



TOP U.S. POSTAL SERVICE SUPPLIERS FOR FISCAL YEAR 2022

Compiled by David P. Hendel

This list of the top U.S. Postal Service (USPS) suppliers was compiled from data received through a Freedom of Information Act request and covers payments and debits in FY 2022 (October 1, 2021 - September 30, 2022). As in past years, we do not include purchases made via credit cards (U.S. Bank and Voyager card fuel purchases). When companies are believed to be affiliated or under common ownership, we often consolidate their separate entries and list the company with the highest individual ranking or best-known name. Our consolidations vary from year to year, and this may affect yearly numerical rankings. City/state designations are derived from USPS's payment records and may not be the contractor's primary location. The information on this list has not been audited and thus may not be entirely 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.**

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2022 Rank	2021 Rank	Supplier Name	FY 2022 Total	City	State
1	1	FedEx Corporation*	\$ 1,934,259,855.00	Memphis	TN
2	2	10 Roads Express*	\$ 700,436,854.00	Carter Lake	IA
3	3	EnergyUnited Electric Membership Corporation*	\$ 436,540,356.00	Statesville	NC
4	6	United Parcel Service of America, Inc. (UPS)*	\$ 391,373,124.00	Louisville	KY
5	4	Eagle Express Lines, Inc.*	\$ 330,457,934.00	Homewood	IL
6	5	OEM Systems LLC	\$ 304,340,111.00	Okarche	OK
7	7	Victory Packaging	\$ 275,108,061.00	Northbrook	IL
8	14	EVO Transportation and Energy Services, Inc.*	\$ 262,194,866.00	Strafford	MO
9	11	Matheson Trucking Inc.*	\$ 244,175,028.00	Elk Grove	CA
10	21	ITS National, LLC	\$ 203,603,421.00	Reno	NV
11	15	Universal McCann Worldwide, Inc.*	\$ 188,594,733.00	Chicago	IL
12	13	Kalitta Air, LLC*	\$ 184,504,037.00	Ypsilanti	MI
13	16	Accenture Federal Services	\$ 181,135,358.00	Chicago	IL
14	9	United Airlines, Inc.*	\$ 180,773,940.00	Chicago	IL
15	19	Northern Aviation Services*	\$ 174,484,395.00	Honolulu	HI
16	28	Amerijet International, Inc.	\$ 168,681,137.00	Memphis	TN
17	22	Southern Mail Service, Inc.	\$ 168,567,326.00	Houston	TX
18	20	Midwest Transport, Inc.	\$ 162,680,053.00	Robinson	IL
19	47	Intralox, LLC	\$ 151,735,726.00	Hanover	MD
20	30	Oshkosh Defense, LLC	\$ 151,367,810.00	Oshkosh	WI
21	17	Wheeler Bros., Inc.	\$ 146,482,011.00	Somerset	PA
22	23	McCormick Trucking*	\$ 142,869,191.00	Murfreesboro	TN
23	24	Jones Lang LaSalle Americas, Inc.	\$ 141,478,694.00	Pittsburgh	PA
24	8	XPO Logistics, Inc.*	\$ 124,396,775.00	Charlotte	NC
25	37	EVE International Logistics, Inc.	\$ 123,214,572.00	Chicago	IL
26	34	Alan Ritchey, Inc.	\$ 121,650,694.00	Valley View	TX
27	32	Insight Public Sector, Inc.*	\$ 107,423,276.00	Dallas	TX
28	49	AJR Trucking, Inc.	\$ 103,103,169.00	Glendale	CA
29	—	Traffix USA	\$ 101,887,309.00	Plano	TX
30	52	Ryder Truck Rental, Inc.*	\$ 101,178,580.00	Chicago	IL

*Denotes consolidated entries.

