



# TOP U.S. POSTAL SERVICE SUPPLIERS FOR FISCAL YEAR 2020

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 2020 (October 1, 2019 - September 30, 2020). As in past years, not included are 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 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.

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**A separate alphabetical listing appears on page 3 for ease of finding a particular contractor.**

2020 Rank	2019 Rank	Supplier Name	FY 2020 Total	City	State
1	1	Federal Express Corporation	\$ 2,224,115,254.32	Memphis	TN
2	2	EnergyUnited Electric Membership Corporation*	\$ 401,384,198.33	Cheney	WA
3	3	Eagle Express Lines, Inc.	\$ 385,882,753.73	South Holland	IL
4	4	Pat Salmon & Sons, Inc*	\$ 300,568,281.24	Little Rock	AR
5	5	Postal Fleet Services, Inc.*	\$ 292,567,787.79	Saint Augustine	FL
6	7	Victory Packaging	\$ 263,373,035.81	Houston	TX
7	—	OEM Systems LLC	\$ 233,518,034.64	Okarche	OK
8	6	United Parcel Service of America, Inc* (UPS)	\$ 203,260,036.16	Louisville	KY
9	10	Kalitta Air, LLC	\$ 196,869,930.77	Ypsilanti	MI
10	8	HP Enterprise Services, LLC*	\$ 186,642,234.45	Herndon	VA
11	13	Wheeler Bros., Inc.	\$ 177,357,917.84	Somerset	PA
12	11	Accenture Federal Services	\$ 176,055,985.64	Arlington	VA
13	18	Matheson Trucking, Inc.*	\$ 171,269,594.90	Sacramento	CA
14	14	Evo Transportation and Energy Services, Inc*	\$ 169,852,028.12	Springfield	MO
15	9	United Airlines, Inc.	\$ 166,828,701.49	Chicago	IL
16	19	Hoovestol, Inc.*	\$ 165,506,017.93	Eagan	MN
17	15	Universal McCann Worldwide, Inc.*	\$ 144,829,472.47	Philadelphia	PA
18	38	Navistar Inc.	\$ 120,267,540.00	Knoxville	TN
19	21	Midwest Transport, Inc.	\$ 119,551,638.51	Robinson	IL
20	16	Northrop Grumman Corporation / Solystic SAS*	\$ 117,645,552.22	Baltimore	MD
21	20	Southern Mail Service, Inc.	\$ 114,357,812.40	Houston	TX
22	50	Sid Tool Co., Inc.	\$ 102,927,159.64	Melville	NY
23	40	Insight Enterprises, Inc.	\$ 102,720,595.04	Chantilly	VA
24	30	JLL - Jones Lang Lasalle Americas Inc	\$ 96,915,115.01	Chicago	IL
25	25	Delta Air Lines, Inc.	\$ 93,389,269.67	Atlanta	GA
26	—	Zebra Technologies International LLC	\$ 89,154,233.14	Lincolnshire	IL
27	22	Jasper Innovative Solutions*	\$ 88,882,445.68	Jasper	IN
28	36	AT&T Corporation*	\$ 81,196,375.54	Oakton	VA
29	37	EMCOR Group, Inc.	\$ 77,855,511.79	Phoenix	AZ
30	26	Bancroft and Sons Transportation LLC	\$ 77,373,553.11	Grand Prairie	TX

\*Denotes consolidated entries.

(continues on page 2)

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(continues on from page 1)

