corporation (IBM)	\$113,135,676.32	Atlanta	GA
15	12	Delta Air Lines, Inc.	\$95,543,129.73	Atlanta	GA
16		Citibank, N.A.	\$81,605,800.31	New York	NY
17	17	AT& T Corporation*	\$78,329,389.52	Phoenix	AZ
18		[Undisclosed]	\$76,442,849.52		
19	40	Hoovestol, Inc.*	\$73,858,605.85	Eagan	MN
20	22	Deloitte LLP*	\$65,899,693.76	Philadelphia	PA
21	21	Tangoe, Inc.	\$63,708,673.84	San Diego	CA
22	19	Beam Brothers Trucking, Inc.	\$62,120,268.48	Mt. Crawford	VA
23	26	Jasper Innovative Solutions	\$61,990,718.21	Jasper	IN
24	23	Midwest Transport, Inc.	\$57,208,628.54	Robinson	IL
25	25	American Airlines, Inc.	\$50,461,125.37	Philadelphia	PA
26	27	W.W. Grainger, Inc.	\$50,038,045.97	Lake Forest	IL
27	29	Verizon Communications, Inc.*	\$46,073,326.25	Philadelphia	PA
28	28	Parsons Corporation	\$42,834,448.88	Pasadena	CA
29	36	New Breed Leasing of New Jersey, Inc.	\$41,817,173.68	High Point	NC
30	34	PAE	\$41,173,531.86	Arlington	VA

* Denotes consolidated entries

Top U.S. Postal Service Suppliers for Fiscal Year 2014

(continued from page 1)