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(continues on from page 1)



2022 Rank	2021 Rank	Supplier Name	FY 2022 Total	City	State	2022 Rank	2021 Rank	Supplier Name	FY 2022 Total	City	State
31	79	HP, Inc.*	\$96,701,031.00	Atlanta	GA	76	86	Booz Allen & Hamilton, Inc.	\$38,689,994.00	Mc Lean	VA
32	29	Jasper Innovative Solutions*	\$96,665,351.00	Jasper	IN	77	81	Area Storage & Transfer, Inc.	\$38,299,324.00	Harrisburg	PA
33	31	Bancroft & Sons Transportation, LLC	\$94,573,155.00	Grand Prairie	TX	78	-	Amazon Com, Inc.	\$38,214,535.00	Seattle	WA
34	41	Davenport Transportation, Inc.	\$93,449,203.00	Blairsville	GA	79	-	Prosecur Services Group, Inc.	\$37,474,100.00	Herndon	VA
35	26	Perspecta Enterprise Solutions, LLC	\$84,586,872.00	Plano	TX	80	73	Hill Defense and Federal Solutions, Inc.	\$36,609,736.00	Newport News	VA
36	27	Delta Air Lines, Inc.*	\$81,937,665.00	Atlanta	GA	81	78	Milestone Equipment Holdings, LLC	\$36,397,056.00	Dallas	TX
37	25	Northrop Grumman*	\$73,705,469.00	Chicago	IL	82	69	Sid Tool Co., Inc.	\$36,328,566.00	Saint Louis	MO
38	54	Beco, Inc.	\$73,296,685.00	New Salem	ND	83	103	Carahsoft Technology Corporation	\$35,846,615.00	Reston	VA
39	42	PAE Applied Technologies, LLC	\$71,728,284.00	Buffalo	NY	84	38	Metro Air Service, Inc.	\$35,654,064.00	Romulus	MI
40	36	ECS Federal, LLC	\$69,393,502.00	Fairfax	VA	85	83	MBA Consulting Services, Inc.	\$34,887,161.00	Red Bank	NJ
41	33	EMCOR Facilities Services, Inc.*	\$68,081,771.00	Irvine	CA	86	92	DDA Transport, Inc.	\$34,793,439.00	Londonderry	NH
42	46	International Paper	\$65,955,640.00	Pasadena	CA	87	108	STK Transportation, LLC	\$34,505,698.00	Las Vegas	NV
43	45	XO Holdings	\$65,710,969.00	Chicago	IL	88	76	Japan Airlines Co., Ltd.	\$34,481,744.00	El Segundo	CA
44	53	C H Robinson*	\$64,453,992.00	Minneapolis	MN	89	99	Hi Pro, Inc.	\$33,353,962.00	Twentynine Palms	CA
45	40	AT&T*	\$63,918,945.00	Carol Stream	IL	90	113	WSP USA Solutions*	\$33,242,879.00	Exton	PA
46	48	Verizon, Inc.*	\$63,212,747.00	Albany	NY	91	93	General Information Services, Inc.	\$32,869,035.00	Chapin	SC
47	90	Mail Management Services	\$59,577,081.00	Lincoln	NE	92	135	Cepheid	\$32,046,945.00	Sunnyvale	CA
48	51	B & B Trucking, Inc.	\$59,094,537.00	Kalamazoo	MI	93	89	NCR Corp.	\$32,010,318.00	Chicago	IL
49	68	Davis Mail Services, Inc.	\$59,057,195.00	Jacksonville	FL	94	124	Toyota Material Handling, Inc.	\$30,522,905.00	Columbus	IN
50	61	Veltri, Inc.*	\$56,198,645.00	Levittown	PA	95	102	W & L Mail Service, Inc.*	\$30,519,791.00	Keysville	VA
51	50	Deloitte*	\$56,176,211.00	Philadelphia	PA	96	115	Maxway	\$30,248,563.00	Salt Lake City	UT
52	59	World Wide Technology, LLC	\$55,259,408.00	Saint Louis	MO	97	-	Atlas Air, Inc.	\$29,950,800.00	Purchase	NY
