



Top U.S. Postal Service Suppliers for Fiscal Year 2019

Compiled by David P. Hendel

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This list of the top U.S. Postal Service (USPS) suppliers in fiscal year (FY) 2019 was compiled in accordance with data received from a Freedom of Information Act request and covers payments made by the Postal Service in FY 2019 (October 1, 2018- September 30, 2019).

As in past years, not included are purchases made via credit cards (including, U.S. Bank and Voyager card fuel purchases). When companies are believed to be affiliated or under common ownership, we have often consolidated their separate entries under the company with the highest individual ranking or best-known name. Our consolidations vary from year to year, and this may affect 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.

Below are the top 150 suppliers to the U.S. Postal Service based on payments received in fiscal year 2019.

Table with 6 columns: 2019 Rank, 2018 Rank, Supplier Name, FY19 Totals, City, State. Lists top 30 suppliers including Federal Express Corporation, EnergyUnited Electric Membership Corporation, Eagle Express Lines, Inc., etc.

* Denotes consolidated entries.

Top U.S. Postal Service Suppliers for Fiscal Year 2019

(continued from page 1)

| 2019 Rank | 2018 Rank | Supplier Name | FY19 Totals | City | State | 2019 Rank | 2018 Rank | Supplier Name | FY19 Totals | City | State |
|-----------|-----------|---|-----------------|----------------|-------|-----------|-----------|---|-----------------|------------------|-------|
| 31 | 31 | World Wide Technology, Inc. | \$67,292,260.25 | Saint Louis | MO | 76 | 78 | MBA Consulting Services, Inc. | \$31,540,465.56 | Chantilly | VA |
| 32 | 34 | ECS Federal, Inc | \$65,482,543.78 | Fairfax | VA | 77 | 88 | Davis Mail Services, Inc. | \$31,401,129.39 | Jacksonville | FL |
| 33 | 32 | PAE | \$64,634,172.01 | Arlington | VA | 78 | 107 | Gordian | \$31,097,419.80 | Greenville | SC |
| 34 | 30 | Calero Software, LLC | \$61,393,399.93 | Rochester | NY | 79 | 80 | Area Storage & Transfer, Inc. | \$29,968,672.87 | Harrisburg | PA |
| 35 | 33 | Northern Aviation Services* (See insert for detail) | \$59,527,644.49 | Anchorage | MI | 80 | 58 | American Bank Note Company | \$29,911,302.53 | Treose | PA |
| 36 | 29 | AT&T Corporation* | \$59,225,318.33 | Phoenix | AZ | 81 | 83 | Command Security Corporation | \$29,777,656.08 | Herndon | VA |
| 37 | 40 | EMCOR Group, Inc. | \$58,517,122.69 | Norwalk | CT | 82 | Over 250 | Amerijet International | \$29,642,916.57 | Ft Lauderdale | FL |
| 38 | - | Navistar Inc. | \$54,302,460.00 | Knoxville | TN | 83 | 67 | MTC Transportation* | \$29,214,344.33 | Twentynine Palms | CA |
| 39 | 18 | Verizon, Inc.* | \$53,845,153.02 | Philadelphia | PA | 84 | 91 | General Information Services, Inc. | \$28,421,733.73 | Chapin | SC |
| 40 | 38 | Insight Enterprises, Inc.* | \$53,531,482.82 | Tempe | AZ | 85 | 89 | Postal Products Unlimited, Inc. | \$27,993,898.31 | Milwaukee | WI |
| 41 | 66 | Davenport Transportation, Inc. | \$51,584,017.09 | Blairsville | GA | 86 | 115 | Matson, Inc. | \$26,698,214.41 | Honolulu | HI |
| 42 | 42 | Tracie McCormick, Inc.* | \$49,873,100.01 | Murfreesboro | TN | 87 | 109 | Weston Solutions, Inc. | \$26,593,729.75 | West Chester | PA |
| 43 | 45 | Beco, Inc. | \$49,798,743.23 | New Salem | ND | 88 | 82 | R.R. Donnelley & Sons Company | \$25,798,908.42 | Chicago | IL |
| 44 | 53 | Alaska Air Group, Inc. | \$49,148,941.86 | Seattle | WA | 89 | 94 | C Blackburn, Inc.* | \$25,527,820.60 | Elizaville | NY |
| 45 | 48 | Ryder System, Inc.* | \$49,070,795.73 | Miami | FL | 90 | 116 | Parsons Corporation | \$25,269,800.12 | Pasadena | CA |
| 46 | 35 | B & B Trucking, Inc. | \$48,524,611.20 | Kalamazoo | MI | 91 | 85 | Veltri, Inc. | \$25,260,892.43 | Levittown | PA |
| 47 | 55 | C. H. Robinson Worldwide, Inc. | \$48,516,798.51 | Overland Park | KS | 92 | 118 | Steel Craft Corporation | \$24,774,608.52 | Hartford | WI |