Rank	FY13	Supplier Name	FY14 Amount	City	State	Rank	FY13	Supplier Name	FY14 Amount	City	State
31	37	American Express Company	\$41,030,570.78	Phoenix	AZ	76	66	Ashton Potter USA Ltd.	\$21,241,479.46	Williamsville	NY
32	35	Beco, Inc.	\$40,268,456.23	New Salem	ND	77	116	Cepheid	\$21,112,520.65	Sunnyvale	CA
33	42	Bancroft and Sons Transportation LLC	\$40,118,453.24	Grand Prairie	TX	78	89	Area Storage & Transfer, Inc.	\$20,986,022.22	Harrisburg	PA
34	39	NCR Corporation	\$39,897,612.85	Charlotte	NC	79	18	Convergys Corporation	\$20,919,985.53	Cincinnati	OH
35	46	Shuert Industries, Inc.	\$39,757,249.30	Sterling Heights	MI	80		MBA Consulting Services, Inc.	\$20,906,087.75	Chantilly	VA
36	32	Siemens*	\$37,300,402.08	Arlington	TX	81	88	Le Mar Holdings, Inc.	\$20,654,534.32	Lubbock	TX
37	72	Bank of America, N.A.	\$37,091,737.85	Charlotte	NC	82	87	General Dynamics Information Technology	\$20,650,833.23	Fairfax	VA
38	65	American Bank Note Company	\$36,743,357.73	Trevese	PA	83	75	Hollingsworth Logistics Group	\$20,105,244.28	Dearborn	MI
39	50	Lockheed Martin Corporation*	\$34,983,710.99	Chicago	IL	84	117	Oracle America, Inc.	\$19,770,176.49	Reston	VA
40	20	EMC Corporation	\$34,199,354.02	McLean	VA	85		FedCentric Technologies, LLC	\$19,621,629.49	Chevy Chase	MD
41	48	Goodyear Tire & Rubber Company	\$33,695,114.49	South Holland	IL	86	92	Bowman Sales and Equipment, Inc.	\$18,362,770.24	Hagerstown	MD
42	41	EMCOR Group, Inc.	\$33,502,260.50	Norwalk	CT	87	49	Hallmark Custom Marketing, Inc.	\$18,335,801.18	Bloomington	IN
43	30	C. H. Robinson Worldwide, Inc.	\$33,470,025.96	Overland Park	KS	88	93	T&T Enterprises of Ohio, Inc.	\$18,145,376.31	Cincinnati	OH
44	47	Northern Air Cargo, Inc.	\$33,394,414.54	Anchorage	AK	89	68	Petroleum Traders Corporation	\$17,911,717.54	Fort Wayne	IN
45		The Korte Company	\$33,257,191.41	Highland	IL	90	97	Postal Carrier Corp.	\$17,865,311.06	Palm Beach Gardens	FL
46	57	Japan Airlines Co., Ltd.	\$33,223,345.77	El Segundo	CA	91	101	URSA Major Corporation	\$17,674,278.62	Waukesha	WI
47	56	Ravn Alaska (Frmly: Era Alaska)	\$33,064,888.59	Anchorage	AK	92		Postal Transport, Inc.	\$17,652,149.88	Ocean	NJ
48	53	Alan Ritchey, Inc.*	\$30,517,751.19	Valley View	TX	93	85	Camber Corporation (Formerly: Avaya Govt. Solutions)	\$17,591,953.97	Fairfax	VA
49	45	Alaska Air Group, Inc.	\$30,443,952.36	Seattle	WA	94	112	ACE Air Cargo	\$17,439,978.54	Anchorage	AK
50	38	World Wide Technology, Inc.	\$30,292,401.78	St. Louis	MO	95		Byrd Trucking Co	\$16,872,737.64	Houston	TX
51	62	R.R. Donnelley & Sons Company	\$29,867,185.04	Chicago	IL	96	58	International Paper Company*	\$16,582,857.41	Memphis	TN
52	33	Tracie McCormick, Inc.	\$29,801,944.12	Murfreesboro	TN	97		Axiom Automotive Technologies	\$16,043,953.86	Walton Hills	OH
53	63	Sid Tool Co., Inc.	\$29,749,835.81	Melville	NY	98	81	Commercial Trailer Leasing, Inc.	\$15,852,737.21	Jersey City	NJ
54	77	Postal Fleet Services, Inc.	\$29,676,269.69	St. Augustine	FL	99	98	Oliver Rubber Company LLC	\$15,651,266.30	Atlanta	GA
55	55	LGSTX Distribution Services, Inc.	\$29,012,117.21	Wilmington	OH	100	115	Teradata Government Systems LLC	\$15,080,867.59	Chicago	IL
56	79	Veltri, Inc.*	\$28,812,393.94	Levittown	PA	101	99	The Port Authority of New York and New Jersey	\$14,783,618.75	New York	NY
57	95	Roth Bros., Inc.*	\$28,167,651.98	Youngstown	OH	102	94	Sennett Security Products, LLC	\$14,748,965.51	Chantilly	VA
58	64	Motorola Solutions, Inc.	\$27,941,764.03	Charlotte	NC	103	107	Davenport Transportation, Inc.	\$14,521,457.46	Blairsville	GA
59	71	B & B Trucking, Inc.	\$27,548,079.33	Kalamazoo	MI	104	96	Magellan Health, Inc.	\$14,190,742.94	Philadelphia	PA
60	61	Everts Air Alaska (Formerly: Tatonduk Flying Service)	\$27,443,243.91	Fairbanks	AK	105	105	Foreman Brothers, Inc.	\$14,013,811.69	Detroit	MI
61	128	VITRONIC Machine Vision Ltd.	\$27,265,769.03	Louisville	KY	106		Advanced Technology & Research Corporation	\$13,856,191.96	Columbia	MD
62	24	Southern Mail Service, Inc.	\$26,956,968.87	Houston	TX	107	126	CompX Security Products	\$13,830,581.28	Dallas	TX
63	60	Sodrel Truck Lines, Inc.	\$26,613,604.11	Jefferson	IN	108		Marriott International, Inc.	\$13,756,378.01	Bethesda	MD
64	59	US Airways	\$25,496,176.77	Tempe	AZ	109	104	Hartwig Transit, Inc.	\$13,665,763.45	Schiller Park	IL
65	52	OfficeMax North America, Inc.	\$25,313,095.20	Naperville	IL	110	106	Alpine Aviation, Inc..	\$13,401,000.62	Provo	UT
66	67	Aeko Kula, Inc.	\$24,750,308.32	Honolulu	HI	111	132	eBay, Inc.	\$13,394,789.49	San Jose	CA
67	44	Cargo Force, Inc.	\$24,719,146.98	Coral Gables	FL	112	146	HUB Group, Inc.	\$13,338,259.66	Downers Grove	IL
68	83	Metro Air Service	\$24,474,988.25	Romulus	MI	113	103	Ryder System, Inc.	\$13,155,131.53	Miami	FL
69	91	ECS Federal, Inc.	\$23,818,744.88	Fairfax	VA	114	108	Contract Transport, Inc.	\$13,131,220.07	Des Moines	IA
70	138	XO Communications Services, LLC	\$23,644,517.16	Herndon	VA	115	118	Sheehy Mail Contractors, Inc.	\$12,925,005.08	Waterloo	WI
71	76	Staples Contract and Commercial, Inc.	\$23,375,838.30	Englewood	NJ	116	111	90 Church Street Limited Partnership	\$12,594,256.56	New York	NY
72	82	Postal Products Unlimited, Inc.	\$22,085,606.50	Milwaukee	WI	117	31	Pitney Bowes, Inc.*	\$12,322,379.83	Lanham	MD
73	69	ABM	\$21,665,237.64	San Francisco	CA	118		B J Trucking Company, Inc.	\$12,161,292.08	Greensboro	NC
74	80	The West River Group	\$21,302,433.57	Newcomb	MD	119		Rood Trucking Company, Inc.	\$12,157,866.63	Mineral Ridge	OH
75	73	Florence Corporation	\$21,247,561.93	Manhattan	KS	120		Sutherland Global Services, Inc.	\$12,078,796.44	Pittsford	NY

