



Top U.S. Postal Service Suppliers for Fiscal Year 2016

Compiled by David P. Hendel

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This list of the top U.S. Postal Service suppliers in fiscal year (FY) 2016 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 company with the highest individual ranking or best 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 FY2016 (October 1, 2015 - September 30, 2016). As in past years, purchases made under credit cards (including U.S. Bank and Voyager card fuel purchases) are not included in this list. The information on this list has not been audited and, thus, may not be fully accurate. Please contact David Hendel if you have questions or know of 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 2016.

Rank	FY15	Supplier Name	FY16 Amount	City	State
1	1	Federal Express Corporation*	\$1,678,855,833	Pasadena	CA
2	2	EnergyUnited Electric Membership Corporation	\$414,352,778	Statesville	NC
3	7	HP Enterprise Services, LLC*	\$285,942,420	Plano	TX
4	26	FCA US, LLC (Formerly: Chrysler Group LLC)	\$269,722,639	Auburn Hills	MI
5	4	Salmon Companies, Inc.* (Formerly: Pat Salmon & Sons, Inc.)	\$241,796,411	Little Rock	AR
6	5	Victory Packaging	\$221,393,566	Houston	TX
7	8	Accenture Federal Services	\$190,484,322	Chicago	IL
8	12	Eagle Express Lines, Inc.	\$178,603,404	South Holland	IL
9	9	Wheeler Bros., Inc.	\$177,388,988	Somerset	PA
10	10	Northrop Grumman Corporation*	\$171,155,578	Merrifield	VA
11	11	United Parcel Service, Inc.* (UPS)	\$168,962,861	Louisville	KY
12	6	United Airlines, Inc.*	\$161,130,527	Pasadena	CA
13	-	Citibank North America	\$139,920,766	New York	NY
14	13	Universal McCann Worldwide, Inc.*	\$134,467,478	New York	NY
15	14	International Business Machines Corporation (IBM)*	\$108,876,323	Atlanta	GA
16	30	Postal Fleet Services, Inc.	\$100,891,962	St. Augustine	FL
17	17	Hoovestol, Inc.*	\$99,405,565	Eagan	MN
18	25	Deloitte LLP*	\$98,296,971	Philadelphia	PA
19	21	Matheson Trucking, Inc.*	\$96,359,529	Sacramento	CA
20	22	Beam Brothers Trucking, Inc.	\$92,546,476	Mt. Crawford	VA
21	23	Midwest Transport, Inc.	\$91,194,425	Robinson	IL
22	39	Verizon, Inc.*	\$87,928,162	Philadelphia	PA
23	18	American Airlines, Inc.	\$86,349,134	Philadelphia	PA
24	-	Morgan Olson*	\$81,437,681	Sturgis	MI
25	15	Kalitta Air, LLC*	\$78,463,893	Ypsilanti	MI
26	41	Southern Mail Service, Inc.	\$77,274,823	Houston	TX
27	24	Jasper Innovative Solutions*	\$77,120,058	Jasper	IN
28	16	Delta Air Lines, Inc.	\$72,008,892	Atlanta	GA
29	29	Bancroft and Sons Transportation LLC	\$69,502,258	Grand Prairie	TX
30	33	Bank of America, N.A.	\$65,636,499	Charlotte	NC

* Denotes consolidated entries

Top U.S. Postal Service Suppliers for Fiscal Year 2016

(continued from page 1)