2020 Rank	2019 Rank	Supplier Name	FY 2020 Total	City	State	2020 Rank	2019 Rank	Supplier Name	FY 2020 Total	City	State
31	32	ECS Federal, Inc	\$76,713,012.06	Fairfax	VA	76	71	NCR Corporation	\$34,105,599.05	Germantown	MD
32	27	XO Holdings	\$70,779,825.51	Hemdon	VA	77	84	General Information Services, Inc.	\$33,976,668.45	Chapin	SC
33	29	Alan Ritchey, Inc.	\$70,135,943.45	Valley View	TX	78	28	Deloitte & Touche	\$33,876,277.38	Arlington	VA
34	104	ITS Logistics	\$68,015,074.97	Reno	NV	79	69	Lyons Express LLC*	\$33,833,993.98	Cincinnati	OH
35	23	American Airlines, Inc.	\$65,819,025.97	DFW Airport	TX	80	78	Gordian	\$33,728,510.84	Charlotte	NC
36	31	World Wide Technology, Inc.	\$65,132,995.88	St Louis	MO	81	80	American Bank Note Company	\$33,648,706.95	Trevese	PA
37	33	PAE	\$63,248,610.52	Urbandale	IA	82	28	Deloitte Consulting LLP	\$33,321,141.95	Arlington	VA
38	34	Calero Software, LLC	\$62,868,624.63	Atlanta	GA	83	76	MBA Consulting Services, Inc.	\$32,652,090.30	Chantilly	VA
39	39	Verizon, Inc.*	\$59,818,291.55	Ashburn	VA	84	—	Prosecur Services Group, Inc.	\$32,253,881.82	Hemdon	VA
40	35	Northern Aviation Services*	\$58,251,195.49	Anchorage	AK	85	77	Davis Mail Services, Inc.	\$31,637,511.20	Jacksonville	FL
41	82	Amerijet International	\$58,169,099.62	Fort Lauderdale	FL	86	55	Siemens Corporation*	\$30,776,133.90	Dallas	TX
42	67	XPO Logistics, Inc.*	\$56,585,947.67	Charlotte	NC	87	87	Weston Solutions, Inc.	\$30,722,392.60	Mundelein	IL
43	8	HP INC	\$56,504,052.07	Washington	DC	88	79	Area Storage & Transfer, Inc.	\$30,443,486.75	Harrisburg	PA
44	41	Davenport Transportation, Inc.	\$54,785,981.70	Blairsville	GA	89	102	NFI - United Express Service, Inc.*	\$30,346,441.23	Glastonbury	CT
45	65	General Dynamics Information Technology	\$50,627,820.90	Falls Church	VA	90	90	Parsons Corporation	\$30,202,195.77	Pasadena	CA
46	45	Ryder System, Inc.	\$48,907,252.83	Columbia	SC	91	—	Eve International Logistics Inc	\$29,751,294.06	Chicago	IL
47	42	Tracie McCormick, Inc.	\$48,717,570.28	Murfreesboro	TN	92	129	OfficeMax North America, Inc.*	\$28,423,358.85	Des Moines	IA
48	61	McCormick Trucking*	\$48,368,656.43	Murfreesboro	TN	93	112	Salsbury Industries	\$27,555,690.67	Los Angeles	CA
49	43	Beco, Inc.	\$48,288,326.46	New Salem	ND	94	85	Postal Products Unlimited, Inc.	\$26,459,225.57	Milwaukee	WI
50	46	B & B Trucking, Inc.	\$48,235,862.36	Kalamazoo	MI	95	101	The West River Group, Inc.	\$26,199,199.15	Newcomb	MD
51	24	International Business Machines Corporation (IBM)	\$47,734,043.85	Bethesda	MD	96	103	DDA Transport Inc.	\$26,064,600.92	Londonderry	NH
52	54	Alaska Central Express, Inc.	\$46,092,213.55	Anchorage	AK	97	93	Booz Allen & Hamilton, Inc.	\$25,989,366.37	McLean	VA
53	57	HII Mission Driven Innovative Solutions (formerly Camber)	\$45,432,218.32	Fairfax	VA	98	113	Carahsoft Technology Corp.	\$25,613,075.35	Reston	VA
54	62	International Paper Company	\$45,090,856.35	Memphis	TN	99	91	Veltri, Inc.	\$25,299,926.34	Levittown	PA
55	—	Ameresco Inc	\$44,681,292.37	Framingham	MA	100	89	C Blackburn, Inc.	\$25,094,888.77	Elizaville	NY
56	48	W.W. Grainger, Inc.	\$44,382,334.83	Lake Forest	IL	101	122	Roth Bros., Inc.	\$24,524,879.48	Youngstown	OH
57	47	C. H. Robinson Worldwide, Inc.*	\$43,873,447.32	Youngstown	OH	102	94	Postal Carrier Corp.*	\$24,415,313.51	West Palm Beach	FL
58	58	Hollingsworth Logistics Group	\$42,667,912.69	Dearborn	MI	103	97	Raytheon Company	\$24,368,736.70	Hemdon	VA
59	73	FX Logistics, LLC	\$42,507,726.07	Gainesville	GA	104	105	Louis Berger*	\$23,915,808.96	Exton	PA
60	51	Automated Control Technologies, LLC	\$40,514,568.11	Tempe	AZ	105	116	Japan Airlines Co., Ltd.	\$22,654,036.84	El Segundo	CA
61	53	AJR Trucking, Inc.	\$39,540,896.00	Glendale	CA	106	98	Ashton Potter USA Ltd.	\$22,412,774.61	Williamsville	NY
62	60	EMC Corporation	\$38,919,140.28	McLean	VA	107	149	The Boston Consulting Group	\$21,655,196.00	Boston	MA
63	63	Sodrel Truck Lines, Inc.	\$38,319,248.29	Jeffersonville	IN	108	—	Seegrid Corporation	\$21,627,682.85	Pittsburgh	PA
64	56	FCA US, LLC	\$37,914,116.00	Auburn Hills	MI	109	59	Hand Held Products Inc. dba Honeywell Scanning and Mobility	\$21,339,737.20	Fort Mill	SC
65	44	Alaska Air Group, Inc.	\$37,546,791.92	Seattle	WA	110	—	Agency Construction Corporation	\$21,240,979.05	Mamaroneck	NY
66	132	The Korte Company	\$36,237,981.96	Highlands	IL	111	106	W & L Mail Service Inc.	\$21,114,631.48	Keysville	VA
67	72	Metro Air Service	\$35,878,977.11	Orlando	FL	112	96	Banknote Corporation of America	\$20,900,107.22	Browns Summit	NC
68	70	Milestone Equipment Holdings, LLC	\$35,856,825.81	Saint Charles	MO	113	115	Lynden Air Cargo	\$20,592,187.28	Anchorage	AK
69	64	Goodyear Tire & Rubber Company	\$35,296,989.39	Akron	OH	114	107	Hartwig Transit, Inc.	\$20,557,509.70	Schiller Park	IL
70	75	Everts Air Alaska*	\$35,277,199.23	Fairbanks	AK	115	52	Ravn Alaska*	\$20,384,305.87	Anchorage	AK
71	88	R.R. Donnelley & Sons Company	\$35,243,770.18	Bolingbrook	IL	116	109	Maxway Trucking	\$20,276,973.59	Salt Lake City	UT
72	49	Amec Foster Wheeler*	\$34,990,678.61	Alpharetta	GA	117	95	Commercial Trailer Leasing, Inc.	\$20,270,856.57	Roseland	NJ
73	—	Trans Executive Airlines of Hawaii Inc	\$34,839,838.04	Honolulu	HI	118	130	Total Quality Logistics LLC	\$20,173,747.58	Cincinnati	OH
74	66	Staples, Inc.*	\$34,647,193.17	Englewood	NJ	119	139	Cargo Force, Inc.	\$20,154,789.60	Coral Gables	FL
75	—	Courtlandt and Brown Enterprises LLC	\$34,170,223.58	Clifton	NJ	120	—	Impact Automation, Inc.	\$19,887,527.80	Laurel	MD