* Denotes consolidated entries

(Top 150 list continues on page 4)

Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2014

Rank	Supplier Name
116	90 Church Street Limited Partnership
73	ABM
149	AC Technologies, Inc.
8	Accenture Federal Services
94	ACE Air Cargo
106	Advanced Technology & Research Corporation
66	Aeko Kula, Inc.
48	Alan Ritchey, Inc.*
49	Alaska Air Group, Inc.
110	Alpine Aviation, Inc..
25	American Airlines, Inc.
38	American Bank Note Company
31	American Express Company
78	Area Storage & Transfer, Inc.
76	Ashton Potter USA Ltd.
17	AT&T Corporation*
93	Avaya Govt. Solutions (Now: Camber Corporation)
97	Axiom Automotive Technologies
59	B & B Trucking, Inc.
118	B J Trucking Company, Inc.
33	Bancroft and Sons Transportation LLC
37	Bank of America, N.A.
22	Beam Brothers Trucking, Inc.
32	Beco, Inc.
122	Boneal, Inc.
86	Bowman Sales and Equipment, Inc.
95	Byrd Trucking Co
125	C Blackburn, Inc.*
43	C. H. Robinson Worldwide, Inc.
93	Camber Corporation (Formerly: Avaya Govt. Solutions)
67	Cargo Force, Inc.
148	Cartus Corporation
142	Causley Trucking, Inc.
133	CCL Industries, Inc.
77	Cepheid
16	Citibank, N.A.
138	Clifford B. Finkle Jr., Inc.*
98	Commercial Trailer Leasing, Inc.
107	CompX Security Products
114	Contract Transport, Inc.
79	Convergys Corporation
136	Cowley Distributing, Inc.
103	Davenport Transportation, Inc.
20	Deloitte LLP*
15	Delta Air Lines, Inc.
124	DHL Aero Expreso S.A.
135	E. F. Thompson, Inc.
13	Eagle Express Lines, Inc.
111	eBay, Inc.
69	ECS Federal, Inc.
40	EMC Corporation

Rank	Supplier Name
42	EMCOR Group, Inc.
2	EnergyUnited Electric Membership Corporation
47	Era Alaska (Now: Ravn Alaska)
129	Ernst & Young
60	Everts Air Alaska (Formerly: Tatonduk Flying Service)
144	Fames Transport, Inc.
85	FedCentric Technologies, LLC
1	Federal Express Corporation
75	Florence Corporation
105	Foreman Brothers, Inc.
123	Formall, Inc.
82	General Dynamics Information Technology
41	Goodyear Tire & Rubber Company
143	Habasit America
87	Hallmark Custom Marketing, Inc.
109	Hartwig Transit, Inc.
7	Hewlett-Packard Co.*
83	Hollingsworth Logistics Group
19	Hoovestol, Inc.*
112	HUB Group, Inc.
126	Integrated Airline Services, Inc.
14	International Business Machines Corporation (IBM)
96	International Paper Company*
150	Intralox, L.L.C.
46	Japan Airlines Co., Ltd.
23	Jasper Innovative Solutions
127	John W. Ritter Trucking, Inc.*
5	Kalitta Air, LLC*
137	Lanier Brugh Corporation
81	Le Mar Holdings, Inc.
55	LGSTX Distribution Services, Inc.
130	Lighton Industries, Inc.
39	Lockheed Martin Corporation*
131	Lynden Air Cargo
104	Magellan Health, Inc.
108	Marriott International, Inc.
139	Maxway Trucking
80	MBA Consulting Services, Inc.
132	McCormick Trucking, Inc.*
68	Metro Air Service
24	Midwest Transport, Inc.
58	Motorola Solutions, Inc.
34	NCR Corporation
29	New Breed Leasing of New Jersey, Inc.
140	New Directions In Sales, Inc.
44	Northern Air Cargo, Inc.
10	Northrop Grumman Corporation*
65	OfficeMax North America, Inc.
99	Oliver Rubber Company LLC
84	Oracle America, Inc.
30	PAE