| 48 | 44 | W.W. Grainger, Inc. | \$46,361,787.71 | Lake Forest | IL | 93 | 187 | Booz Allen & Hamilton, Inc. | \$24,569,655.00 | Mc Lean | VA |
| 49 | 74 | Amec Foster Wheeler* | \$46,071,076.35 | Scotland | UK | 94 | 93 | Postal Carrier Corp. | \$24,482,887.20 | West Palm Beach | FL |
| 50 | 43 | Sid Tool Co., Inc. | \$44,741,737.94 | Melville | NY | 95 | 81 | Commercial Trailer Leasing, Inc. | \$24,270,907.35 | Jersey City | NJ |
| 51 | 84 | Automated Control Technologies, LLC | \$44,560,433.86 | Tempe | AZ | 96 | 105 | Banknote Corporation of America | \$24,190,364.44 | Browns Summit | NC |
| 52 | 57 | Ravn Alaska* | \$42,346,160.70 | Anchorage | AK | 97 | 110 | Raytheon Company | \$23,619,694.37 | Waltham | MA |
| 53 | 52 | AJR Trucking, Inc. | \$41,994,980.33 | Glendale | CA | 98 | 99 | Ashton Potter USA Ltd. | \$23,576,769.98 | Williamsville | NY |
| 54 | 73 | Alaska Central Express, Inc. | \$41,504,841.08 | Anchorage | AK | 99 | 174 | Turbo Logistics Corp | \$23,555,051.21 | Gainesville | GA |
| 55 | 36 | Siemens Corporation* | \$41,141,001.37 | Arlington | TX | 100 | 97 | Cepheid | \$23,457,484.50 | Sunnyvale | CA |
| 56 | 6 | FCA US, LLC | \$40,968,344.68 | Auburn Hills | MI | 101 | 108 | The West River Group, Inc. | \$23,367,456.74 | Newcomb | MD |
| 57 | 64 | HII Mission Driven Innovative Solutions (formerly Camber | \$39,499,461.05 | Newport News | VA | 102 | 159 | NFI - United Express Service, Inc. | \$23,250,007.64 | Glastonbury | CT |
| 58 | 76 | Hollingsworth Logistics Group | \$38,548,118.27 | Dearborn | MI | 103 | 103 | DDA Transport Inc. | \$22,883,475.66 | Londonderry | NH |
| 59 | 59 | Hand Held Products Inc. dba Honeywell Scanning and Mobility | \$38,371,295.62 | Fort Mill | SC | 104 | 132 | ITS Logistics | \$22,594,842.39 | Reno | NV |
| 60 | 47 | EMC Corporation | \$38,089,640.87 | McLean | VA | 105 | 134 | Louis Berger* | \$21,937,516.80 | Morristown | NJ |
| 61 | 72 | McCormick Trucking* | \$38,025,435.34 | Murfreesboro | TN | 106 | 150 | W & L Mail Service Inc.* | \$21,743,481.17 | Keysville | VA |
| 62 | 77 | International Paper Company* | \$37,892,415.21 | Memphis | TN | 107 | 113 | Hartwig Transit, Inc. | \$20,585,222.30 | Schiller Park | IL |
| 63 | 63 | Sodrel Truck Lines, Inc.* | \$37,857,935.99 | Jeffersonville | IN | 108 | - | Amazon.com, Inc.* | \$20,420,869.75 | Seattle | WA |
| 64 | 61 | Goodyear Tire & Rubber Company | \$37,162,743.04 | Akron | OH | 109 | 122 | Maxway Trucking | \$19,966,755.99 | Salt Lake City | UT |
| 65 | 79 | General Dynamics Information Technology | \$36,849,525.59 | Fairfax | VA | 110 | 86 | Oracle America, Inc. | \$19,774,511.25 | Reston | VA |
| 66 | 54 | Staples Contract and Commercial, Inc. | \$36,538,435.79 | Englewood | NJ | 111 | 178 | Trienda Holdings LLC | \$19,645,786.00 | Chicago | IL |
| 67 | 56 | XPO Logistics, Inc.* | \$36,388,190.43 | Gainesville | GA | 112 | Over 250 | Salsbury Industries | \$19,573,511.17 | Carson | CA |
| 68 | 120 | Intralox, L.L.C. | \$34,399,746.08 | New Orleans | LA | 113 | 129 | Carahsoft Technology Corp. | \$19,568,972.72 | Reston | VA |
| 69 | 90 | Lyons Express LLC* | \$33,795,482.10 | Carver | MA | 114 | Over 250 | Morcon Construction Company | \$19,131,873.61 | Golden Valley | MN |
| 70 | 70 | Milestone Equipment Holdings, LLC* | \$33,681,773.45 | St. Charles | MO | 115 | 136 | Lynden Air Cargo* | \$18,957,310.80 | Anchorage | AK |
| 71 | 39 | NCR Corporation* | \$33,613,711.28 | Charlotte | NC | 116 | 87 | Japan Airlines Co., Ltd. | \$17,851,103.86 | El Segundo | CA |
| 72 | 69 | Metro Air Service | \$33,180,974.82 | Romulus | MI | 117 | 117 | Western Industrial Contractors, Inc. | \$17,831,615.78 | Aurora | CO |
| 73 | 96 | FX Logistics, LLC | \$32,700,319.77 | Gainesville | GA | 118 | 157 | New Directions in Sales | \$17,791,484.71 | Grimes | IA |
| 74 | 62 | Lockheed Martin Corporation* | \$32,150,361.22 | Chicago | IL | 119 | 146 | C&W Services | \$17,716,595.58 | Auburndale | MA |
| 75 | 75 | Everts Air Alaska* | \$31,786,727.32 | Fairbanks | AK | 120 | 124 | The Port Authority of New York and New Jersey | \$17,486,521.37 | Philadelphia | PA |