53	-	Material Handling Systems, Inc.	\$54,239,583.00	Mount Washington	KY	98	114	Weston Solutions, Inc.	\$29,821,458.00	Atlanta	GA
54	35	American Airlines, Inc.	\$52,550,959.00	New York	NY	99	-	Automated Control Technologies, LLC	\$29,493,371.00	Tempe	AZ
55	-	Peraton, Inc.	\$52,376,467.00	Herndon	VA	100	93	Bering Air, Inc.	\$28,525,396.00	Nome	AK
56	55	General Dynamics Information	\$52,314,102.00	Pittsburgh	PA	101	97	American Bank Note	\$28,515,298.00	Columbia	TN
57	44	Alaska Central Express, Inc.	\$52,013,559.00	Anchorage	AK	102	100	Salsbury Industries	\$28,134,477.00	Carson	CA
58	57	Carroll Fulmer Logistics Corporation	\$50,803,404.00	Newnan	GA	103	106	FLS Transportation Services (USA), Inc.	\$27,540,969.00	Atlanta	GA
59	65	IBM	\$50,667,705.00	Pittsburgh	PA	104	75	Tatonduk Flying Service	\$27,499,093.00	Fairbanks	AK
60	58	Sodrel Truck Lines, Inc.	\$49,490,827.00	Jeffersonville	IN	105	117	Hartwig Transit, Inc.	\$27,155,101.00	Schiller Park	IL
61	63	Roth Bros., Inc.	\$49,132,249.00	Cleveland	OH	106	88	Courtlandt and Brown Enterprises, LLC	\$27,125,497.00	Clifton	NJ
62	56	FX Logistics, LLC	\$48,693,389.00	Gainesville	GA	107	-	Clifford Blackburn*	\$27,070,863.00	Elizaville	NY
63	62	Alaska Airlines	\$47,626,213.00	Seattle	WA	108	-	Prime Vision B V	\$27,065,593.00	Delft (Netherlands)	NL
64	70	W W Grainger, Inc.	\$47,369,076.00	Kansas City	MO	109	105	Postal Carrier Corp.*	\$27,065,593.00	West Palm Beach	FL
65	96	Total Quality Logistics, LLC	\$47,211,728.00	Cincinnati	OH	110	64	Lyons Express, LLC*	\$26,295,178.00	Cincinnati	OH
66	82	Postal Products, Inc.	\$43,784,742.00	Milwaukee	WI	111	137	American Postal Infrastructure	\$26,101,743.00	Mount Airy	MD
67	71	The Goodyear Tire and Rubber Company	\$43,702,877.00	Akron	OH	112	107	Grant Aviation	\$25,547,198.00	Anchorage	AK
68	85	Cargo Force, Inc.	\$43,332,512.00	Miami	FL	113	-	Sadler Bros Trucking & Leasing CO, Inc.	\$25,311,111.00	Nashville	TN
69	12	Zebra Technologies International, LLC	\$42,428,820.00	Chicago	IL	114	87	Trans Executive Airlines of Hawaii, Inc.	\$25,194,595.00	Honolulu	HI
70	129	C L Services, Inc.	\$42,376,867.00	Atlanta	GA	115	133	Banknote Corporation of America, Inc.	\$25,060,697.00	Browns Summit	NC
71	95	The Gordian Group, Inc.	\$42,104,569.00	Los Angeles	CA	116	109	Raytheon Blackbird Technologies, Inc.	\$25,037,377.00	Herndon	VA
72	66	Hollingsworth Logistics Group, LLC	\$41,975,600.00	Dearborn	MI	117	123	Office Depot, Inc.	\$24,217,693.00	Boca Raton	FL
73	72	United Express Service, Inc.*	\$41,571,523.00	Glastonbury	CT	118	67	Hewlett Packard Enterprise Company*	\$23,886,455.00	Atlanta	GA
74	101	EMC Corporation*	\$41,311,804.00	Chicago	IL	119	141	Integrity Express Logistics, LLC	\$23,811,146.00	Blue Ash	OH
75	43	Calero Software, LLC	\$40,153,597.00	Atlanta	GA	120	119	CompX Security Products	\$23,356,553.00	Atlanta	GA