Rank	Supplier Name
28	Parsons Corporation
3	Pat Salmon & Sons, Inc.*
89	Petroleum Traders Corporation
117	Pitney Bowes, Inc.*
90	Postal Carrier Corp.
54	Postal Fleet Services, Inc.
72	Postal Products Unlimited, Inc.
92	Postal Transport, Inc.
145	R. & F. Transportation Company, Inc.
51	R.R. Donnelley & Sons Company
47	Ravn Alaska (Formerly: Era Alaska)
119	Rood Trucking Company, Inc.
57	Roth Bros., Inc.*
113	Ryder System, Inc.
102	Sennett Security Products, LLC
115	Sheehy Mail Contractors, Inc.
35	Shuert Industries, Inc.
53	Sid Tool Co., Inc.
36	Siemens*
128	Skyline Mail Carriers, Inc.
63	Sodrel Truck Lines, Inc.
146	Sorensen Gross Construction Services
62	Southern Mail Service, Inc.
71	Staples Contract and Commercial, Inc.
141	Sterigenics East Corporation
120	Sutherland Global Services, Inc.
88	T&T Enterprises of Ohio, Inc.
21	Tangoe, Inc.
60	Tatonduk Flying Service (Now: Everts Air Alaska)
100	Teradata Government Systems LLC
45	The Korte Company
101	The Port Authority of New York and New Jersey
74	The West River Group
52	Tracie McCormick, Inc.
121	TriEnda Lexington Logistics, LLC
6	United Airlines, Inc.*
12	United Parcel Service Company, Inc.*
11	Universal McCann Worldwide, Inc.*
91	URSA Major Corporation
64	US Airways
56	Veltri, Inc.*
27	Verizon Communications, Inc.*
4	Victory Packaging
61	VITRONIC Machine Vision Ltd.
26	W.W. Grainger, Inc.
9	Wheeler Bros., Inc.
50	World Wide Technology, Inc.
134	Worldwide Flight Services
70	XO Communications Services, LLC
147	XPO Logistics, Inc.

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Top U.S. Postal Service Suppliers for Fiscal Year 2014

(continued from page 2)

Rank	FY13	Supplier Name	FY14 Amount	City	State	Rank	FY13	Supplier Name	FY14 Amount	City	State
121	74	TriEnda Lexington Logistics, LLC	\$12,042,351.00	Portage	WI	136	136	Cowley Distributing, Inc.	\$10,867,119.07	Jefferson City	MO
122		Boneal, Inc.	\$11,968,405.11	Means	KY	137	131	Lanier Brugh Corporation	\$10,774,239.71	Portland	OR
123		Formall, Inc.	\$11,895,311.20	Clinton	TN	138	54	Clifford B. Finkle Jr., Inc.*	\$10,768,220.62	Clinton	NJ
124	149	DHL Aero Expreso S.A.	\$11,773,092.92	Miami	FL	139		Maxway Trucking	\$10,740,321.90	Salt Lake City	UT
125		C Blackburn, Inc.*	\$11,695,179.53	Elizaville	NY	140	145	New Directions In Sales, Inc.	\$10,685,276.01	Des Moines	IA
126		Integrated Airline Services, Inc.	\$11,674,355.88	Denver	CO	141	124	Sterigenics East Corporation	\$10,663,136.00	Salem	NJ
127	100	John W. Ritter Trucking, Inc.*	\$11,642,543.75	Laurel	MD	142	102	Causley Trucking, Inc.	\$10,661,563.73	Saginaw	MI
128	144	Skyline Mail Carriers, Inc.	\$11,518,567.80	Federal Way	WA	143	133	Habasit America	\$10,162,838.31	Atlanta	GA
129	127	Ernst & Young	\$11,441,538.50	Philadelphia	PA	144		Fames Transport, Inc.	\$10,144,316.86	Escondido	CA
130	140	Lighton Industries, Inc.	\$11,405,579.70	Lakewood	NJ	145	150	R. & F. Transportation Company, Inc.	\$10,041,068.17	Taunton	MA
131	114	Lynden Air Cargo	\$11,253,501.16	Anchorage	AK	146		Sorensen Gross Construction Services	\$9,756,445.51	Flint	MI
132	-	McCormick Trucking, Inc.*	\$11,109,343.01			147		XPO Logistics, Inc.	\$9,740,405.66	Gainesville	GA
133	-	CCL Industries, Inc.	\$11,090,155.57	Clinton	SC	148	78	Cartus Corporation	\$9,717,948.99	Danbury	CT
134	141	Worldwide Flight Services	\$10,968,309.91	Euless	TX	149		AC Technologies, Inc.	\$9,713,360.92	Yonkers	NY
135	139	E. F. Thompson, Inc.	\$10,952,870.24	Thornburg	VA	150		Intralox, L.L.C.	\$9,703,561.00	New Orleans	LA



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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:

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David Hendel, Chair of Husch Blackwell'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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