Rank	FY15	Supplier Name	FY16 Amount	City	State	Rank	FY15	Supplier Name	FY16 Amount	City	State
31	20	AT&T Corporation*	\$63,488,422	Phoenix	AZ	76	121	AJR Trucking, Inc.	\$27,148,590	Glendale	CA
32	31	PAE	\$63,352,080	Arlington	VA	77	60	Parsons Corporation	\$26,918,329	Pasadena	CA
33	75	Lockheed Martin Corporation*	\$61,861,739	Chicago	IL	78	58	Veltri, Inc.*	\$26,590,046	Levittown	PA
34	36	C.H. Robinson Worldwide, Inc.	\$56,616,677	Overland Park	KS	79	78	Ashton Potter USA Ltd.	\$26,142,032	Williamsville	NY
35	42	EMCOR Group, Inc.	\$54,710,395	Norwalk	CT	80	-	FLS Transportation Services	\$26,051,721	Chicago	IL
36	19	EMC Corporation	\$54,674,814	McLean	VA	81	89	Cepheid	\$25,515,194	Sunnyvale	CA
37	101	XPO Logistics, Inc.*	\$54,657,545	Gainesville	GA	82	79	Cargo Force, Inc.	\$25,377,118	Coral Gables	FL
38	27	NCR Corporation*	\$53,872,729	Charlotte	NC	83	70	Aeko Kula, Inc.	\$25,221,531	Honolulu	HI
39	32	W.W. Grainger, Inc.	\$50,962,603	Lake Forest	IL	84	-	Boyer Ford Trucks, Inc.	\$24,499,168	Minneapolis	MN
40	28	Tangoe, Inc.	\$48,693,558	San Diego	CA	85	-	International Commerce & Marketing Corporation	\$24,326,627	Milwaukee	WI
41	34	Roth Bros., Inc.*	\$47,132,623	Youngstown	OH	86	83	Postal Carrier Corp.	\$23,905,298	Palm Beach Gardens	FL
42	37	World Wide Technology, Inc.	\$45,279,771	St. Louis	MO	87	90	Alaska Central Express, Inc.	\$23,767,026	Anchorage	AK
43	43	ECS Federal, Inc.	\$45,199,295	Fairfax	VA	88	105	McCormick Trucking*	\$23,034,631	Murfreesboro	TN
44	61	URSA Major Corporation	\$43,819,663	Waukesha	WI	89	127	Total Quality Logistics (TQL)	\$22,498,228	Cincinnati	OH
45	40	Beco, Inc.	\$43,445,908	New Salem	ND	90	123	Carroll Fulmer Logistics Corporation	\$22,448,678	Groveland	FL
46	38	American Express Company	\$43,416,347	Phoenix	AZ	91	-	General Information Services, Inc.	\$22,073,887	Chapin	SC
47	47	Tracie McCormick, Inc.	\$41,558,618	Murfreesboro	TN	92	72	Japan Airlines Co., Ltd.	\$21,767,792	El Segundo	CA
48	57	Alan Ritchey, Inc.*	\$41,376,131	Valley View	TX	93	86	Hollingsworth Logistics Group	\$21,759,390	Dearborn	MI
49	45	Siemens Corporation*	\$41,341,064	Arlington	TX	94	112	Ryder System, Inc.	\$21,388,740	Miami	FL
50	35	United Sortation Solutions (USS)	\$40,918,954	Owings Mills	MD	95	73	OfficeMax North America, Inc.	\$20,614,567	Naperville	IL
51	51	R.R. Donnelley & Sons Company	\$40,316,345	Chicago	IL	96	-	Ford Motor Company	\$20,603,731	Dearborn	MI
52	48	Sid Tool Co., Inc.	\$40,049,455	Melville	NY	97	103	John W. Ritter Trucking, Inc.*	\$20,520,458	Laurel	MD
53	56	B&B Trucking, Inc.	\$38,316,194	Kalamazoo	MI	98	-	Banknote Corporation of America	\$20,287,131	Browns Summit	NC
54	44	LGSTX Distribution Services, Inc.	\$38,097,487	Wilmington	OH	99	93	International Paper Company*	\$20,248,944	Memphis	TN
55	46	American Bank Note Company	\$35,921,409	Trevese	PA	100	91	Oracle America, Inc.	\$20,240,866	Reston	VA
56	52	Ravn Alaska*	\$35,471,157	Anchorage	AK	101	-	OEM Systems, LLC	\$20,220,530	Okarche	OK
57	3	Honeywell International, Inc.	\$35,433,491	Morris Plains	NJ	102	99	C Blackburn, Inc.*	\$19,271,167	Elizaville	NY
58	50	Goodyear Tire & Rubber Company	\$34,817,007	South Holland	IL	103	102	Sheehy Mail Contractors, Inc.	\$19,186,882	Waterloo	WI
59	128	Insight Enterprises, Inc.*	\$34,183,048	Tempe	AZ	104	126	Davis Mail Services, Inc.	\$18,921,631	Jacksonville	FL
60	66	Camber Corporation*	\$34,108,974	Fairfax	VA	105	85	Amec Foster Wheeler	\$18,903,594	London	UK
61	49	Minnesota Diversified Industries (MDI)*	\$31,736,965	Minneapolis	MN	106	84	The West River Group, Inc.	\$18,822,105	Newcomb	MD
62	53	Sodrel Truck Lines, Inc.	\$31,683,259	Jefferson	IN	107	-	Automated Control Technologies, LLC	\$18,522,052	Tempe	AZ
63	55	Northern Air Cargo, Inc.	\$31,682,716	Anchorage	AK	108	122	MTC Transportation*	\$18,470,764	Twentynine Palms	CA
64	74	Metro Air Service	\$31,544,777	Romulus	MI	109	81	ABM	\$17,479,714	San Francisco	CA
65	59	Alaska Air Group, Inc.	\$30,990,945	Seattle	WA	110	108	New Directions In Sales, Inc.	\$17,279,671	Des Moines	IA
66	68	Postal Transport, Inc.	\$30,965,708	Ocean	NJ	111	94	Florence Corporation	\$17,025,298	Manhattan	KS
67	62	Staples Contract and Commercial, Inc.	\$29,013,036	Englewood	NJ	112	-	Zebra Technologies	\$16,358,898	Lincolnshire	IL
68	77	Davenport Transportation, Inc.	\$28,969,719	Blairsville	GA	113	87	Hallmark Custom Marketing, Inc.	\$16,353,492	Bloomington	IN
69	64	Everts Air Alaska*	\$28,731,542	Fairbanks	AK	114	100	Commercial Trailer Leasing, Inc.	\$16,248,689	Jersey City	NJ
70	-	Lyons Express LLC	\$28,596,062	Carver	MA	115	-	BGRS (Formerly Brookfield Global Relocation Services)	\$16,178,835	Burr Ridge	IL
71	63	General Dynamics Information Technology	\$28,350,765	Fairfax	VA	116	115	Hartwig Transit, Inc.	\$16,065,321	Schiller Park	IL
72	80	Area Storage & Transfer, Inc.	\$28,213,499	Harrisburg	PA	117	113	CompX Security Products	\$15,862,036	Dallas	TX
73	67	MBA Consulting Services, Inc.	\$28,111,529	Chantilly	VA	118	106	Oliver Rubber Company LLC	\$15,757,759	Atlanta	GA
74	71	Le Mar Holdings, Inc.	\$27,900,166	Lubbock	TX	119	-	U.S. Trailer Holdings LLC	\$15,484,837	Kansas City	MO
75	98	FX Logistics, LLC	\$27,375,158	Roswell	GA	120	-	Lighton Industries, Inc.	\$15,397,433	Toms River	NJ