\*Denotes consolidated entries.

(Top 150 list continues on page 4)

# ALPHABETICAL LISTING

Rank	Supplier Name
12	ACCENTURE FEDERAL SERVICES
110	AGENCY CONSTRUCTION CORP
61	AJR TRUCKING INC
33	ALAN RITCHEY INC
65	ALASKA AIRLINES
52	ALASKA CENTRAL EXPRESS INC
55	AMERESCO INC
35	AMERICAN AIRLINES INC
81	AMERICAN BANK NOTE
41	AMERIJET INTERNATIONAL INC
88	AREA STORAGE & TRANSFER INC
106	ASHTON POTTER USA LTD
28	AT&T *
60	AUTOMATED CONTROL TECHNOLOGIES LLC
50	B & B TRUCKING INC
30	BANCROFT & SONS TRANSPORTATION LLC
112	BANKNOTE CORPORATION OF AMERICA INC
49	BECO INC
121	BERING AIR INC
97	BOOZ ALLEN & HAMILTON INC
107	BOSTON CONSULTING GROUP INC
122	BRITISH AIRWAYS PLC
100	C BLACKBURN INC
57	C H ROBINSON *
123	C&W FACILITY SERVICES INC
38	CALERO SOFTWARE LLC
98	CARASOFT TECHNOLOGY CORPORATION
119	CARGO FORCE INC
143	CARROLL FULMER LOGISTICS CORPORATION
136	CEPHEID
117	COMMERCIAL TRAILER LEASING INC
129	COMPX SECURITY PRODUCTS
75	COURTLANDT AND BROWN ENTERPRISES LLC
44	DAVENPORT TRANSPORTATION INC
85	DAVIS MAIL SERVICES INC
96	DDA TRANSPORT INC
78	DELOITTE & TOUCHE
82	DELOITTE CONSULTING LLP
25	DELTA AIR LINES INC
3	EAGLE EXPRESS LINES INC
31	ECS FEDERAL LLC
62	EMC CORPORATION
29	EMCOR FACILITIES SERVICES INC
2	ENERGYUNITED SERVICE CORPORATION *
115	ERA AVIATION INC
91	EVE INTERNATIONAL LOGISTICS INC
14	EVO TRANSPORTATION AND ENERGY SERVICES, INC *
150	FAMES TRANSPORT INC
64	FCA NORTH AMERICA HOLDINGS LLC
1	FEDERAL EXPRESS CORPORATION

