



# TOP U.S. POSTAL SERVICE SUPPLIERS FOR FISCAL YEAR 2021

**CULHANE  
MEADOWS**  
P.L.L.C.  
Big Law for the New Economy

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 2021 (October 1, 2020 - September 30, 2021). 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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2021 Rank	2020 Rank	Supplier Name	FY 2021 Total	City	State
1	1	FedEx Corporation	\$ 2,170,821,821.00	Memphis	TN
2	4,16	10 Roads Express*	\$ 540,727,401.00	Carter Lake	IA
3	2	EnergyUnited Electric Membership Corporation	\$ 400,284,731.00	Statesville	NC
4	3	Eagle Express Lines, Inc.*	\$ 376,331,245.00	Homewood	IL
5	7	OEM, Systems LLC	\$ 335,730,111.00	Okarche	OK
6	8	United Parcel Service of America., Inc. (UPS)*	\$ 290,820,637.00	Louisville	KY
7	6	Victory Packaging	\$ 262,706,412.00	Northbrook	IL
8	42	XPO Logistics, Inc.*	\$ 202,210,324.00	Charlotte	NC
9	15	United Airlines, Inc.	\$ 197,231,249.00	Chicago	IL
10	5	Postal Fleet Services, Inc.	\$ 196,692,807.00	St Augustine	FL
11	13	Matheson Trucking Inc.	\$ 194,561,160.00	Elk Grove	CA
12	26	Zebra Technologies International, LLC	\$ 181,285,505.00	Chicago	IL
13	9	Kalitta Air, LLC	\$ 176,428,568.00	Ypsilanti	MI
14	14	EVO Transportation and Energy Services, Inc.*	\$ 164,196,072.00	Strafford	MO
15	17	Universal McCann Worldwide, Inc.*	\$ 155,410,585.00	Chicago	IL
16	12	Accenture Federal Services	\$ 145,055,469.00	Chicago	IL
17	11	Wheeler Bros., Inc.	\$ 143,742,544.00	Somerset	PA
18	64	FCA North America Holdings., LLC	\$ 140,073,669.00	Norwalk	CT
19	40	Northern Aviation Services*	\$ 138,660,394.00	Honolulu	HI
20	19	Midwest Transport, Inc.	\$ 132,318,815.00	Robinson	IL
21	34	ITS National, LLC	\$ 132,048,055.00	Reno	NV
22	21	Southern Mail Service, Inc.	\$ 131,068,997.00	Houston	TX
23	48	McCormick Trucking*	\$ 115,606,493.00	Murfreesboro	TN
24	24	Jones Lang LaSalle Americas, Inc.	\$ 110,346,810.00	Pittsburgh	PA
25	20	Northrop Grumman*	\$ 105,359,862.00	Chicago	IL
26	—	Perspecta Enterprise Solutions, LLC	\$ 91,986,413.00	Plano	TX
27	25	Delta Air Lines, Inc.	\$ 90,812,878.00	Atlanta	GA
28	41	Amerijet International	\$ 90,691,051.00	Memphis	TN
29	27	Jasper Innovative Solutions*	\$ 88,617,510.00	Jasper	IN
30	—	Oshkosh Defense, LLC	\$ 79,236,418.00	Oshkosh	WI

\*Denotes consolidated entries.

(continues on page 2)

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(continues on from page 1)