* Denotes consolidated entries

(Top 150 list continues on page 4)

Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2016

Rank	Supplier Name
140	90 Church Street Limited Partnership
109	ABM
7	Accenture Federal Services
83	Aeko Kula, Inc.
76	AJR Trucking, Inc.
48	Alan Ritchey, Inc.*
65	Alaska Air Group, Inc.
87	Alaska Central Express, Inc.
146	Alpine Aviation, Inc.
105	Amec Foster Wheeler
23	American Airlines, Inc.
55	American Bank Note Company
46	American Express Company
72	Area Storage & Transfer, Inc.
79	Ashton Potter USA Ltd.
31	AT&T Corporation*
107	Automated Control Technologies, LLC
137	Axiom Automotive Technologies
53	B&B Trucking
29	Bancroft and Sons Transportation LLC
30	Bank of America, N.A.
98	Banknote Corporation of America
20	Beam Brothers Trucking, Inc.
45	Beco, Inc.
115	BGRS (Formerly Brookfield Global Relocation Services)
133	Boneal, Inc.
84	Boyer Ford Trucks, Inc.
102	C Blackburn, Inc.*
34	C.H. Robinson Worldwide, Inc.
60	Camber Corporation*
82	Cargo Force, Inc.
90	Carroll Fulmer Logistics Corporation
81	Cepheid
13	Citibank North America
150	Clifford B. Finkle, Jr. Inc.
114	Commercial Trailer Leasing, Inc.
117	CompX Security Products
134	Contract Transport, Inc.
143	Cowley Distributing, Inc.
68	Davenport Transportation, Inc.
104	Davis Mail Services, Inc.
135	DDA Transport Inc.
18	Deloitte LLP*
28	Delta Air Lines, Inc.
8	Eagle Express Lines, Inc.
43	ECS Federal, Inc.
139	Edward Zengel & Son Express Inc.
36	EMC Corporation
35	EMCOR Group, Inc.
2	EnergyUnited Electric Membership Corporation