*Denotes consolidated entries.

(Top 150 list continues on page 4)

ALPHABETICAL LISTING

Rank	Supplier Name
2	10 ROADS EXPRESS
13	ACCENTURE FEDERAL SERVICES
28	AJR TRUCKING, INC.
26	ALAN RITCHEY, INC.
63	ALASKA AIRLINES
57	ALASKA CENTRAL EXPRESS, INC.
78	AMAZON COM, INC.
54	AMERICAN AIRLINES, INC.
101	AMERICAN BANK NOTE
111	AMERICAN POSTAL INFRASTRUCTURE
16	AMERIJET INTERNATIONAL
77	AREA STORAGE & TRANSFER, INC.
131	ASHTON POTTER USA, LTD.
45	AT&T
97	ATLAS AIR, INC.
99	AUTOMATED CONTROL TECHNOLOGIES, LLC
48	B & B TRUCKING, INC.
33	BANCROFT & SONS TRANSPORTATION, LLC
115	BANKNOTE CORPORATION OF AMERICA, INC.
38	BECO, INC.
100	BERING AIR, INC.
76	BOOZ ALLEN & HAMILTON, INC.
44	C. H. ROBINSON
70	C. L. SERVICES, INC.
75	CALERO SOFTWARE, LLC
83	CARASOFT TECHNOLOGY CORPORATION
68	CARGO FORCE, INC.
58	CARROLL FULMER LOGISTICS CORPORATION
133	CASCADES HOLDING US, INC.
138	CAUSLEY TRUCKING, INC.
92	CEPHEID
107	CLIFFORD BLACKBURN
140	COMMERCIAL TRAILER LEASING, INC.
120	COMPX SECURITY PRODUCTS
106	COURTLANDT AND BROWN ENTERPRISES, LLC
34	DAVENPORT TRANSPORTATION, INC.
49	DAVIS MAIL SERVICES, INC.
86	DDA TRANSPORT, INC.
51	DELOITTE
36	DELTA AIR LINES, INC.
146	DM TRANS, LLC
5	EAGLE EXPRESS LINES, INC.
40	ECS FEDERAL, LLC
74	EMC CORPORATION
41	EMCOR FACILITIES SERVICES, INC.
3	ENERGYUNITED ELECTRIC MEMBERSHIP CORPORATION
25	EVE INTERNATIONAL LOGISTICS, INC.
8	EVO TRANSPORTATION AND ENERGY SERVICES, INC.
149	FCA NORTH AMERICA HOLDINGS., LLC
1	FEDEX CORPORATION

Rank	Supplier Name
103	FLS TRANSPORTATION SERVICES (USA), INC.
62	FX LOGISTICS, LLC
56	GENERAL DYNAMICS INFORMATION
91	GENERAL INFORMATION SERVICES, INC.
67	GOODYEAR TIRE AND RUBBER COMPANY
71	GORDIAN GROUP, INC.
112	GRANT AVIATION
105	HARTWIG TRANSIT, INC.
118	HEWLETT PACKARD ENTERPRISE COMPANY*
89	HI PRO, INC.
145	HICKMAN TRANSPORT COMPANY, INC.
80	HII DEFENSE AND FEDERAL SOLUTIONS, INC.
72	HOLLINGSWORTH LOGISTICS GROUP, LLC
31	HP, INC.
128	HYUNDAI TRANSLEAD
130	IMPACT AUTOMATION
27	INSIGHT PUBLIC SECTOR, INC.
119	INTEGRITY EXPRESS LOGISTICS, LLC
59	IBM
42	INTERNATIONAL PAPER
19	INTRALOX, LLC
10	ITS NATIONAL, LLC
127	J. J. MORLEY ENTERPRISES, INC.
88	JAPAN AIRLINES CO., LTD.
32	JASPER INNOVATIVE SOLUTIONS
23	JONES LANG LASALLE AMERICAS, INC.
12	KALITTA AIR, LLC
125	LEPAK TRUCKING
121	LGSTX DISTRIBUTION SERVICES, INC.
142	LYNDEN AIR CARGO
110	LYONS EXPRESS, LLC*
47	MAIL MANAGEMENT SERVICES
53	MATERIAL HANDLING SYSTEMS, INC.
9	MATHESON TRUCKING INC.
96	MAXWAY
85	MBA CONSULTING SERVICES, INC.
22	MCCORMICK TRUCKING
122	MCRAES US MAIL SERVICE, INC.
84	METRO AIR SERVICE, INC.
18	MIDWEST TRANSPORT, INC.
81	MILESTONE EQUIPMENT HOLDINGS, LLC
147	MORCON CONSTRUCTION CO., INC.
93	NCR CORP.
148	NIECE TRUCKING, INC.
15	NORTHERN AVIATION SERVICES
37	NORTHROP GRUMMAN
6	OEM SYSTEMS LLC
117	OFFICE DEPOT, INC.
139	ORACLE AMERICA, INC.
20	OSHKOSH DEFENSE, LLC