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31	30	Bancroft & Sons Transportation, LLC	\$78,394,804.00	Grand Prairie	TX	76	105	Japan Airlines Co., Ltd.	\$35,805,373.00	El Segundo	CA
32	23	Insight Public Sector, Inc.	\$77,671,957.00	Dallas	TX	77	55	Ameresco, Inc.	\$34,874,097.00	Framingham	MA
33	29	EMCOR Facilities Services, Inc.	\$74,104,008.00	Irvine	CA	78	68	Milestone Equipment Holdings, LLC	\$34,817,314.00	Dallas	TX
34	33	Alan Ritchey, Inc.	\$72,945,251.00	Valley View	TX	79	43	HP, Inc.	\$34,676,811.00	Atlanta	GA
35	35	American Airlines, Inc.	\$72,167,538.00	New York	NY	80	74	Staples, Inc.	\$33,752,888.00	Boston	MA
36	31	ECS Federal, LLC	\$71,946,967.00	Fairfax	VA	81	88	Area Storage & Transfer, Inc.	\$33,647,608.00	Harrisburg	PA
37	91	EVE International Logistics, Inc.	\$71,648,443.00	Chicago	IL	82	94	Postal Products, Inc.	\$33,612,943.00	Milwaukee	WI
38	22	Sid Tool Co., Inc.	\$70,748,900.00	Saint Louis	MO	83	-	Glanta, Inc.	\$35,819,290.00	Waterloo	WI
39	66	Korte Construction Co.	\$69,486,855.00	Highland	IL	84	83	MBA Consulting Services, Inc.	\$31,465,930.00	Red Bank	NJ
40	28	AT&T*	\$68,233,919.00	Carol Stream	IL	85	119	Cargo Force, Inc.	\$31,372,253.00	Miami	FL
41	44	Davenport Transportation, Inc.	\$67,998,860.00	Blairsville	GA	86	97	Booz Allen & Hamilton, Inc.	\$31,261,898.00	Mc Lean	VA
42	37	PAE Applied Technologies, LLC	\$65,837,605.00	Buffalo	NY	87	-	United Sortation Solutions	\$31,029,502.00	Owings Mills	MD
43	38	Calero Software, LLC	\$64,355,739.00	Atlanta	GA	88	75	Courtlandt and Brown Enterprises, LLC	\$30,814,847.00	Clifton	NJ
44	52	Alaska Central Express, Inc.	\$61,740,789.00	Anchorage	AK	89	76	NCR Corp.	\$29,559,266.00	Chicago	IL
45	32	XO Holdings	\$61,041,519.00	Chicago	IL	90	133	Mail Management Services	\$29,407,939.00	Lincoln	NE
46	54	International Paper	\$59,875,802.00	Pasadena	CA	91	121	Bering Air, Inc.	\$29,363,496.00	Nome	AK
47	-	Intralox, LLC	\$59,264,785.00	Hanover	MD	92	96	DDA Transport, Inc.	\$29,163,781.00	Londonderry	NH
48	39	Verizon, Inc.*	\$56,119,130.00	Albany	NY	93	77	General Information Services, Inc.	\$29,050,307.00	Chapin	SC
49	61	AJR Trucking, Inc.	\$54,493,903.00	Glendale	CA	94	73	Trans Executive Airlines of Hawaii, Inc.	\$28,748,661.00	Honolulu	HI
50	78, 82	Deloitte*	\$52,955,816.00	Philadelphia	PA	95	80	Gordian Group, Inc.	\$28,710,120.00	Los Angeles	CA
51	50	B & B Trucking, Inc.	\$52,282,061.00	Kalamazoo	MI	96	118	Total Quality Logistics, LLC	\$28,520,558.00	Cincinnati	OH
52	46	Ryder Truck Rental, Inc.	\$52,138,318.00	Chicago	IL	97	81	American Bank Note	\$28,306,821.00	Columbia	TN
53	57	C H Robinson*	\$51,753,528.00	Minneapolis	MN	98	71	RR Donnelley	\$28,304,879.00	Bolingbrook	IL
54	49	Beco, Inc.	\$51,500,006.00	New Salem	ND	99	-	Hi Pro, Inc.	\$27,552,273.00	Twentynine Palms	CA
55	45	General Dynamics Information	\$49,537,607.00	Pittsburgh	PA	100	93	Salsbury Industries	\$27,330,604.00	Carson	CA
56	59	FX Logistics, LLC	\$49,534,553.00	Gainesville	GA	101	63	EMC Corporation	\$26,852,844.00	Chicago	IL
57	143	Carroll Fulmer Logistics Corporation	\$48,489,236.00	Newnan	GA	102	111	W & L Mail Service, Inc.	\$26,713,057.00	Keysville	VA
58	63	Sodrel Truck Lines, Inc.	\$47,684,029.00	Jeffersonville	IN	103	98	Carahsoft Technoogy Corporation	\$26,560,569.00	Reston	VA
59	36	World Wide Technology, LLC	\$47,340,350.00	Saint Louis	MO	104	145	Oracle America, Inc.	\$26,451,368.00	Chicago	IL
60	-	URSA Major Corporation	\$46,296,106.00	Waukesha	WI	105	102	Postal Carrier Corp.	\$25,161,726.00	West Palm Beach	FL
61	-	Veltri, Inc.*	\$45,519,489.00	Levittown	PA	106	134	FLS Transportation Services (USA), Inc.	\$24,936,341.00	Atlanta	GA
62	65	Alaska Airlines	\$44,900,125.00	Seattle	WA	107	135	Grant Aviation	\$24,884,527.00	Anchorage	AK
63	101	Roth Bros., Inc.	\$43,921,982.00	Cleveland	OH	108	-	STK Transportation, LLC	\$24,581,423.00	Las Vegas	NV
64	79	Lyons Express, LLC	\$42,032,915.00	Cincinnati	OH	109	103	Raytheon Blackbird Technologies, Inc.	\$24,089,490.00	Herndon	VA
65	51	IBM	\$41,477,312.00	Pittsburgh	PA	110	95	West River Group	\$24,019,662.00	Newcomb	MD
66	58	Hollingsworth Logistics Group, LLC	\$40,714,504.00	Dearborn	MI	111	90	Parsons Corporation	\$23,700,720.00	Chicago	IL
67	10	Hewlett Packard Enterprise Company*	\$40,664,398.00	Atlanta	GA	112	122	British Airways, PLC	\$23,473,425.00	Jamaica	NY
68	85	Davis Mail Services, Inc.	\$39,278,169.00	Jacksonville	FL	113	-	WSP USA Solutions*	\$23,276,988.00	Exton	PA
69	53	HII Mission Driven Innovative Solutions	\$38,822,355.00	Newport News	VA	114	87	Weston Solutions, Inc.	\$23,109,286.00	Atlanta	GA
70	56	W W Grainger, Inc.	\$38,396,902.00	Kansas City	MO	115	116	Maxway	\$22,966,774.00	Salt Lake City	UT
71	69	Goodyear Tire and Rubber Company	\$37,393,123.00	Akron	OH	116	-	Cascade Holding US, Inc.	\$22,566,006.00	Niagara Falls	NY
72	89	United Express Service, Inc.*	\$36,963,294.00	Glastonbury	CT	117	114	Hartwig Transit, Inc.	\$22,378,805.00	Schiller Park	IL
73	84	Prosegur Services Group, Inc.	\$36,503,330.00	Herndon	VA	118	100	C Blackburn, Inc.	\$21,804,755.00	Elizaville	NY
74	67	Metro Air Service, Inc.	\$36,394,063.00	Romulus	MI	119	129	CompX Security Products	\$21,539,981.00	Atlanta	GA
75	70	Tatonduk Flying Service	\$36,317,288.00	Fairbanks	AK	120	131	Ryan Air Service, Inc.	\$21,518,993.00	Anchorage	AK