* Denotes consolidated entries.

(Top 150 list continues on page 4)

Alphabetical Listing for Top U.S. Postal Service Suppliers for Fiscal Year 2019

* Denotes consolidated entries

| Rank | Supplier Name | Rank | Supplier Name | Rank | Supplier Name |
|------|---|------|---|------|---|
| 11 | Accenture Federal Services | 73 | FX Logistics, LLC | 110 | Oracle America, Inc. |
| 53 | AJR Trucking, Inc. | 65 | General Dynamics Information Technology | 33 | PAE |
| 29 | Alan Ritchey , Inc.* | 84 | General Information Services, Inc. | 90 | Parsons Corporation |
| 44 | Alaska Air Group, Inc. | 64 | Goodyear Tire & Rubber Company | 4 | Pat Salmon & Sons, Inc* |
| 54 | Alaska Central Express, Inc. | 78 | Gordian | 94 | Postal Carrier Corp. |
| 108 | Amazon.com, Inc.* | 125 | Hallmark Custom Marketing, Inc. | 5 | Postal Fleet Services, Inc.* |
| 49 | Amec Foster Wheeler* | 59 | Hand Held Products Inc dba Honeywell Scanning and Mobility | 85 | Postal Products Unlimited, Inc. |
| 23 | American Airlines, Inc. | 107 | Hartwig Transit, Inc. | 88 | R.R. Donnelley & Sons Company |
| 80 | American Bank Note Company | 57 | Hill Mission Driven Innovative Solutions (formerly Camber Corporation)* | 52 | Ravn Alaska* |
| 82 | Amerijet International | 58 | Hollingsworth Logistics Group | 97 | Raytheon Company |
| 145 | Aramark Corporation* | 19 | Hoovestol, Inc.* | 150 | Rood Trucking Company, Inc. |
| 79 | Area Storage & Transfer, Inc. | 8 | HP Enterprise Services, LLC* | 122 | Roth Bros., Inc.* |
| 98 | Ashton Potter USA Ltd. | 40 | Insight Enterprises, Inc.* | 137 | Roth Trucking, Inc |
| 36 | AT&T Corporation* | 24 | International Business Machines Corporation (IBM)* | 135 | Ryan Air Service, Inc. |
| 51 | Automated Control Technologies, LLC | 62 | International Paper Company* | 45 | Ryder System, Inc.* |
| 46 | B & B Trucking, Inc. | 68 | Intralox, L.L.C. | 112 | Salsbury Industries |
| 26 | Bancroft and Sons Transportation LLC | 104 | ITS Logistics | 50 | Sid Tool Co., Inc. |
| 96 | Banknote Corporation of America | 133 | J.B. Hunt Transport Services, Inc. | 55 | Siemens Corporation* |
| 43 | Beco, Inc. | 116 | Japan Airlines Co., Ltd. | 141 | Skyline Mail Carriers, Inc. |
| 140 | Boneal, Inc. | 22 | Jasper Innovative Solutions* | 146 | SMS Assist LLC |
| 93 | Booz Allen & Hamilton, Inc. | 121 | JDA Software, Inc. | 63 | Sodrel Truck Lines, Inc.* |
| 89 | C Blackburn, Inc.* | 30 | JLL | 20 | Southern Mail Service, Inc. |
| 119 | C&W Services | 142 | Kack Enterprise LLC | 12 | Spartan Motors Inc |