Rank	Supplier Name
39	PAE APPLIED TECHNOLOGIES, LLC
141	PARSONS CORPORATION
55	PERATON, INC.
35	PERSPECTA ENTERPRISE SOLUTIONS, LLC
135	POLAR AIR CARGO WORLDWIDE, INC.
109	POSTAL CARRIER CORP.
137	POSTAL DELIVERY SYSTEMS, LLC
66	POSTAL PRODUCTS, INC.
150	POSTAL XPRESS, LLC
134	PRATT RETAIL SPECIALTIES, LLC
108	PRIME VISION B V
79	PROSEGUR SERVICES GROUP, INC.
116	RAYTHEON BLACKBIRD TECHNOLOGIES, INC.
61	ROTH BROS., INC.
129	RR DONNELLEY
132	RYAN AIR SERVICE, INC.
30	RYDER TRUCK RENTAL, INC.
113	SADLER BROS TRUCKING & LEASING CO, INC.
102	SALSBURY INDUSTRIES
143	SHUERT TECHNOLOGY, LLC
82	SID TOOL CO., INC.
60	SODREL TRUCK LINES, INC.
17	SOUTHERN MAIL SERVICE, INC.
123	STAPLES CONTRACT & COMMERCIAL
87	STK TRANSPORTATION, LLC
104	TATONDUK FLYING SERVICE
136	TELESOFT, LLC
65	TOTAL QUALITY LOGISTICS, LLC
94	TOYOTA MATERIAL HANDLING, INC.
29	TRAFFIX USA
114	TRANS EXECUTIVE AIRLINES OF HAWAII, INC.
126	TRIENDA HOLDINGS, LLC
144	TS TRANSPORTING, INC.
14	UNITED AIRLINES, INC.
73	UNITED EXPRESS SERVICE, INC.
11	UNIVERSAL MCCANN WORLDWIDE, INC.
4	UNITED PARCEL SERVICE OF AMERICA., INC. (UPS)*
50	VELTRI, INC.
46	VERIZON, INC.
7	VICTORY PACKAGING
95	W & L MAIL SERVICE, INC.
64	W W GRAINGER, INC.
124	WESTERN INDUSTRIAL CONTRACTORS
98	WESTON SOLUTIONS, INC.
21	WHEELER BROS., INC.
52	WORLD WIDE TECHNOLOGY, LLC
90	WSP USA SOLUTIONS
43	XO HOLDINGS
24	XPO LOGISTICS, INC.
69	ZEBRA TECHNOLOGIES INTERNATIONAL, LLC