\*Denotes consolidated entries.

(Top 150 list continues on page 4)

# ALPHABETICAL LISTING

Rank	Supplier Name
2	10 ROADS EXPRESS
16	ACCENTURE FEDERAL SERVICES
138	AGENCY CONSTRUCTION CORP.
49	AJR TRUCKING, INC.
34	ALAN RITCHEY, INC.
62	ALASKA AIRLINES
44	ALASKA CENTRAL EXPRESS, INC.
77	AMERESCO, INC.
35	AMERICAN AIRLINES, INC.
97	AMERICAN BANK NOTE
137	AMERICAN POSTAL INFRASTRUCTURE
28	AMERIJET INTERNATIONAL
144	AMERITRANS EXPRESS, LLC
81	AREA STORAGE & TRANSFER, INC.
125	ASHTON POTTER USA, LTD.
40	AT&T
51	B & B TRUCKING, INC.
31	BANCROFT & SONS TRANSPORTATION, LLC
133	BANKNOTE CORPORATION OF AMERICA, INC.
54	BECO, INC.
91	BERING AIR, INC.
86	BOOZ ALLEN & HAMILTON, INC.
112	BRITISH AIRWAYS, PLC
118	C BLACKBURN, INC.
53	C H ROBINSON
129	C. L. SERVICES, INC.
43	CALERO SOFTWARE, LLC
103	CARAHSOFT TECHNOOGY CORPORATION
85	CARGO FORCE, INC.
57	CARROLL FULMER LOGISTICS CORPORATION
116	CASCADE HOLDING US, INC.
150	CAUSLEY TRUCKING, INC.
135	CEPHEID
122	CINTAS
121	COMMERCIAL TRAILER LEASING, INC.
119	COMPX SECURITY PRODUCTS
88	COURTLANDT AND BROWN ENTERPRISES, LLC
41	DAVENPORT TRANSPORTATION, INC.
68	DAVIS MAIL SERVICES, INC.
92	DDA TRANSPORT, INC.
50	DELOITTE
27	DELTA AIR LINES, INC.
4	EAGLE EXPRESS LINES, INC.
36	ECS FEDERAL, LLC
101	EMC CORPORATION
33	EMCOR FACILITIES SERVICES, INC.
3	ENERGYUNITED ELECTRIC MEMBERSHIP CORPORATION
37	EVE INTERNATIONAL LOGISTICS, INC.
14	EVO TRANSPORTATION AND ENERGY SERVICES, INC.
148	FAMES TRANSPORT, INC.