| 47 | C. H. Robinson Worldwide, Inc. | 10 | Kalitta Air, LLC* | 66 | Staples Contract and Commercial, Inc. |
| 34 | Calero Software, LLC | 138 | Le Mar Holdings, Inc. | 92 | Steel Craft Corporation |
| 113 | Carahsoft Technology Corp. | 134 | Lepak Trucking Company, Inc. | 149 | The Boston Consulting Group Inc. |
| 139 | Cargo Force, Inc. | 147 | Lighton Industries Inc | 132 | The Korte Company |
| 144 | Causley Trucking Inc. | 74 | Lockheed Martin Corporation* | 120 | The Port Authority of New York and New Jersey |
| 100 | Cepheid | 105 | Louis Berger* | 101 | The West River Group, Inc. |
| 17 | Citibank North America | 115 | Lynden Air Cargo* | 130 | Total Quality Logistics LLC |
| 81 | Command Security Corporation | 69 | Lyons Express LLC* | 42 | Tracie McCormick, Inc.* |
| 95 | Commercial Trailer Leasing, Inc. | 18 | Matheson Trucking, Inc.* | 111 | Trienda Holdings LLC |
| 123 | CompX Security Products | 86 | Matson, Inc. | 99 | Turbo Logistics Corp |
| 41 | Davenport Transportation, Inc. | 109 | Maxway Trucking | 9 | United Airlines, Inc.* |
| 77 | Davis Mail Services, Inc. | 76 | MBA Consulting Services, Inc. | 6 | United Parcel Service of America, Inc* (UPS) |
| 103 | DDA Transport Inc. | 61 | McCormick Trucking* | 127 | United Sortation Solutions (USS) |
| 28 | Deloitte LLP* | 72 | Metro Air Service | 148 | UnitedHealthcare |
| 25 | Delta Air Lines, Inc. | 21 | Midwest Transport, Inc. | 15 | Universal McCann Worldwide, Inc.* |
| 3 | Eagle Express Lines, Inc. | 70 | Milestone Equipment Holdings, LLC* | 124 | Veltri Trucking* |
| 32 | ECS Federal, Inc | 126 | Minnesota Diversified | 91 | Veltri, Inc. |
| 136 | Edward Zengel & Son Express Inc. | 114 | Morcon Construction Company | 39 | Verizon, Inc.* |
| 60 | EMC Corporation | 83 | MTC Transportation* | 7 | Victory Packaging |
| 37 | EMCOR Group, Inc. | 38 | Navistar Inc. | 106 | W & L Mail Service Inc.* |
| 2 | EnergyUnited Electric Membership Corporation* | 71 | NCR Corporation* | 48 | W.W. Grainger, Inc. |
| 75 | Everts Air Alaska* | 118 | New Directions in Sales | 117 | Western Industrial Contractors, Inc. |
| 14 | Evo Transportation and Energy Services, Inc* | 102 | NFI - United Express Service, Inc. | 87 | Weston Solutions, Inc. |
| 143 | Fames Transport, Inc. | 35 | Northern Aviation Services* | 13 | Wheeler Bros., Inc. |
| 56 | FCA US, LLC | 16 | Northrop Grumman Corporation /Solystic SAS* | 31 | World Wide Technology, Inc. |
| 1 | Federal Express Corporation* | 129 | OfficeMax North America, Inc.* | 27 | XO Holdings |
| 131 | Foreman Brothers, Inc. | 128 | Oliver Rubber Company LLC | 67 | XPO Logistics, Inc.* |