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2022 Rank	2021 Rank	Supplier Name	FY 2022 Total	City	State	2022 Rank	2021 Rank	Supplier Name	FY 2022 Total	City	State
121	-	LGSTX Distribution Services, Inc.	\$23,337,915.00	Wilmington	OH	136	-	Telesoft LLC	\$21,060,775.00	Phoenix	AZ
122	-	McRae's U.S. Mail Service	\$23,224,776.00	Richfield	WI	137	139	Postal Delivery Systems, LLC	\$20,981,154.00	Mission Hills	CA
123	-	Staples Contract & Commercial, Inc.	\$23,224,776.00	Boston	MA	138	150	Causley Trucking, Inc.	\$20,830,572.00	Saginaw	MI
124	134	Western Industrial Contractors	\$22,982,390.00	Aurora	CO	139	104	Oracle America, Inc.	\$20,592,023.00	Chicago	IL
125	142	Lepak Trucking*	\$22,966,328.00	Oklahoma City	OK	140	121	Commercial Trailer Leasing, Inc.	\$20,584,739.00	North Bergen	NJ
126	-	TriEnda Holdings, LLC	\$19,660,971.00	Chicago	IL	141	111	Parsons Corporation	\$20,495,907.00	Chicago	IL
127	146	J. J. Morley Enterprises, Inc.	\$22,893,956.00	Alpharetta	GA	142	128	Lynden Air Cargo	\$19,654,935.00	Anchorage	AK
128	-	Hyundai Translead	\$22,866,603.00	San Diego	CA	143	-	Shuert Technology, Inc.	\$19,384,018.00	Sterling Heights	MI
129	98	RR Donnelley	\$22,388,840.00	Bolingbrook	IL	144	-	TS Transporting, Inc.	\$19,305,320.00	Sparks	NV
130	-	Impact Automation	\$21,970,797.00	Columbia	MD	145	-	Hickman Transport Co., Inc.	\$18,894,613.00	Valdosta	GA
131	125	Ashton Potter USA, Ltd.	\$21,622,195.00	Williamsville	NY	146	-	DM Trans, LLC	\$18,887,453.00	Austin	TX
132	120	Ryan Air Service, Inc.	\$21,584,836.00	Anchorage	AK	147	149	Morcon Construction Co., Inc.	\$18,664,750.00	Fridley	MN
133	133	Cascades Holding US, Inc.	\$21,538,156.00	Niagara Falls	NY	148	-	Niece Trucking, Inc.	\$18,602,955.00	Des Moines	IA
134	-	Pratt Retail Specialties, LLC	\$21,243,243.00	Atlanta	GA	149	18	FCA North America Holdings., LLC	\$18,071,185.00	Norwalk	CT
135	127	Polar Air Cargo Worldwide, Inc	\$21,072,053.00	Purchase	NY	150	136	Postal Xpress, LLC	\$18,026,916.00	Roswell	GA

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David P. Hendel

David's legal career began as an Honors Attorney in the U.S. Postal Service General Counsel's office where he reviewed contracts, advised procurement officials, and litigated disputes. Entering private practice, he advised companies on issues arising under civilian and defense agency contracts, including matters of contract administration, performance, and compliance. David has represented hundreds of contractors, from Fortune 50 companies to small businesses, on a wide range of matters including: bid protests, contract administration and interpretation, claim preparation and litigation, terminations, fraud investigations and False Claims Act matters. He frequently writes articles and presents seminars on postal contracting topics. He also created the www.postalcontractor.com website.

About Culhane Meadows

Proudly shaking up the legal marketplace since 2013, Culhane Meadows is a new type of law firm. Using technology, advanced cybersecurity, and a team-based approach, our attorneys have access to everything they need without the expense of a centralized, common physical location. By eschewing large law firm overhead, our reduced cost structure allows us to provide cost-efficient legal services. And the best part is that all our attorneys are partners who have joined us from large firms or highly regarded in-house legal departments.

With over 70 attorneys located in 11 major business markets around the country, we provide practical solutions to startups, Fortune 100 companies, multinational corporations, non-profits, and regional, medium, and small businesses. Our practice areas include corporate and business law, employment and labor law, outsourced general counsel, intellectual property, tax, and many other subject areas. For more information, visit our website: www.CulhaneMeadows.com.

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