Rank	Supplier Name
134	FLS TRANSPORTATION SERVICES (USA) INC
59	FX LOGISTICS LLC
45	GENERAL DYNAMICS INFORMATION
77	GENERAL INFORMATION SERVICES INC
148	GOEBEL PG&U INC
69	GOODYEAR TIRE AND RUBBER COMPANY
80	GORDIAN GROUP INC
135	GRANT AVIATION
109	HAND HELD PRODUCTS INC
114	HARTWIG TRANSIT INC
10	HEWLETT PACKARD ENTERPRISE COMPANY *
53	HII MISSION DRIVEN INNOVATIVE
58	HOLLINGSWORTH LOGISTICS GROUP LLC
16	HOOVESTOL INC *
43	HP INC
120	IMPACT AUTOMATION
23	INSIGHT PUBLIC SECTOR INC
51	INTERNATIONAL BUSINESS MACHINES
54	INTERNATIONAL PAPER
34	ITS NATIONAL LLC
142	J B HUNT TRANSPORT INC
127	J J MORLEY ENTERPRISES INC
105	JAPAN AIRLINES CO LTD
27	JASPER *
24	JONES LANG LASALLE AMERICAS INC
9	KALITTA AIR, LLC
126	KEITH KC LEE INC
66	KORTE CONSTRUCTION CO
132	LEXICON RELOCATION LLC
139	LIGHTON INDUSTRIES INC
128	LOCKHEED MARTIN CORP
104	LOUIS BERGER GROUP INC
113	LYNDEN AIR CARGO
79	LYONS EXPRESS LLC *
133	MAIL MANAGEMENT SERVICES
13	MATHESON *
116	MAXWAY
83	MBA CONSULTING SERVICES INC
48	MCCORMICK *
67	METRO AIR SERVICE INC
140	MICRO FOCUS GOVERNMENT SOLUTIONS LLC
19	MIDWEST TRANSPORT INC
68	MILESTONE EQUIPMENT HOLDINGS, LLC
124	MORCON CONSTRUCTION CO INC.
18	NAVISTAR INC
76	NCR CORP
146	NEW DIRECTIONS BEHAVIORAL HEALTH LLC
144	NEW DIRECTIONS IN SALES
40	NORTHERN AVIATION SERVICES *
20	NORTHROP GRUMMAN *