Top U.S. Postal Service Suppliers for Fiscal Year 2019

(continued from page 2)

| 2019 Rank | 2018 Rank | Supplier Name | FY19 Totals | City | State |
|-----------|-----------|------------------------------------|-----------------|---------------|-------|
| 121 | | JDA Software, Inc. | \$17,280,450.09 | Scottsdale | AZ |
| 122 | 95 | Roth Bros., Inc.* | \$17,228,616.38 | Youngstown | OH |
| 123 | 127 | CompX Security Products | \$17,006,264.31 | Dallas | TX |
| 124 | 125 | Veltri Trucking* | \$16,833,964.20 | Washington | PA |
| 125 | 121 | Hallmark Custom Marketing, Inc. | \$16,708,773.62 | Bloomington | IN |
| 126 | 176 | Minnesota Diversified | \$16,573,498.96 | Edina | MN |
| 127 | 126 | United Sortation Solutions (USS) | \$16,226,741.97 | Owings Mills | MD |
| 128 | 139 | Oliver Rubber Company LLC | \$16,123,696.22 | Atlanta | GA |
| 129 | 149 | OfficeMax North America, Inc.* | \$16,109,345.94 | Boca Raton | FL |
| 130 | 233 | Total Quality Logistics LLC | \$15,537,573.83 | Cincinnati | OH |
| 131 | 138 | Foreman Brothers, Inc. | \$15,490,751.26 | Detroit | MI |
| 132 | 46 | The Korte Company | \$15,418,272.37 | Highland | IL |
| 133 | 148 | J.B. Hunt Transport Services, Inc. | \$15,401,657.05 | Lowell | AR |
| 134 | 154 | Lepak Trucking Company, Inc. | \$15,341,577.96 | Oklahoma City | OK |
| 135 | 164 | Ryan Air Service, Inc. | \$15,207,984.24 | Anchorage | AK |

| 2019 Rank | 2018 Rank | Supplier Name | FY19 Totals | City | State |
|-----------|-----------|----------------------------------|-----------------|---------------|-------|
| 136 | 144 | Edward Zengel & Son Express Inc. | \$15,037,641.42 | Fort Myers | FL |
| 137 | 95 | Roth Trucking, Inc | \$14,919,195.69 | Grand Rapids | MI |
| 138 | 104 | Le Mar Holdings, Inc. | \$14,787,108.90 | Lubbock | TX |
| 139 | 106 | Cargo Force, Inc. | \$14,629,815.52 | Coral Gables | FL |
| 140 | 162 | Boneal, Inc. | \$14,561,561.07 | Means | KY |
| 141 | 160 | Skyline Mail Carriers, Inc. | \$14,546,451.32 | Tacoma | WA |
| 142 | 203 | Kack Enterprise LLC | \$14,401,642.70 | Fayetteville | NC |
| 143 | 133 | Fames Transport, Inc. | \$14,399,218.51 | Fontana | CA |
| 144 | 166 | Causley Trucking Inc. | \$14,387,399.92 | Saginaw | MI |
| 145 | 130 | Aramark Corporation* | \$14,022,107.68 | Philadelphia | PA |
| 146 | 226 | SMS Assist LLC | \$13,978,252.04 | Chicago | IL |
| 147 | 206 | Lighton Industries Inc | \$13,902,731.89 | Toms River | NJ |
| 148 | 128 | UnitedHealthcare | \$13,830,347.56 | Minneapolis | MN |
| 149 | | The Boston Consulting Group Inc. | \$13,783,497.86 | Boston | MA |
| 150 | 140 | Rood Trucking Company, Inc. | \$13,765,075.34 | Mineral Ridge | OH |



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David is chair of Husch Blackwell's Postal Service Contracting practice and a partner in the Government Contracts 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 is a frequent writer on postal contracting topics 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.

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



Our Government Contracts blog offers perspective on key developments in the law affecting contractors that do business with the federal government.

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