Rank	Supplier Name
18	FCA NORTH AMERICA HOLDINGS., LLC
1	FEDEX CORPORATION
106	FLS TRANSPORTATION SERVICES (USA), INC.
56	FX LOGISTICS, LLC
55	GENERAL DYNAMICS INFORMATION
93	GENERAL INFORMATION SERVICES, INC.
83	GLANTA, INC.
140	GOEBEL CONSTRUCITON, INC.
71	GOODYEAR TIRE AND RUBBER COMPANY
95	GORDIAN GROUP, INC.
107	GRANT AVIATION
126	HALLMARK MARKETING COMPANY, LLC
143	HAND HELD PRODUCTS, INC.
117	HARTWIG TRANSIT, INC.
67	HEWLETT PACKARD ENTERPRISE COMPANY
99	HI PRO, INC.
69	HII MISSION DRIVEN INNOVATIVE SOLUTIONS
66	HOLLINGSWORTH LOGISTICS GROUP, LLC
79	HP, INC.
65	IBM
32	INSIGHT PUBLIC SECTOR, INC.
141	INTEGRITY EXPRESS LOGISTICS, LLC
46	INTERNATIONAL PAPER
47	INTRALOX, LLC
21	ITS NATIONAL, LLC
146	J. J. MORLEY ENTERPRISES, INC.
76	JAPAN AIRLINES CO., LTD.
29	JASPER INNOVATIVE SOLUTIONS
24	JONES LANG LASALLE AMERICAS, INC.
13	KALITTA AIR, LLC
39	KORTE CONSTRUCTION CO.
142	LEPAK TRUCKING
128	LYNDEN AIR CARGO
64	LYONS EXPRESS, LLC
90	MAIL MANAGEMENT SERVICES
11	MATHESON TRUCKING INC.
115	MAXWAY
84	MBA CONSULTING SERVICES, INC.
23	MCCORMICK TRUCKING
74	METRO AIR SERVICE, INC.
20	MIDWEST TRANSPORT, INC.
78	MILESTONE EQUIPMENT HOLDINGS, LLC
149	MORCON CONSTRUCTION CO., INC.
89	NCR CORP.
145	NEW DIRECTIONS BEHAVIORAL HEALTH, LLC
19	NORTHERN AVIATION SERVICES
25	NORTHROP GRUMMAN
5	OEM, SYSTEMS LLC
123	OFFICE DEPOT, INC.
131	OLIVER RUBBER COMPANY, LLC