Rank	Supplier Name
7	OEM SYSTEMS LLC
92	OFFICE DEPOT INC
137	OLIVER RUBBER COMPANY LLC
145	ORACLE AMERICA INC
37	PAE APPLIED TECHNOLOGIES LLC
90	PARSONS CORPORATION
4	PAT SALMON & SONS INC *
149	POLAR AIR CARGO WORLDWIDE INC
130	PORT AUTHORITY OF NY AND NJ
103	POSTAL CARRIER CORP
5	POSTAL FLEET SERVICES INC *
94	POSTAL PRODUCTS INC
138	PRATT RETAIL SPECIALTIES LLC
84	PROSEGUR SERVICES GROUP INC
102	RAYTHEON BLACKBIRD TECHNOLOGIES INC
101	ROTH BROS INC
71	RR DONNELLEY
131	RYAN AIR SERVICE INC
46	RYDER TRUCK RENTAL INC
93	SALSBURY INDUSTRIES
108	SEEGRID CORPORATION
22	SID TOOL CO INC
86	SIEMENS LOGISTICS LLC
63	SODREL TRUCK LINES INC
21	SOUTHERN MAIL SERVICE INC
74	STAPLES INC *
70	TATONDUK FLYING SERVICE
147	TERADATA GOVERNMENT SYSTEMS LLC
118	TOTAL QUALITY LOGISTICS LLC
47	TRACIE MCCORMICK INC
73	TRANS EXECUTIVE AIRLINES OF HAWAII INC
15	UNITED AIRLINES INC
89	UNITED EXPRESS SERVICE INC *
141	UNITED HEALTHCARE
17	UNIVERSAL MCCANN WORLDWIDE INC *
8	UPS *
99	VELTRI INC
39	VERIZON *
6	VICTORY PACKAGING
125	VIDEOJET TECHNOLOGIES INC
111	W & L MAIL SERVICE INC
56	W W GRAINGER INC
95	WEST RIVER GROUP
87	WESTON SOLUTIONS INC
11	WHEELER BROS INC
72	WOOD ENVIRONMENT & INFRASTRUCTURE
36	WORLD WIDE TECHNOLOGY LLC
32	XO HOLDINGS
42	XPO LOGISTICS INC *
26	ZEBRA TECHNOLOGIES INTERNATIONAL LLC

\*Denotes consolidated entries.

2020 Rank	2019 Rank	Supplier Name	FY 2020 Total	City	State	2020 Rank	2019 Rank	Supplier Name	FY 2020 Total	City	State
121	—	Bering Air, Inc.	\$19,627,816.67	Nome	AK	136	100	Cepheid	\$17,488,603.62	Sunnyvale	CA
122	—	British Airways PLC	\$19,531,178.76	Flushing	NY	137	128	Oliver Rubber Company LLC	\$17,364,030.44	Greenville	SC
123	119	C&W Services	\$19,301,449.46	Auburndale	MA	138	—	Pratt Retail Specialties, LLC	\$17,042,073.07	Atlanta	GA
124	114	Morcon Construction Company	\$19,134,668.31	Golden Valley	MN	139	147	Lighton Industries Inc	\$16,757,778.35	Lakewood	NJ
125	—	Videojet Technologies Inc	\$19,083,998.31	Wood Dale	IL	140	—	Micro Focus Government Solutions, LLC	\$16,739,005.30	Wilmington	DE
126	—	Keith KC Lee, Inc.	\$18,609,620.70	Culver City	CA	141	148	UnitedHealthcare	\$16,305,967.20	Atlanta	GA
127	—	J. J. Morley Enterprises Inc	\$18,434,328.48	Alpharetta	GA	142	133	J.B. Hunt Transport Services, Inc.	\$16,099,127.19	Lowell	AR
128	74	Lockheed Martin Corporation	\$18,305,473.26	Owego	NY	143	—	Carroll Fulmer Logistics Corporation	\$16,094,483.05	Newnan	GA
129	123	CompX Security Products	\$18,181,662.02	Greenville	SC	144	118	New Directions in Sales	\$15,894,303.61	Grimes	IA
130	120	The Port Authority of New York and New Jersey	\$18,087,997.08	New York	NY	145	110	Oracle America, Inc.	\$15,814,234.10	Reston	VA
131	135	Ryan Air Service, Inc.	\$17,918,429.31	Anchorage	AK	146	—	New Directions Behavioral Health, LLC	\$15,788,666.80	Kansas City	MO
132	—	Lexicon Relocation LLC	\$17,906,267.61	Jacksonville	FL	147	—	Teradata Government Systems LLC	\$15,726,989.68	Annapolis	MD
133	—	Mail Management Services, Inc.	\$17,820,588.58	Lincoln	NE	148	—	Goebel Construction, Inc.	\$15,704,059.14	Petaluma	CA
134	—	FLS Transportation Services	\$17,578,201.91	Atlanta	GA	149	—	Polar Air Cargo Worldwide, Inc.	\$15,593,821.38	Purchase	NY
135	—	Grant Aviation	\$17,534,052.10	Anchorage	AK	150	143	Fames Transport, Inc.	\$15,377,468.30	Fontana	CA

\*Denotes consolidated entries.

### 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](http://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 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](http://www.CulhaneMeadows.com).



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