Rank	Supplier Name
69	Everts Air Alaska*
125	Fames Transport, Inc.
4	FCA US, LLC (Frmly Chrysler Group LLC)
1	Federal Express Corporation*
111	Florence Corporation
80	FLS Transportation Services
96	Ford Motor Company
136	Foreman Brothers, Inc.
75	FX Logistics, LLC
71	General Dynamics Information Technology
91	General Information Services, Inc.
58	Goodyear Tire & Rubber Company
113	Hallmark Custom Marketing, Inc.
116	Hartwig Transit, Inc.
93	Hollingsworth Logistics Group
57	Honeywell International, Inc.
17	Hoovestol, Inc.*
3	HP Enterprise Services, LLC*
59	Insight Enterprises, Inc.*
124	Integrated Airline Services, Inc.
15	International Business Machines Corporation (IBM)*
85	International Commerce & Marketing Corporation
99	International Paper Company*
126	Intralox, LLC
149	J. J. Morley Enterprises, Inc.
92	Japan Airlines Co., Ltd.
27	Jasper Innovative Solutions*
97	John W. Ritter Trucking, Inc.*
25	Kalitta Air, LLC*
130	Lanier Brugh Corporation
74	Le Mar Holdings, Inc.
54	LGSTX Distribution Services, Inc.
120	Lighton Industries, Inc.
33	Lockheed Martin Corporation*
127	Louis Berger
147	Louis V Lepak Trucking Co., Inc.
128	Lynden Air Cargo
70	Lyons Express LLC
131	Magellan Health, Inc.
138	Maples Truck Line, Inc.
19	Matheson Trucking, Inc.*
122	Maxway Trucking
73	MBA Consulting Services, Inc.
88	McCormick Trucking*
64	Metro Air Service
21	Midwest Transport, Inc.
61	Minnesota Diversified Industries (MDI)*
24	Morgan Olson*
108	MTC Transportation*
38	NCR Corporation*

Rank	Supplier Name
110	New Directions In Sales, Inc.
142	Nicholas Trucking Co., Inc.
63	Northern Air Cargo, Inc.
10	Northrop Grumman Corporation*
101	OEM Systems, LLC
95	OfficeMax North America, Inc.
118	Oliver Rubber Company LLC
100	Oracle America, Inc.
32	PAE
77	Parsons Corporation
86	Postal Carrier Corp.
16	Postal Fleet Services, Inc.
66	Postal Transport, Inc.
51	R.R. Donnelley & Sons Company
56	Ravn Alaska*
145	Raytheon Company
141	Rood Trucking Company, Inc.
41	Roth Bros., Inc.*
94	Ryder System, Inc.
5	Salmon Companies, Inc.* (Frmly Pat Salmon & Sons, Inc.)
103	Sheehy Mail Contractors, Inc.
52	Sid Tool Co., Inc.
49	Siemens Corporation*
148	Skyline Mail Carriers, Inc.
62	Sodrel Truck Lines, Inc.
26	Southern Mail Service, Inc.
67	Staples Contract and Commercial, Inc.
40	Tangoe, Inc.
121	The Port Authority of New York and New Jersey
106	The West River Group, Inc.
129	Thunder Ridge Transport, Inc.
89	Total Quality Logistics (TQL)
47	Tracie McCormick, Inc.
119	U.S. Trailer Holdings LLC
12	United Airlines, Inc.*
11	United Parcel Service, Inc.* (UPS)
50	United Sortation Solutions (USS)
14	Universal McCann Worldwide, Inc.*
44	URSA Major Corporation
123	Veltri Trucking*
78	Veltri, Inc.*
22	Verizon, Inc.*
6	Victory Packaging
39	W.W. Grainger, Inc.
144	Western Industrial Contractors, Inc.
132	Weston Solutions, Inc.
9	Wheeler Bros., Inc.
42	World Wide Technology, Inc.
37	XPO Logistics, Inc.*
112	Zebra Technologies

* Denotes consolidated entries

Top U.S. Postal Service Suppliers for Fiscal Year 2016

(continued from page 2)

Rank	FY15	Supplier Name	FY16 Amount	City	State
121	111	The Port Authority of New York and New Jersey	\$15,279,734	New York	NY
122	119	Maxway Trucking	\$15,276,156	Salt Lake City	UT
123	-	Veltri Trucking*	\$14,985,214	Washington	PA
124	118	Integrated Airline Services, Inc.	\$14,976,371	Denver	CO
125	117	Fames Transport, Inc.	\$14,893,769	Escondido	CA
126	149	Intralox, LLC	\$14,376,378	New Orleans	LA
127	134	Louis Berger	\$14,303,273	Morristown	NJ
128	144	Lynden Air Cargo	\$14,043,653	Anchorage	AK
129	-	Thunder Ridge Transport, Inc.	\$13,881,526	Springfield	MO
130	130	Lanier Brugh Corporation	\$13,665,122	Portland	OR
131	110	Magellan Health, Inc.	\$13,465,241	Philadelphia	PA
132	-	Weston Solutions, Inc.	\$13,462,980	West Chester	PA
133	107	Boneal, Inc.	\$13,405,393	Means	KY
134	137	Contract Transport, Inc.	\$13,337,004	Des Moines	IA
135	-	DDA Transport Inc.	\$13,314,775	Londonderry	NH