Rank	Supplier Name
104	ORACLE AMERICA, INC.
30	OSHKOSH DEFENSE, LLC
42	PAE APPLIED TECHNOLOGIES, LLC
111	PARSONS CORPORATION
26	PERSPECTA ENTERPRISE SOLUTIONS, LLC
127	POLAR AIR CARGO WORLDWIDE, INC.
130	PORT AUTHORITY OF NY AND NJ
105	POSTAL CARRIER CORP.
139	POSTAL DELIVERY SYSTEMS, LLC
10	POSTAL FLEET SERVICES, INC.
82	POSTAL PRODUCTS, INC.
136	POSTAL XPRESS, LLC
73	PROSEGUR SERVICES GROUP, INC.
109	RAYTHEON BLACKBIRD TECHNOLOGIES, INC.
63	ROTH BROS., INC.
98	RR DONNELLEY
120	RYAN AIR SERVICE, INC.
52	RYDER TRUCK RENTAL, INC.
100	SALSBURY INDUSTRIES
147	SEEGRID CORPORATION
38	SID TOOL CO., INC.
58	SODREL TRUCK LINES, INC.
22	SOUTHERN MAIL SERVICE, INC.
80	STAPLES, INC.
108	STK TRANSPORTATION, LLC
75	TATONDUK FLYING SERVICE
96	TOTAL QUALITY LOGISTICS, LLC
124	TOYOTA MATERIAL HANDLING, INC.
94	TRANS EXECUTIVE AIRLINES OF HAWAII, INC.
9	UNITED AIRLINES, INC.
72	UNITED EXPRESS SERVICE, INC.
87	UNITED SORTATION SOLUTIONS
15	UNIVERSAL MCCANN WORLDWIDE, INC.
6	UNITED PARCEL SERVICE OF AMERICA., INC. (UPS)
60	URSA MAJOR CORPORATION
61	VELTRI, INC.
48	VERIZON, INC.
7	VICTORY PACKAGING
102	W & L MAIL SERVICE, INC.
70	W W GRAINGER, INC.
110	WEST RIVER GROUP
134	WESTERN INDUSTRIAL CONTRACTORS
114	WESTON SOLUTIONS, INC.
17	WHEELER BROS., INC.
132	WOOD ENVIRONMENT & INFRASTRUCTURE
59	WORLD WIDE TECHNOLOGY, LLC
113	WSP USA SOLUTIONS
45	XO HOLDINGS
8	XPO LOGISTICS, INC.
12	ZEBRA TECHNOLOGIES INTERNATIONAL, LLC

\*Denotes consolidated entries.

2021 Rank	2020 Rank	Supplier Name	FY 2021 Total	City	State	2021 Rank	2020 Rank	Supplier Name	FY 2021 Total	City	State
121	117	Commercial Trailer Leasing, Inc.	\$21,138,576.00	North Bergen	NJ	136	-	Postal Xpress, LLC	\$17,927,832.00	Roswell	GA
122	-	Cintas	\$20,908,181.00	Cincinnati	OH	137	-	American Postal Infrastructure	\$17,832,604.00	Mount Airy	MD
123	92	Office Depot, Inc.	\$20,503,582.00	Boca Raton	FL	138	110	Agency Construction Corp.	\$17,130,319.00	Mamaroneck	NY
124	-	Toyota Material Handling, Inc.	\$20,336,013.00	Columbus	IN	139	-	Postal Delivery Systems, LLC	\$16,681,277.00	Mission Hills	CA
125	106	Ashton Potter USA, Ltd.	\$19,937,861.00	Williamsville	NY	140	148	Goebel Constructon, Inc.	\$16,637,931.00	Petaluma	CA
126	-	Hallmark Marketing Company, LLC	\$19,660,971.00	Kansas City	MO	141	-	Integrity Express Logistics, LLC	\$16,289,988.00	Blue Ash	OH
127	149	Polar Air Cargo Worldwide, Inc.	\$19,629,605.00	Purchase	NY	142	-	Lepak Trucking	\$16,251,359.00	Oklahoma City	OK
128	113	Lynden Air Cargo	\$19,189,256.00	Anchorage	AK	143	109	Hand Held Products, Inc.	\$16,178,351.00	Chicago	IL
129	-	C. L. Services, Inc.	\$19,145,496.00	Atlanta	GA	144	-	Ameritrans Express, LLC	\$16,098,822.00	Dumfries	VA
130	130	Port Authority of NY and NJ	\$18,464,626.00	Philadelphia	PA	145	146	New Directions Behavioral Health, LLC	\$15,888,462.00	Kansas City	MO
131	137	Oliver Rubber Company, LLC	\$18,115,022.00	Atlanta	GA	146	-	J. J. Morley Enterprises, Inc.	\$15,857,454.00	Alpharetta	GA
132	72	Wood Environment & Infrastructure	\$18,094,798.00	Chicago	IL	147	108	Seegrid Corporation	\$15,811,824.00	Pittsburgh	PA
133	112	Banknote Corporation of America, Inc.	\$18,087,090.00	Browns Summit	NC	148	150	Fames Transport, Inc.	\$15,635,334.00	Fontana	CA
134	-	Western Industrial Contractors	\$18,015,623.00	Aurora	CO	149	124	Morcon Construction Co., Inc.	\$15,530,440.00	Fridley	MN
135	136	Cepheid	\$18,003,223.00	Sunnyvale	CA	150	-	Causley Trucking, Inc.	\$15,489,498.00	Saginaw	MI

\*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 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](http://www.CulhaneMeadows.com).

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