Rank	FY15	Supplier Name	FY16 Amount	City	State
136	120	Foreman Brothers, Inc.	\$13,276,600	Detroit	MI
137	95	Axiom Automotive Technologies	\$13,143,152	Walton Hills	OH
138	-	Maples Truck Line, Inc.	\$12,870,287	Springfield	MO
139	-	Edward Zengel & Son Express Inc.	\$12,822,450	Fort Myers	FL
140	124	90 Church Street Limited Partnership	\$12,784,310	New York	NY
141	114	Rood Trucking Company, Inc.	\$12,772,363	Mineral Ridge	OH
142	146	Nicholas Trucking Co., Inc.	\$12,635,952	Courtdale	PA
143	141	Cowley Distributing, Inc.	\$12,559,475	Jefferson City	MO
144	-	Western Industrial Contractors, Inc.	\$12,365,694	Aurora	CO
145	-	Raytheon Company	\$12,335,462	Waltham	MA
146	139	Alpine Aviation, Inc.	\$12,284,701	Provo	UT
147	150	Louis V Lepak Trucking Co., Inc.	\$12,274,618	Oklahoma City	OK
148	143	Skyline Mail Carriers, Inc.	\$12,157,385	Federal Way	WA
149	-	J. J. Morley Enterprises, Inc.	\$12,131,366	Alpharetta	GA
150	-	Clifford B. Finkle, Jr. Inc.	\$12,031,528	Clifton	NJ

To view previous Top Supplier lists or learn more about Postal Service Contracting, visit our website at huschblackwell.com/postal-service-contracting.



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David is chair of Husch Blackwell's Postal Service Contracting practice and a partner in the Government Contract group. He focuses his practice on Postal Service contracting matters and has represented hundreds of postal contractors, from small businesses to Fortune 50 companies. David has experience in procurement issues, bid protests, contract administration and interpretation, claim preparation and litigation, terminations, fraud investigations and False Claims Act matters. He writes a monthly "Legal Corner" column on postal contracting for the National Star Route Mail Contractors Association and regularly presents seminars on postal contracting topics.

About Husch Blackwell

Husch Blackwell is an industry-focused, full-service litigation and business law firm with offices in 18 cities across the United States. We represent national and global leaders in major industries including energy and natural resources; financial services and capital markets; food and agribusiness; healthcare, life sciences and education; real estate, development and construction; and technology, manufacturing and transportation.

Based in Washington, D.C., our Government Contracts practice 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.

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Court orders Postal Service to justify lawfulness of three standard clauses

By David P. Hendel on June 29, 2016
 POSTED IN CLAIMS AND DISPUTES, POSTAL SERVICE CONTRACTING

Three standard clauses used in virtually all Postal Service surface transportation contracts are now on the chopping block. In an interim ruling, the Court of Federal Claims ordered the Postal Service to show why these three clauses should not be declared unlawful and unenforceable. [Tabetha Jennings v. U.S., Fed. Cl. No. 14-132C, May 29, 2016.](#)



The termination of a \$34,000 mail delivery contract serving this post office in Leslie, AR, could result in three standard clauses being declared unlawful on thousands of USPS transportation contracts.

The case involves the default termination of a \$34,000 contract to provide mail delivery between Leslie and Timbo, Arkansas. Tabetha Jennings, the sole proprietor contractor, had provided service for seven years without any issues. Then, during a heavy volume Christmas season, a postmaster accused her of using a vehicle with insufficient capacity. The postmaster was wrong, but this charge led to other accusations. Eventually, the postmaster accused Jennings of conducting herself "in an unprofessional manner" and disrupting mail processing operations. These accusations, in turn, led the contracting officer to rescind Jennings's security clearance and her access to postal premises and the mail.

Jennings disputed the accusations against her and presented statements from a different postmaster and from another contractor that backed her up. But the contracting officer was unmoved and did not lift the suspension of her security clearance. When Jennings failed to provide a substitute carrier to continue the service she had been barred from performing herself, the contracting officer terminated her contract for default. [Continue Reading](#)

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